

## LESSON PLAN

Discipline: Civil Engg. ,UGMIT Rayagada  
 Semester: 5<sup>th</sup>  
 Subject: Entrepreneurship and management and smart technology (Th-1)  
 Name of the faculty: Chinmaya Maharana, GF  
 No of Days/week class allotted: 04  
 Session: 2026 (S)

Week	Class Day	Theory/Practical Topics	Remarks
1	1-4	<b>1. Entrepreneurship</b> Concept /Meaning of Entrepreneurship <input type="checkbox"/> Need of Entrepreneurship <input type="checkbox"/> Characteristics, Qualities and Types of entrepreneur, Functions <input type="checkbox"/> Barriers in entrepreneurship <input type="checkbox"/> Entrepreneurs vrs. Manager	
2	5-8	Forms of Business Ownership: Sole proprietorship, partnership forms and others <input type="checkbox"/> Types of Industries, Concept of Start-ups <input type="checkbox"/> Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC, OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
3	9-12	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks <b>2. Market Survey and Opportunity Identification (Business Planning)</b> <input type="checkbox"/> Business Planning	
4	13-16	SSI, Ancillary Units, Tiny Units, Service sector Units <input type="checkbox"/> Time schedule Plan, Agencies to be contacted for Project Implementation <input type="checkbox"/> Assessment of Demand and supply and Potential areas of Growth	
5	17-20	Identifying Business Opportunity <input type="checkbox"/> Final Product selection <b>3. Project report Preparation</b> <input type="checkbox"/> Preliminary project report <input type="checkbox"/> Detailed project report,	
6	21-24	Techno economic Feasibility <input type="checkbox"/> Project Viability <b>4. Management Principles</b> <input type="checkbox"/> Definitions of management <input type="checkbox"/> Principles of management	

7	25-28	<p>Functions of management (planning, organising, staffing, directing and controlling etc.)</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Level of Management in an Organisation</li> </ul> <p><b>5. Functional Areas of Management</b></p> <p>a) Production management</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Functions, Activities</li> <li><input type="checkbox"/> Productivity</li> <li><input type="checkbox"/> Quality control</li> <li><input type="checkbox"/> Production Planning and control</li> </ul>	
8	29-32	<p>b) Inventory Management</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Need for Inventory management</li> <li><input type="checkbox"/> Models/Techniques of Inventory management</li> </ul> <p>c) Financial Management</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Functions of Financial management</li> <li><input type="checkbox"/> Management of Working capital</li> <li><input type="checkbox"/> Costing (only concept)</li> </ul>	
9	33-36	<ul style="list-style-type: none"> <li>• Break even Analysis</li> <li><input type="checkbox"/> Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&amp;L Accounts, Balance Sheets(only Concepts)</li> </ul> <p>d) Marketing Management</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Concept of Marketing and Marketing Management</li> <li><input type="checkbox"/> Marketing Techniques (only concepts)</li> <li><input type="checkbox"/> Concept of 4P s (Price, Place, Product, Promotion)</li> </ul> <p>e) Human Resource Management</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Functions of Personnel Management</li> </ul>	
10	37-40	<ul style="list-style-type: none"> <li>• Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training &amp; Development, Payment of Wages</li> </ul> <p><b>6. Leadership and Motivation</b></p> <p>a) Leadership</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Definition and Need/Importance</li> <li><input type="checkbox"/> Qualities and functions of a leader</li> <li><input type="checkbox"/> Manager Vs Leader</li> <li><input type="checkbox"/> Style of Leadership (Autocratic, Democratic, Participative)</li> </ul>	
11	41-44	<p>b) Motivation</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Definition and characteristics</li> <li><input type="checkbox"/> Importance of motivation</li> <li><input type="checkbox"/> Factors affecting motivation</li> <li><input type="checkbox"/> Theories of motivation (Maslow)</li> <li><input type="checkbox"/> Methods of Improving Motivation</li> <li><input type="checkbox"/> Importance of Communication in Business</li> <li><input type="checkbox"/> Types and Barriers of Communication</li> </ul> <p><b>7. Work Culture, TQM &amp; Safety</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Human relationship and Performance in Organization</li> </ul>	
12	45-48	<ul style="list-style-type: none"> <li>• Relations with Peers, Superiors and Subordinates</li> </ul>	

		<input type="checkbox"/> TQM concepts: Quality Policy, Quality Management, Quality system <input type="checkbox"/> Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)	
13	49-52	<b>8. Legislation</b> a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights	
14	53-56	b) Features of Factories Act 1948 with Amendment (only salient points) c) Features of Payment of Wages Act 1936 (only salient points) <b>9. Smart Technology</b> <input type="checkbox"/> Concept of IOT, How IOT works	
15	57-60	• Components of IOT, Characteristics of IOT, Categories of IOT <input type="checkbox"/> Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.	

Signature of Faculty:

*Chinmaya Maharana*  
14/7/25

Signature of HOD:

*[Signature]*  
14/07/25