

Lesson Plan

	Discipline: ETC	Semester-5th Winter2023	NAME OF THE FACULTY:Payal Bindia Parida(PTGF, ETC)
Sl. No.	Subject- Th.1.(ENTREPRENEUR SHIP and MANAGEMENT & Weeks/Months	No. Of Days/Week class allotted:04	Semester From date: 01.08.2023 To date: 30.11.2023 No of weeks: 17
		Class Day	Topic
1	1st week Aug to 5th week Aug	1st	1. Entrepreneurship ☑ Concept /Meaning of Entrepreneurship.
		2nd	☑ Need of Entrepreneurship ☑ Characteristics, Qualities and Types of entrepreneur, Functions .
		3rd	☑ Barriers in entrepreneurship.
		4th	Entrepreneurs vrs. Manager.
2	2nd week 7th Aug to 12th Aug	1st	☑ Forms of Business Ownership: Sole proprietorship, partnership forms and others.
		2nd	☑ Types of Industries, Concept of Start-ups ☑ Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
		3rd	☑ Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks.
		4th	2. Market Survey and Opportunity Identification (Business Planning). ☑ Business Planning
3	3rd Week 14th aug to 19th Aug	1st	☑ SSI, Ancillary Units, Tiny Units, Service sector Units.
		2nd	☑ Time schedule Plan, Agencies to be contacted for Project Implementation ☑ Assessment of Demand and supply and Potential areas of Growth
		3rd	☑ Identifying Business Opportunity.
		4th	☑ Final Product selection.
4	4th week 21th Aug to 26th Aug	1st	3. Project report Preparation ☑ Preliminary project report .
		2nd	☑ Detailed project report, Techno economic Feasibility .
		3rd	☑ Project Viability.
		4th	4. Management Principles ☑ Definitions of management.
5	5th week 28th Aug to 2nd Sept	1st	☑ Principles of management .
		2nd	☑ Functions of management (planning, organising, staffing, directing and controlling etc.
		3rd	

6	1st week 4th Sept to 9th sept	4th	☑ Level of Management in an Organisation.
		1st	5. Functional Areas of Management.
		3rd	a) Production management ☑ Functions, Activities.
		3rd	☑ Productivity ☑ Quality contro.
		4th	☑ Production Planning and control.
7	2nd week 11th sept to 16th sept.	1st	b) Inventory Management.
		2nd	☑ Need for Inventory managemen.
		3rd	☑ Models/Techniques of Inventory management.
		4th	c) Financial Management ☑ Functions of Financial management.
8	3rd week 18th sept. to 23rd sept	1st	☑ Management of Working capital.
		2nd	☑ Costing (only concept)
		3rd	☑ Break even Analysis ☑ Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts).
		4th	d) Marketing Management.
9	4th week 25th Sept to 30th sept	1st	☑ Concept of Marketing and Marketing Management.
		2nd	☑ Marketing Techniques (only concepts).
		3rd	☑ Concept of 4P s (Price, Place, Product, Promotion).
		4th	☑ Concept of 4P s (Price, Place, Product, Promotion).
10	1st week 02nd oct. to 07th oct	1st	☑ Functions of Personnel Management.
		2nd	☑ Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages.
		3rd	6. Leadership and Motivation.
		4th	a) Leadership
11	2nd week 9th oct. to 14th oct	1st	☑ Definition and Need/Importance.
		2nd	☑ Qualities and functions of a leader.
		3rd	☑ Manager Vs Leader.
		4th	☑ Style of Leadership (Autocratic, Democratic, Participative).
12	3rd week 16th oct to 20th oct.	1st	b) Motivation .
		2nd	☑ Definition and characteristics .
		3rd	☑ Importance of motivation.

13	1st week 30th Oct. to 04th Nov	4th	☑ Factors affecting motivation.
		1st	☑ Theories of motivation (Maslow).
		2nd	☑ Methods of Improving Motivation.
		3rd	☑ Importance of Communication in Business.
		4th	☑ Types and Barriers of Communication.
14	2nd week 6th Nov to 11th Nov	1st	7. Work Culture, TQM & Safety ☑ Human relationship and Performance in Organization.
		2nd	☑ Relations with Peers, Superiors and Subordinates .
		3rd	☑ TQM concepts: Quality Policy, Quality Management, Quality system.
		4th	☑ Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE).
15	3rd week 13th Nov to 18th Nov	1st	8. Legislation.
		2nd	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights.
		3rd	b) Features of Factories Act 1948 with Amendment (only salient points.
		4th	c) Features of Payment of Wages Act 1936 (only salient points).
16	4th week 20th Nov to 25th Nov	1st	9. Smart Technology.
		2nd	☑ Concept of IOT, How IOT works.
		3rd	☑ Components of IOT, Characteristics of IOT, Categories of IOT.
		4th	☑ Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc..
17	5th week 27th Nov to 30th Nov	1st	☑ Theories of motivation (Maslow).
		2nd	☑ Style of Leadership (Autocratic, Democratic, Participative).
		3rd	☑ Characteristics, Qualities and Types of entrepreneur..
		4th	☑ Principles of management .

P. P. P.

Signature of the Teacher