



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-01)**

Name Of The Faculty :- Mr.M.D.MANZUR

Branch :- Civil Engineering

Academic Year : 2025-26

Semester :- 5th

Examination :- 2025 (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	6
5	Functional Areas of Management	10	14
6	Leadership and Motivation	6	7
7	Work Culture, TQM & Safety	5	6
8	Legislation	6	8
9	Smart Technology	6	8
	Total Period:	60	75

M. D. Manzur
10/07/2025

Sign of Faculty

KSP
10-7-2025

Sign of H.O.D.

Name of the programme: Diploma in Civil ENGINEERING	Semester: 5th	Name of the Teaching Faculty: Mr.M.D.Manzur	
		Academic Year : 2025-26	Examination : 2025 (W)
Course Code: TH-1	Course Year: Third Year	No. of Classes Alloted Per Week :	5
		Planned Classes Required to Complete the Course	75
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.	
	5 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.	
	5 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	2. Market Survey and Opportunity Identification (Business Planning Business Planning	
	4 th	SSI, Ancillary Units, Tiny Units, Service sector Units.	
	5 th	SSI, Ancillary Units, Tiny Units, Service sector Units.	
4 th	1 st	Time schedule Plan, Agencies to be contacted for Project Implementation.	
	2 nd	Time schedule Plan, Agencies to be contacted for Project Implementation.	
	3 rd	Assessment of Demand and supply and Potential areas of Growth.	
	4 th	Identifying Business Opportunity.	
	5 th	Final Product selection.	

5 th	1 st	3. Project report Preparation Preliminary project report.
	2 nd	Detailed project report, Techno economic Feasibility.
	3 rd	Detailed project report, Techno economic Feasibility.
	4 th	Detailed project report, Techno economic Feasibility.
	5 th	Detailed project report, Techno economic Feasibility.
6 th	1 st	Project Viability
	2 nd	4. Management Principles Definitions of management
	3 rd	Principles of management
	4 th	Principles of management
	5 th	Principles of management
7 th	1 st	Principles of management
	2 nd	Functions of management (planning, organising, staffing, directing and controlling etc.)
	3 rd	5. Functional Areas of Management a) Production management Functions, Activities Productivity
	4 th	a) Production management Functions, Activities Productivity
	5 th	a) Production management Functions, Activities Productivity
8 th	1 st	5. Functional Areas of Management a) Production management Functions, Activities Productivity.
	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	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion).
	5 th	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion).
9 th	1 st	d) Marketing Management Concept of Marketing and Marketing Management Marketing Techniques (only concepts) Concept of 4P s (Price, Place, Product, Promotion).
	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	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	e) Human Resource Management Functions of Personnel Management Method of Testing, Methods of Training & Development.
	5 th	e) Human Resource Management Functions of Personnel Management Method of Testing, Methods of Training & Development.

10 th	1 st	e) Human Resource Management Functions of Personnel Management Method of Testing, Methods of Training & Development.
	2 nd	6. Leadership and Motivation a) Leadership Definition and Need/Importance
	3 rd	a) Leadership Definition and Need/Importance
	4 th	a) Leadership Definition and Need/Importance
	5 th	Qualities and functions of a leader Manager Vs Leader Style of Leadership (Autocratic, Democratic, Participative)
11 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	7. Work Culture, TQM & Safety Human relationship and Performance in Organization
	5 th	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
12 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	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	4 th	Relations with Peers, Superiors and Subordinates TQM concepts: Quality Policy, Quality Management, Quality system
	5 th	8.Legislation: Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
13 th	1 st	Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	2 nd	Features of Factories Act 1948 with Amendment (only salient points)
	3 rd	Features of Factories Act 1948 with Amendment (only salient points)
	4 th	Features of Payment of Wages Act 1936 (only salient points)
	5 th	Features of Payment of Wages Act 1936 (only salient points)
14 th	1 st	Features of Payment of Wages Act 1936 (only salient points)
	2 nd	9. Smart Technology Concept of IOT, How IOT works
	3 rd	Concept of IOT, How IOT works
	4 th	Concept of IOT, How IOT works
	5 th	Concept of IOT, How IOT works

15th	1st	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	2nd	Components of IOT, Characteristics of IOT, Categories of IOT
	3rd	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	4th	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.
	5th	Revision of Smart Technology

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