



NILASAILA INSTITUTE OF SCIENCE & TECHNOLOGY
SERGARH-756060, BALASORE (ODISHA)
(Approved by AICTE & affiliated to SCTE&VT, Odisha)



LESSON PLAN

SUBJECT: ENTREPRENEURSHIP AND MANAGEMENT & SMART TECHNOLOGY (TH-1)

Name Of The Faculty :- Er M D MANZUR

Branch :- AOTUMOBILE ENGG

Semester :- 5th

Session :- 2024-25

Examination :- 2024 (W)

CHAPTER WISE DISTRIBUTION OF PERIODS

Sl.No.	Name of the chapter as per the Syllabus	No. of Periods as per the Syllabus	No. of periods actually needed
1	Entrepreneurship	10	12
2	Market Survey and Opportunity Identification(Business Planning)	8	8
3	Project report Preparation	4	6
4	Management Principles	5	7
5	Functional Areas of Management	10	14
6	Leadership and Motivation	6	7
7	Work Culture, TQM & Safety	5	6
8	Legislation	6	7
9	Smart Technology	6	7
	TOTAL	60	74

M.D. Manzur
3/02/25
Sign of Faculty

[Signature]
Sign of H.O.D
3/02/25

Discipline: AUTO ENGG	Semester: 5th	Name of the Teaching Faculty: Er.M D MANZUR	
		SESSION : 2024-25	EXAMINATION : 2024 (W)
Week	Class Day	Topics to be Covered	
1 st	1 st	1. Entrepreneurship Concept /Meaning of Entrepreneurship	
	2 nd	Need of Entrepreneurship	
	3 rd	Characteristics, Qualities and Types of entrepreneur, Functions	
	4 th	Characteristics, Qualities and Types of entrepreneur, Functions	
2 nd	1 st	Characteristics, Qualities and Types of entrepreneur, Functions	
	2 nd	Barriers in entrepreneurship	
	3 rd	Entrepreneurs vrs. Manager	
	4 th	Forms of Business Ownership: Sole proprietorship, partnership forms and others	
3 rd	1 st	Types of Industries, Concept of Start-ups	
	2 nd	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	3 rd	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	
	4 th	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
4 th	1 st	2. Market Survey and Opportunity Identification (Business Planning Business Planning	
	2 nd	SSI, Ancillary Units, Tiny Units, Service sector Units	
	3 rd	SSI, Ancillary Units, Tiny Units, Service sector Units	
	4 th	Time schedule Plan, Agencies to be contacted for Project Implementation	

Week	Class Day	Topics to be Covered
5th	1st	Time schedule Plan, Agencies to be contacted for Project Implementation
	2nd	Assessment of Demand and supply and Potential areas of Growth
	3rd	Identifying Business Opportunity
	4th	Final Product selection
6th	1st	3. Project report Preparation Preliminary project report
	2nd	Detailed project report, Techno economic Feasibility
	3rd	Detailed project report, Techno economic Feasibility
	4th	Detailed project report, Techno economic Feasibility
7th	1st	Detailed project report, Techno economic Feasibility
	2nd	Project Viability
	3rd	4. Management Principles Definitions of management
	4th	Principles of management
8th	1st	Principles of management
	2nd	Principles of management
	3rd	Functions of management (planning, organising, staffing, directing and controlling etc.)
	4th	Functions of management (planning, organising, staffing, directing and controlling etc.)
9th	1st	Level of Management in an Organisation
	2nd	5. Functional Areas of Management a) Production management Functions, Activities Productivity
	3rd	INTERNAL EXAM
	4th	INTERNAL EXAM

Week	Class Day	Topics to be Covered
10 th	1 st	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	2 nd	b) Inventory Management Need for Inventory management Models/Techniques of Inventory management
	3 rd	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
	4 th	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
11 th	1 st	c) Financial Management Functions of Financial management Management of Working capital Costing (only concept)
	2 nd	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
	3 rd	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)
	4 th	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion)

Week	Class Day	Topics to be Covered
12 th	1 st	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	2 nd	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	3 rd	e) Human Resource Management Functions of Personnel Management Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development,
	4 th	6. Leadership and Motivation a) Leadership Definition and Need/Importance
13 th	1 st	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	2 nd	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
	3 rd	b) Motivation Definition and characteristics Importance of motivation
	4 th	Factors affecting motivation Theories of motivation (Maslow) Methods of Improving Motivation
14 th	1 st	Factors affecting motivation Theories of motivation (Maslow) Methods of Improving Motivation
	2 nd	Importance of Communication in Business Types and Barriers of Communication
	3 rd	7. Work Culture, TQM & Safety Human relationship and Performance in Organization
	4 th	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system

Week	Class Day	Topics to be Covered
15 th	1 st	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	2 nd	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	3 rd	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
	4 th	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
16 th	1 st	8. Legislation a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	2 nd	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	3 rd	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	4 th	b) Features of Factories Act 1948 with Amendment (only salient points)
17 th	1 st	b) Features of Factories Act 1948 with Amendment (only salient points)
	2 nd	c) Features of Payment of Wages Act 1936 (only salient points)
	3 rd	c) Features of Payment of Wages Act 1936 (only salient points)
	4 th	9. Smart Technology Concept of IOT, How IOT works

Week	Class Day	Topics to be Covered
18 th	1 st	Concept of IOT, How IOT works
	2 nd	Components of IOT, Characteristics of IOT, Categories of IOT
	3 rd	Components of IOT, Characteristics of IOT, Categories of IOT
	4 th	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
19 th	1 st	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	2 nd	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.

M. D. Mansur
3102/25
 Sign of Faculty

MJ
 Sign of H.O.D. 3102/25