

Discipline :- ELECTRICAL, Mechanical, Civil E&tc	Semester:- 5th	Name of the Teaching Faculty:- ER. MANJIT KUMAR BEHERA
ENTREPRENEURSHIP & MANAGEMENT	No of Days/per Week Class Allotted :- 04	Semester from:- 01/08/2023 to 30/11/2023
Week	Class Day	Theory
1st	1st	1. Entrepreneurship
		12 periods
	2nd	Concept /Meaning of Entrepreneurship
	3rd	Need of Entrepreneurship
2nd	4th	Characteristics, Qualities and Types of entrepreneur, Functions
	1st	Barriers in entrepreneurship
	2nd	Entrepreneurs vrs. Manager
	3rd	Forms of Business Ownership: Sole proprietorship, partnership forms and others
3rd	4th	Types of Industries, Concept of Start-ups
	1st	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC, OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
	2nd	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks
	3rd	2. Market Survey and Opportunity Identification (Business Planning)
4th	4th	Business planning
	1st	SSI, Ancillary Units, Tiny Units, Service sector Units
	2nd	Time schedule Plan, Agencies to be contacted for Project Implementation
	3rd	Assessment of Demand and supply and Potential areas of Growth
5th	4th	Identifying Business Opportunity, Final Product selection
	1st	Project report Preparation
	2nd	Preliminary project report
	3rd	Detailed project report, Techno economic Feasibility
6th	4th	Project Viability
	1st	Management Principles
	2nd	Definitions of management
	3rd	Principles of management
7th	4th	Functions of management (planning, organising, staffing, directing and controlling etc.)
	1st	Level of Management in an Organisation
	2nd	Functional Areas of Management
	3rd	a) Production management
8th	4th	Functions, Activities, Productivity, Quality control
	1st	Production Planning and control
	2nd	b) Inventory Management
	3rd	Need for Inventory management

	4 th	Models/Techniques of Inventory management
9 th	1 st	c) Financial Management
	2 nd	Functions of Financial management
	3 rd	Management of Working capital
	4 th	Costing (only concept), Break even Analysis
10 th	1 st	Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
	2 nd	d) Marketing Management
	3 rd	Concept of Marketing and Marketing Management, Marketing Techniques (only concepts)
	4 th	Concept of 4P s (Price, Place, Product, Promotion)
11 th	1 st	e) Human Resource Management
	2 nd	Functions of Personnel Management
	3 rd	Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
	4 th	Leadership and Motivation a) Leadership, Definition and Need/Importance
12 th	1 st	Qualities and functions of a leader, Manager Vs Leader, Style of Leadership (Autocratic, Democratic, Participative)
	2 nd	b) Motivation Definition and characteristics
	3 rd	Importance of motivation , Factors affecting motivation
	4 th	Theories of motivation (Maslow), Methods of Improving Motivation
13 th	1 st	Importance of Communication in Business, Types and Barriers of Communication
	2 nd	7. Work Culture, TQM & Safety Human relationship and Performance in Organization
	3 rd	Relations with Peers, Superiors and Subordinates, TQM concepts: Quality Policy, Quality Management, Quality system
	4 th	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
14 th	1 st	8. Legislation a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	2 nd	b) Features of Factories Act 1948 with Amendment (only salient points) c) Features of Payment of Wages Act 1936 (only salient points)
	3 rd	9. Smart Technology Concept of IOT, How IOT works
	4 th	Components of IOT, Characteristics of IOT, Categories of IOT, Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.

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