**LESSON PLAN**

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| **Discipline:** Mechanical Engg. | **Semester:** Fifth (5th) | **Name of the Faculty:** Er. S. K. Nayak |
| **Subject:** Entrepreneurship and Management & Smart Technology | **No. of days/week class allotted:** Six (6) | **Semester from Date:** 01.07.24 **to Date:**  .11.24**No. of Weeks:** 15 |
| **WEEK** | **CLASS DAY** | **THEORY TOPICS** |
| 1st | 1st | Concept/meaning of entrepreneurship |
| 2nd | Need of entrepreneurship |
| 3rd | Continue |
| 4th | Characteristics, qualities & types of entrepreneurs. |
| 5th | Entrepreneurship vs manager |
| 6th | Continue |
| 2nd | 1st | Barriers in entrepreneurship |
| 2nd | Forms of business ownership: sole proprietorship & partnership forms and others |
| 3rd | Types of industries & concept of start-ups |
| 4th | Entrepreneurial support agencies at National ,state, district level (source) DIC, NSIC, OSIC, SIDBI,  |
| 5th | Continue |
| 6th | Entrepreneurial support agencies national, state, district level source NABARD, KVIC, Commercial banks. |
| 3rd | 1st | TBI & sciences and Technology Entrepreneur Parks |
| 2nd | Review class  |
| 3rd | Business planning |
| 4th | S.S.I, Ancillary units, Tiny units, Service sector units |
| 5th | **Monthly Test – 01**  |
| 6th | Time schedule plan, |
| 4th | 1st | agencies to be contacted for project implementation. |
| 2nd | Assessment of demand & supply & potential areas of growth. |
| 3rd | Continue |
| 4th | Identifying business opportunity. |
| 5th | Continue |
| 6th | Final product selection |
| 5th | 1st | Review class |
| 2nd | Preliminary project report |
| 3rd | Continue |
| 4th | Detailed project report |
| 5th | Techno economic feasibility |
| 6th | Project viability |
| 6th | 1st | Review class |
| 2nd | **Monthly Test – 02**  |
| 3rd | Definition of management |
| 4th | Principle of management |
| 5th | Continue |
| 6th | Function of management (planning, directing, co-) |
| 7th | 1st | coordinating, controlling |
| 2nd | Level of management in organization. |
| 3rd | Review class |
| 4th | Production management function, activities, productivity, quality control & production planning. & control  |
| 5th | Continue |
| 6th | Inventory management: Need for inventory management. |
| 8th | 1st | Models/Techniques Of inventory management. |
| 2nd | Continue |
| 3rd | Financial management: functions of financial management, Management of working capital. |
| 4th | Costing (only concept), Break even analysis. |
| 5th | Brief idea about accounting terminologies: Book keeping, Journal entry. |
| 6th | Continue |
| 9th | 1st | Petty cash book, P & L account balance sheets. (Only concept). |
| 2nd | Marketing management: concept of marketing & marketing management. |
| 3rd | Marketing techniques(only concept) & concept of 4ps,(price, place, product, promotion) |
| 4th | Human Resource Management: functions of personal management, recruitment, |
| 5th | **Monthly Test – 03**  |
| 6th | Selection process, method of training & development, payment. of wages. |
| 10th | 1st | Sources of manpower, method of testing.  |
| 2nd | Review class |
| 3rd | Leadership, Definition & need/importance, qualities of a leader.  |
| 4th | Function of a leader, Manager vs. leader. |
| 5th | Continue… |
| 6th | Style of leadership (autocratic, democratic, participative.) |
| 11th | 1st | Motivation, Definition & characteristics, importance of motivation. |
| 2nd | Factors affecting motivation, Theories of motivation. |
| 3rd | Method of improving motivation |
| 4th | Importance of communication in business, types & barriers of communication. |
| 5th | Review class |
| 6th | **Monthly Test – 04**  |
| 12th | 1st | Human relationship & performance in organization. |
| 2nd | Continue…. |
| 3rd | T.Q.M concepts quality policy, Quality management quality system. |
| 4th | Relations with peers, superiors and subordinates  |
| 5th | Accidents & safety, cause, preventive measures,  |
| 6th | General safety rules, & personnel protection. Equipment |
| 13th | 1st | Continue |
| 2nd | Review class |
| 3rd | Intellectual property rights (I.P.R), patents, trademarks, copy rights. |
| 4th | Continue |
| 5th | Features of factories act 1948 with amendment. |
| 6th | Continue |
| 14th | 1st | Features of payment of wages act 1936 only salient points. |
| 2nd | Continue |
| 3rd | Concept of IOT, how IOT Works |
| 4th | Components of IOT,  |
| 5th | characteristics of IOT |
| 6th | Continue |
| 15th | 1st | Application of IOT, smart cities, smart transportation, smart home. |
| 2nd | Smart health care, smart industry, smart agriculture, smart energy management. |
| 3rd | Review class |
| 4th | Revision |
| 5th | Revision  |
| 6th | Revision |