LESSON PLAN FOR 5TH SEMESTER (SESSION-2023)
ENTREPRENEURSHIP & MANAGEMENT & SMART TECH. (THEORY-01)
NAME OF LECTURER: A.MOHAPATRA
BRANCH: ALL

SL. NO	MONTH	DATE	TOPICS TO BE COVERED	No. of periods available as per plan
			Unit-1 : Entrepreneurship	
1		03/08/23	☐ Concept /Meaning of Entrepreneurship ☐ Need of Entrepreneurship	
2		04/08/23	☐ Characteristics, Qualities and Types of entrepreneur	
3		05/08/23	☐ Qualities and Types of entrepreneur, Functions	
4		09/08/23	☐Barriers in entrepreneurship	
5		10/08/23	☐ Entrepreneurs vrs. Manager ☐ Forms of Business Ownership: Sole proprietorship, partnership forms and others	9
6		11/08/23	☐ Types of Industries, Concept of Start-ups	
7		12/08/23	☐ Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC	
8		14/08/23	SIDBI, NABARD, Commercial Banks, KVIC etc.	
9		16/08/23	☐ Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	
10	AUGUST	17/08/23	**Unit-2 : Market Survey and Opportunity Identification (Business Planning)** ☐ Business Planning ☐ SSI, Ancillary Units, Tiny Units, Service sector Units	5
11		18/08/23	☐ Time schedule Plan,Agencies to be contacted for Project Implementation	
12		19/08/23	☐ Assessment of Demand and supply and Potential areas of Growth	
13		21/08/23	☐ Assessment of Demand and supply and Potential areas of Growth	
14		23/08/23	☐ Identifying Business Opportunity ☐ Final Product selection	
			Unit-3 : Project report Preparation	
15		24/08/23	☐ Preliminary project report ☐ Detailed project report	
16		25/08/23	☐ Preliminary project report ☐ Detailed project report	
17		26/08/23	Techno economic Feasibility ☐ Project Viability	4
18		28/08/23	Techno economic Feasibility ☐ Project Viability	

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1			**Unit-4 : Management Principles**	
2		01/09/23	☐ Definitions of management ☐ Principles of management	3
		02/09/23	☐ Functions of management (planning, organising, staffing, directing and controlling etc.)	
3		04/09/23	☐ Level of Management in an Organisation	
4			**Unit-5 : Functional Areas of Management**	
4		07/09/23	a)Production management ☐ Functions, Activities ☐Productivity	
5		08/09/23	☐ Quality control ☐ Production Planning and control	
6		09/09/23	b) Inventory Management ☐ Need for Inventory management	
7		11/09/23	☐ Models/Techniques of Inventory management	
8	SEPTEMBER	13/09/23	c) Financial Management ☐ Functions of Financial management	
9		14/09/23	☐ Management of Working capital ☐ Costing (only concept)	
10		15/09/23	☐ Break even Analysis	
11		16/09/23	☐Brief idea about Accounting Terminologies: Book Keeping,Journal entry, Petty Cash book	17
12		18/09/23	P&L Accounts, Balance Sheets(only Concept)	
13		20/09/23	d) Marketing Management ☐ Concept of Marketing and Marketing Management	
14		21/09/23	☐ Marketing Techniques (only concepts) ☐ Concept of 4P s (Price, Place, Product, Promotion)	
15		22/09/23	e) Human Resource Management ☐ Functions of Personnel Management	
16		23/09/23	☐ Manpower Planning, Recruitment, Sources of manpower, Selection process	
17		25/09/23	☐ Manpower Planning, Recruitment, Sources of manpower, Selection process	
18		27/09/23	Method of Testing, Methods of Training & Development, Payment of Wages	
19		28/09/23	Method of Testing, Methods of Training & Development, Payment of Wages	
20		30/09/23	Method of Testing, Methods of Training & Development, Payment of Wages	

SL NO.	MONTH	DATE	TOPICS TO BE COVERED	No. of periods available as per plan
1			**Unit-6 : Leadership and Motivation**	
		04/10/23	a) Leadership ☐ Definition and Need/Importance	
2		05/10/23	☐ Qualities and functions of a leader ☐ Manager Vs Leader	
3		06/10/23	Style of Leadership (Autocratic, Democratic, Participative)	
4	OCTOBER	07/10/23	b) Motivation ☐ Definition and characteristics	9
5		09/10/23	☐ Importance of motivation	
6		11/10/23	☐ Factors affecting motivation	
7		12/10/23	Theories of motivation (Maslow	
8		13/10/23	☐ Methods of Improving Motivation ☐ Importance of Communication in Business	
9		30/10/23	Types and Barriers of Communication	