

**NILASAILA INSTITUTE OF SCIENCE & TECHNOLOGY****LESSON PLAN****SUBJECT:Th.1 (ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY)****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	10
2	Market Survey and Opportunity Identification(Business Planning)	8	8
3	Project report Preparation	4	4
4	Management Principles	5	5
5	Functional Areas of Management	10	10
6	Leadership and Motivation	6	6
7	Work Culture, TQM & Safety	5	5
8	Legislation	6	6
9	Smart Technology	6	6
	<b>TOTAL</b>	<b>60</b>	<b>60</b>

**LESSON PLAN**

<b>Discipline:</b> AUTO/MECH	<b>Semester:</b> 5th	<b>Name of the Teaching Faculty: Er.MOHAMMAD MANZUR</b>
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Week	Class Day	Theory / Practical Topics
1 <sup>st</sup>	1 <sup>st</sup>	1. Entrepreneurship 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
2 <sup>nd</sup>	1 <sup>st</sup>	Barriers in entrepreneurship
	2 <sup>nd</sup>	Entrepreneurs vrs. Manager
	3 <sup>rd</sup>	Forms of Business Ownership: Sole proprietorship, partnership forms and others
	4 <sup>th</sup>	Types of Industries, Concept of Start-ups
3 <sup>rd</sup>	1 <sup>st</sup>	Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
	2 <sup>nd</sup>	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks
	3 <sup>rd</sup>	2. Market Survey and Opportunity Identification (Business Planning) Business Planning

	4 <sup>th</sup>	SSI, Ancillary Units, Tiny Units, Service sector Units
4 <sup>th</sup>	1 <sup>st</sup>	SSI, Ancillary Units, Tiny Units, Service sector Units
	2 <sup>nd</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation
	3 <sup>rd</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation
	4 <sup>th</sup>	Assessment of Demand and supply and Potential areas of Growth
5 <sup>th</sup>	1 <sup>st</sup>	Identifying Business Opportunity
	2 <sup>nd</sup>	Final Product selection
	3 <sup>rd</sup>	3. Project report Preparation Preliminary project report
	4 <sup>th</sup>	Detailed project report, Techno economic Feasibility

6 <sup>th</sup>	1 <sup>st</sup>	Detailed project report, Techno economic Feasibility
	2 <sup>nd</sup>	Project Viability
	3 <sup>rd</sup>	4. Management Principles Definitions of management
	4 <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>	Level of Management in an Organisation
	4 <sup>th</sup>	5. Functional Areas of Management a) Production management Functions, Activities Productivity
	1 <sup>st</sup>	a) Production management Functions, Activities Productivity

8 <sup>th</sup>	2 <sup>nd</sup>	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	3 <sup>rd</sup>	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	4 <sup>th</sup>	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
9 <sup>th</sup>	1 <sup>st</sup>	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
	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>	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
	4 <sup>th</sup>	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	1 <sup>st</sup>	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	2 <sup>nd</sup>	6. Leadership and Motivation a) Leadership Definition and Need/Importance

10 <sup>th</sup>	3 <sup>rd</sup>	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	4 <sup>th</sup>	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	5 <sup>th</sup>	b) Motivation Definition and characteristics Importance of motivation
11 <sup>th</sup>	1 <sup>st</sup>	Factors affecting motivation Theories of motivation (Maslow) Methods of Improving Motivation
	2 <sup>nd</sup>	Importance of Communication in Business Types and Barriers of Communication
	3 <sup>rd</sup>	7. Work Culture, TQM & Safety Human relationship and Performance in Organization
	4 <sup>th</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
th	1 <sup>st</sup>	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	2 <sup>nd</sup>	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)

12	3 <sup>rd</sup>	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
	4 <sup>th</sup>	8. Legislation a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
13 <sup>th</sup>	1 <sup>st</sup>	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	2 <sup>nd</sup>	b) Features of Factories Act 1948 with Amendment (only salient points)
	3 <sup>rd</sup>	b) Features of Factories Act 1948 with Amendment (only salient points)
	4 <sup>th</sup>	c) Features of Payment of Wages Act 1936 (only salient points)
14 <sup>th</sup>	1 <sup>st</sup>	c) Features of Payment of Wages Act 1936 (only salient points)
	2 <sup>nd</sup>	9. Smart Technology Concept of IOT, How IOT works
	3 <sup>rd</sup>	Concept of IOT, How IOT works

	<b>4<sup>th</sup></b>	Components of IOT, Characteristics of IOT, Categories of IOT
<b>15<sup>th</sup></b>	<b>1<sup>st</sup></b>	Components of IOT, Characteristics of IOT, Categories of IOT
	<b>2<sup>nd</sup></b>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	<b>3<sup>rd</sup></b>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	<b>4<sup>th</sup></b>	REVISION