

Discipline: <b>CIVIL</b>	Semester: 5th	Name of the Teaching Faculty: <b>SHAKTI SWARUP PANI</b>
Subject: <b>ENTREPRENEURSHIP and MANAGEMENT &amp; SMART TECHNOLOGY</b>	No. of Days/per week class allotted: 04	Semester From Date: 01-08-2023 To Date: 30-11-2023 No. of Weeks: <b>15</b>
<b>Week</b>	<b>Class Day</b>	<b>Theory Topics</b>
1 <sup>st</sup>	01	Concept /meaning of Entrepreneurship
	02	Need of Entrepreneurship
	03	Characteristics, Qualities and types of entrepreneur
	04	Functions of entrepreneur
2 <sup>nd</sup>	01	Barriers in entrepreneurship
	02	Entrepreneurs vrs. Manager
	03	Forms of Business Ownership: Sole proprietorship, partnership forms and others
	04	Types of industries, Concept of Start-ups
3 <sup>rd</sup>	01	Entrepreneurial support agencies at National, State, District Level (Sources): DIC, NSIC, OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
	02	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks
4 <sup>th</sup>	03	Business Planning
	04	SSI, Ancillary Units, Tiny Units, Service sector Units
	01	Time schedule Plan
	02	Agencies to be contacted for project implementation
5 <sup>th</sup>	03	Assessment of Demand and supply
	04	Potential areas of Growth
	01	Identifying Business opportunity
	02	Final Product selection
6 <sup>th</sup>	03	Preliminary project report
	04	Detailed project report
	01	Techno economic Feasibility
	02	Project viability
7 <sup>th</sup>	03	Definitions of management
	04	Principles of management
	01	Functions of management (planning, organizing)
	02	Functions of management (staffing, directing and controlling etc.)
8 <sup>th</sup>	03	Level of Management in an Organisation
	04	Production management <input type="checkbox"/> Functions, Activities <input type="checkbox"/> Productivity
8 <sup>th</sup>	01	Production management

		<input type="checkbox"/> Quality control <input type="checkbox"/> Production Planning and control
	02	Inventory Management <input type="checkbox"/> Need for Inventory management
	03	Inventory Management <input type="checkbox"/> Models/Techniques of Inventory management
	04	Financial Management <input type="checkbox"/> Functions of Financial management <input type="checkbox"/> Management of Working capital <input type="checkbox"/> Costing (only concept)
9 <sup>th</sup>	01	<input type="checkbox"/> Break even Analysis <input type="checkbox"/> Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
	02	Marketing Management <input type="checkbox"/> Concept of Marketing and Marketing Management <input type="checkbox"/> Marketing Techniques (only concepts)
	03	Marketing Management <input type="checkbox"/> Concept of 4P s (Price, Place, Product, Promotion)
	04	Human Resource Management <input type="checkbox"/> Functions of Personnel Management
10 <sup>th</sup>	01	<input type="checkbox"/> Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
	02	Leadership <input type="checkbox"/> Definition and Need/Importance <input type="checkbox"/> Qualities and functions of a leader
	03	<input type="checkbox"/> Manager Vs Leader <input type="checkbox"/> Style of Leadership (Autocratic, Democratic, Participative)
	04	Motivation <input type="checkbox"/> Definition and characteristics <input type="checkbox"/> Importance of motivation
11 <sup>th</sup>	01	<input type="checkbox"/> Factors affecting motivation

		<input type="checkbox"/> Theories of motivation (Maslow) <input type="checkbox"/> Methods of Improving Motivation
	02	<input type="checkbox"/> Importance of Communication in Business
	03	<input type="checkbox"/> Types and Barriers of Communication
	04	<b>Work Culture, TQM &amp; Safety</b> <input type="checkbox"/> Human relationship and Performance in Organization
12 <sup>th</sup>	01	<input type="checkbox"/> Relations with Peers, Superiors and Subordinates
	02	<input type="checkbox"/> TQM concepts: Quality Policy, Quality Management, Quality system
	03	Accidents and Safety, Cause, preventive measures,
	04	General Safety Rules, Personal Protection Equipment (PPE)
13 <sup>th</sup>	01	<b>Legislation</b> Intellectual Property Rights (IPR)
	02	Patents
	03	Trademarks
	04	Copyrights
14 <sup>th</sup>	01	Features of Factories Act 1948 with Amendment (only salient points)
	02	Features of Payment of Wages Act 1936 (only salient points)
	03	<b>Smart Technology</b> Concept of IOT
	04	How IOT works
15 <sup>th</sup>	01	Components of IOT
	02	Characteristics of IOT
	03	Categories of IOT
	04	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.