

Discipline :- ELECTRICAL	Semester:- 5th	Name of the Teaching Faculty:-
ENTREPRENEURSHIP & MANAGEMENT	No of Days/per Week Class Allotted :- 04	Semester from:- No of Weeks:- 14
Week	Class Day	Theory
1st	1st	1. Entrepreneurship 12 periods
	2nd	Concept /Meaning of Entrepreneurship
	3rd	Need of Entrepreneurship
	4th	Characteristics, Qualities and Types of entrepreneur, Functions
2nd	1st	Barriers in entrepreneurship
	2nd	Entrepreneurs vrs. Manager
	3rd	Forms of Business Ownership: Sole proprietorship, partnership forms and others
	4th	Types of Industries, Concept of Start-ups
3rd	1st	Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.
	2nd	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks
	3rd	2. Market Survey and Opportunity Identification (Business Planning)
	4th	Business planning
4th	1st	SSI, Ancillary Units, Tiny Units, Service sector Units
	2nd	Time schedule Plan, Agencies to be contacted for Project Implementation
	3rd	Assessment of Demand and supply and Potential areas of Growth
	4th	Identifying Business Opportunity, Final Product selection
5th	1st	Project report Preparation
	2nd	Preliminary project report
	3rd	Detailed project report, Techno economic Feasibility
	4th	Project Viability
6th	1st	Management Principles
	2nd	Definitions of management
	3rd	Principles of management
	4th	Functions of management (planning, organising, staffing, directing and controlling etc.)
7th	1st	Level of Management in an Organisation
	2nd	Functional Areas of Management
	3rd	a) Production management
	4th	Functions, Activities, Productivity, Quality control
8th	1st	Production Planning and control
	2nd	b) Inventory Management
	3rd	Need for Inventory management
	4th	Models/Techniques of Inventory management
	1st	c) Financial Management

9 th	2 nd	Functions of Financial management
	3 rd	Management of Working capital
	4 th	Costing (only concept), Break even Analysis
10 th	1 st	Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
	2 nd	d) Marketing Management
	3 rd	Concept of Marketing and Marketing Management, Marketing Techniques (only concepts)
	4 th	Concept of 4P s (Price, Place, Product, Promotion)
11 th	1 st	e) Human Resource Management
	2 nd	Functions of Personnel Management
	3 rd	Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages
	4 th	Leadership and Motivation a) Leadership, Definition and Need/Importance
12 th	1 st	Qualities and functions of a leader, Manager Vs Leader, Style of Leadership (Autocratic, Democratic, Participative)
	2 nd	b) Motivation Definition and characteristics
	3 rd	Importance of motivation , Factors affecting motivation
	4 th	Theories of motivation (Maslow), Methods of Improving Motivation
13 th	1 st	Importance of Communication in Business, Types and Barriers of Communication
	2 nd	7. Work Culture, TQM & Safety Human relationship and Performance in Organization
	3 rd	Relations with Peers, Superiors and Subordinates, TQM concepts: Quality Policy, Quality Management, Quality system
	4 th	Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)
14 th	1 st	8. Legislation a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	2 nd	b) Features of Factories Act 1948 with Amendment (only salient points) c) Features of Payment of Wages Act 1936 (only salient points)
	3 rd	9. Smart Technology Concept of IOT, How IOT works
	4 th	Components of IOT, Characteristics of IOT, Categories of IOT, Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, Smart Industry, Smart Agriculture, Smart Energy Management etc.