

KIIT POLYTECHNIC
Department of Electronics & Telecommunication Engineering

LESSON PLAN

Session :: Winter– 2022
Course Type :: Theory
Semester/Branch :: 5th Semester, Comp.Sc/Civil./El/Mech./Etc/.Mett.
Subject (with code) :: Entrepreneurship & Management & Smart Technology (Th-1)
Contact hours/week :: 4 hours
Name of Faculty :: Dr.Sukalyan Das
Mr. Lalit Mohan Lenka

| SL. No . | CLASS ID | COURSE CONTENT | MODE OF DELIVERY | EXHIBIT/ REFERENCE |
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| 1 | 1 | Concept /Meaning of Entrepreneurship and Need of Entrepreneurship | Lecture (Elaboration) | Entrepreneurship Text & Cases by P.Narayan Reddy |
| 2 | 2 | Characteristics, Qualities and Types of entrepreneur | Lecture (Elaboration) | Entrepreneurial Development by Dr.S.S.Khanka |
| 3 | 3 | Functions and Barriers in entrepreneurship | Lecture (Explanation) | Study material |
| 4 | 4 | Entrepreneurs vs Manager Forms of Business Ownership: Sole proprietorship, Partnership forms & others | Flipped class | Study material |
| 5 | 5 | Co-operative Society, Joint Hindu Family Business | Flipped class | Study material |
| 6 | 6 | Joint stock company | Lecture (Explanation) | Entrepreneurship for Engineers by B.Badhai |
| 7 | 7 | Types of industries, Concept of Start-ups | Collaborative thinking | Entrepreneurial Development by Dr.S.S.Khanka |
| 8 | 8 | Entrepreneurial support agencies at National, sState, DistrictLevel(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC | Lecture (Explanation) | Entrepreneurship and Industrial management by S.K.Gupta |
| 9 | 9 | Technology Business Incubators (TBI) and Science andTechnology Entrepreneur Parks | Lecture (Explanation) | Study material |
| 10 | 10 | Business Planning, SSI, Ancillary Units, Tiny Units | Collaborative thinking | Entrepreneurship Text & Cases by P.Narayan Reddy |

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| 11 | 11 | Time schedule Plan, Agencies to be contacted for Project Implementation | Lecture (explanation) | Study material |
| 12 | 12 | Assessment of Demand and supply, Potential areas of Growth | Lecture (Explanation) | Entrepreneurship Development and management by Dr. A.K.Singh |
| 13 | 13 | Identifying Business Opportunity, Final Product selection | Lecture (Elaboration) | Entrepreneurship for Engineers by B.Badhai |
| 14 | 14 | Preliminary project report | Guided thinking | Entrepreneurship for Engineers by B.Badhai |
| 15 | 15 | Detailed project report | Guided thinking | Entrepreneurship for Engineers by B.Badhai |
| 16 | 16 | Techno economic Feasibility, Project Viability | Lecture (Explanation) | Study material |
| 17 | 17 | Definitions of management and principles of management | Students presentation | Industrial Engineering & Management by O.P Khanna |
| 18 | 18 | Functions of management-planning, organising, Staffing, directing and controlling | Video presentation | Entrepreneurship for Engineers by B.Badhai |
| 19 | 19 | Level of Management in an Organisation | Video presentation | Study material |
| 20 | 20 | Production management,: Functions, Activities andProductivity | Lecture (Explanation) | Industrial Engineering & Management by O.P Khanna |
| 21 | 21 | Quality control, Production Planning and control | Video presentation | Study material |
| 22 | 22 | Inventory Management :Need for Inventory management | Lecture (Explanation) | Entrepreneurship for Engineers by B.Badhai |
| 23 | 23 | Models/Techniques of Inventory management | Lecture (Elaboration) | Entrepreneurial Development by Dr.S.S.Khanka |
| 24 | 24 | Financial Management :Functions of Financial management, management of Working capital | Lecture (Elaboration) | Entrepreneurship for Engineers by B.Badhai |
| 25 | 25 | Costing (only concept),Break even Analysis, | Lecture (Explanation) | Entrepreneurship for Engineers by B.Badhai |
| 26 | 26 | Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book | Lecture (Explanation) | Entrepreneurship for Engineers by B.Badhai |
| 27 | 27 | P&L Accounts, Balance Sheets(only Concepts) | Lecture (Explanation) | Entrepreneurship for Engineers by B.Badhai |
| 28 | 28 | Marketing Management : Concept of Marketing and Marketing Management | Lecture (Explanation) | Study material |
| 29 | 29 | Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion) | Lecture (Explanation) | Study material |
| 30 | 30 | Human Resource Management : Functions of Personnel Management, Manpower Planning, Recruitment, Sources of manpower | Lecture (Explanation) | Entrepreneurship for Engineers by B.Badhai |
| 31 | 31 | Selection process, Method of Testing, Methods of Training &Development, Payment of Wages | Prompt and cue | Entrepreneurship for Engineers by B.Badhai |
| 32 | 32 | Leadership: Definition and Need/Importance qualities of aleader | Lecture (Explanation) | Organizational behaviour by Dipak Kumar Bhattacharyya |
| 33 | 33 | Functions of a leader and Manager Vs Leader | Lecture (Explanation) | Organizational behaviour by Dipak kumar Bhattacharyya |
| 35 | 35 | Motivation : Definition and characteristics | Guided thinking | Organisational behaviour by |

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| | | and Importance of motivation | | Dr.S.S. khanka |
| 36 | 36 | Factors affecting motivation and Theories of motivation(Maslow) | Lecture (Elaboration) | Organisational behaviour by Dr.S.S khanka |
| 37 | 37 | Methods of Improving Motivation, Importance of Communication in Business, Types and Barriers of Communication | Collaborative thinking | Organisational behaviour by Dr.S.S khanka |
| 38 | 38 | Work Culture, TQM & Safety :Human relationship and Performance in Organization | Lecture (Explanation) | Study material |
| 39 | 39 | Relations with Peers, Superiors and Subordinates | Prompt and cue | Entrepreneurial Development by Dr.S.S.Khanka |
| 40 | 40 | TQM concepts: Quality Policy, Quality Management | Flipped class | Study material |
| 41 | 41 | Quality system, Accidents and Safety, Causes of accident | Lecture (Explanation) | Study material |
| 42 | 42 | Preventive measures, General Safety Rules , Personal Protection Equipment(PPE) | Prompt and cue | Study material |
| 43 | 43 | Legislation: Intellectual Property Rights(IPR) ,Patents, ,Trademarks and copyrights | Lecture (Explanation) | Entrepreneurial Development by Dr.S.S.Khanka |
| 44 | 44 | Features of Factories Act 1948 with Amendment (only salient points) | Lecture (Explanation) | Industrial engineering and Management by O.P.Khanna |
| 45 | 45 | Features of Payment of Wages Act 1936 (only salient points) | Lecture (Explanation) | Industrial engineering and Management by O.P.Khanna |
| 46 | 46 | Smart Technology : Concept of IOT, How IOT works | Lecture (Explanation) | Study material |
| 47 | 47 | Components of IOT, Characteristics of IOT ,Categories of IOT | Lecture (Elaboration) | Study material |
| 48 | 48 | Applications of IOT: Smart Cities, Smart Transportation, smart Home, Smart Healthcare Smart Energy Management etc | Collaborative thinking | Study material |

Signature of faculty