



NILASAILA INSTITUTE OF SCIENCE & TECHNOLOGY  
SERGARH-756060, BALASORE (ODISHA)  
(Approved by AICTE& affiliated to SCTE&VT, Odisha)



## LESSON PLAN

**SUBJECT: Entrepreneurship and Management & Smart Technology (TH-01)**

**Name Of The Faculty :-** Mr.M.D.MANZUR

**Branch :-** Mechanical Engineering

**Academic Year :** 2025-26

**Semester :-** 5th

**Examination :-** 2025 (w)

### CHAPTER WISE DISTRIBUTION OF PERIODS

Sl.No.	Name of the chapter as per the Syllabus	No. of Periods as per the Syllabus	No. of periods actually needed
1	Entrepreneurship	10	12
2	Market Survey and Opportunity Identification(Business Planning)	8	8
3	Project report Preparation	4	6
4	Management Principles	5	6
5	Functional Areas of Management	10	14
6	Leadership and Motivation	6	7
7	Work Culture, TQM & Safety	5	6
8	Legislation	6	8
9	Smart Technology	6	8
	Total Period:	60	75

Mr. D. Manzur  
10/07/2025

Sign of Faculty

MJ  
10/07/2025

Sign of H.O.D.

Name of the programme: Diploma in Mechanical ENGINEERING	Semester: 5th	Name of the Teaching Faculty: Mr.M.D.Manzur	
		Academic Year : 2025-26	Examination : 2025 (W)
Course Code: TH-1	Course Year: Third Year	No. of Classes Alloted Per Week :	5
		Planned Classes Required to Complete the Course	75
Week	Class Day	Topics to be Covered	
1 <sup>st</sup>	1 <sup>st</sup>	<b>1. Entrepreneurship</b> Concept /Meaning of Entrepreneurship.	
	2 <sup>nd</sup>	Need of Entrepreneurship.	
	3 <sup>rd</sup>	Characteristics, Qualities and Types of entrepreneur, Functions.	
	4 <sup>th</sup>	Characteristics, Qualities and Types of entrepreneur, Functions.	
	5 <sup>th</sup>	Characteristics, Qualities and Types of entrepreneur, Functions.	
2 <sup>nd</sup>	1 <sup>st</sup>	Characteristics, Qualities and Types of entrepreneur, Functions.	
	2 <sup>nd</sup>	Barriers in entrepreneurship.	
	3 <sup>rd</sup>	Entrepreneurs vrs. Manager.	
	4 <sup>th</sup>	Forms of Business Ownership: Sole proprietorship, partnership forms and others.	
	5 <sup>th</sup>	Forms of Business Ownership: Sole proprietorship, partnership forms and others.	
3 <sup>rd</sup>	1 <sup>st</sup>	Types of Industries, Concept of Start-ups.	
	2 <sup>nd</sup>	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	3 <sup>rd</sup>	<b>2. Market Survey and Opportunity Identification (Business Planning</b> Business Planning	
	4 <sup>th</sup>	SSI, Ancillary Units, Tiny Units, Service sector Units.	
	5 <sup>th</sup>	SSI, Ancillary Units, Tiny Units, Service sector Units.	
4 <sup>th</sup>	1 <sup>st</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation.	
	2 <sup>nd</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation.	
	3 <sup>rd</sup>	Assessment of Demand and supply and Potential areas of Growth.	
	4 <sup>th</sup>	Identifying Business Opportunity.	
	5 <sup>th</sup>	Final Product selection.	
5 <sup>th</sup>	1 <sup>st</sup>	<b>3. Project report Preparation</b> Preliminary project report.	
	2 <sup>nd</sup>	Detailed project report, Techno economic Feasibility.	

5 <sup>th</sup>	3 <sup>rd</sup>	Detailed project report, Techno economic Feasibility.
	4 <sup>th</sup>	Detailed project report, Techno economic Feasibility.
	5 <sup>th</sup>	Detailed project report, Techno economic Feasibility.
6 <sup>th</sup>	1 <sup>st</sup>	Project Viability
	2 <sup>nd</sup>	<b>4. Management Principles</b> Definitions of management
	3 <sup>rd</sup>	Principles of management
	4 <sup>th</sup>	Principles of management
	5 <sup>th</sup>	Principles of management
7 <sup>th</sup>	1 <sup>st</sup>	Principles of management
	2 <sup>nd</sup>	Functions of management (planning, organising, staffing, directing and controlling etc.)
	3 <sup>rd</sup>	<b>5. Functional Areas of Management</b> a) Production management Functions, Activities Productivity
	4 <sup>th</sup>	a) Production management Functions, Activities Productivity
	5 <sup>th</sup>	a) Production management Functions, Activities Productivity
8 <sup>th</sup>	1 <sup>st</sup>	<b>5. Functional Areas of Management</b> a) Production management Functions, Activities Productivity.
	2 <sup>nd</sup>	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	3 <sup>rd</sup>	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept).
	4 <sup>th</sup>	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion).
	5 <sup>th</sup>	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion).
9 <sup>th</sup>	1 <sup>st</sup>	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion).
	2 <sup>nd</sup>	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion).
	3 <sup>rd</sup>	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development.
	4 <sup>th</sup>	e) Human Resource Management Functions of Personnel Management Method of Testing, Methods of Training & Development.
	5 <sup>th</sup>	e) Human Resource Management Functions of Personnel Management Method of Testing, Methods of Training & Development.
10 <sup>th</sup>	1 <sup>st</sup>	e) Human Resource Management Functions of Personnel Management Method of Testing, Methods of Training & Development.

10 <sup>th</sup>	2 <sup>nd</sup>	<b>6. Leadership and Motivation</b> a) Leadership Definition and Need/Importance
	3 <sup>rd</sup>	a) Leadership Definition and Need/Importance
	4 <sup>th</sup>	a) Leadership Definition and Need/Importance
	5 <sup>th</sup>	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
11 <sup>th</sup>	1 <sup>st</sup>	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	2 <sup>nd</sup>	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	3 <sup>rd</sup>	b) Motivation Definition and characteristics Importance of motivation
	4 <sup>th</sup>	<b>7. Work Culture, TQM &amp; Safety</b> Human relationship and Performance in Organization
	5 <sup>th</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
12 <sup>th</sup>	1 <sup>st</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	2 <sup>nd</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	3 <sup>rd</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	4 <sup>th</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	5 <sup>th</sup>	<b>8.Legislation:</b> Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
13 <sup>th</sup>	1 <sup>st</sup>	Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	2 <sup>nd</sup>	Features of Factories Act 1948 with Amendment (only salient points)
	3 <sup>rd</sup>	Features of Factories Act 1948 with Amendment (only salient points)
	4 <sup>th</sup>	Features of Payment of Wages Act 1936 (only salient points)
	5 <sup>th</sup>	Features of Payment of Wages Act 1936 (only salient points)
14 <sup>th</sup>	1 <sup>st</sup>	Features of Payment of Wages Act 1936 (only salient points)
	2 <sup>nd</sup>	<b>9. Smart Technology</b> Concept of IOT, How IOT works
	3 <sup>rd</sup>	Concept of IOT, How IOT works
	4 <sup>th</sup>	Concept of IOT, How IOT works
	5 <sup>th</sup>	Concept of IOT, How IOT works
15 <sup>th</sup>	1 <sup>st</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	2 <sup>nd</sup>	Components of IOT, Characteristics of IOT, Categories of IOT

15 <sup>th</sup>	3 <sup>rd</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	4 <sup>th</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	5 <sup>th</sup>	Revision of Smart Technology

M. D. Manzure  
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Sign of Faculty

M. D. Manzure  
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Sign of H.O.D.