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| Discipline :-  **ELECTRICAL** | Semester:-  **5th** | Name of the Teaching Faculty:-  **SIBA PRASAD PANDA** |
| **ENTREPRENEURSHIP &**  **MANAGEMENT** | No of Days/per Week Class Allotted :-  **04** | Semester from:-**01-09-20** to **20-02-21**  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 |
| 9th | 1st | c) Financial Management |
| 2nd | Functions of Financial management |
| 3rd | Management of Working capital |
| 4th | Costing (only concept), Break even Analysis |
| 10th | 1st | Brief idea about Accounting Terminologies: Book Keeping, Journal entry,  Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) |
| 2nd | d) Marketing Management |
| 3rd | Concept of Marketing and Marketing Management, Marketing Techniques (only concepts) |
| 4th | Concept of 4P s (Price, Place, Product, Promotion) |
| 11th | 1st | e) Human Resource Management |
| 2nd | Functions of Personnel Management |
| 3rd | Manpower Planning, Recruitment, Sources of manpower, Selection process, Method  of Testing, Methods of Training & Development, Payment of Wages |
| 4th | **Leadership and Motivation**  a) Leadership, Definition and Need/Importance |
| 12th | 1st | Qualities and functions of a leader, Manager Vs Leader, Style of Leadership (Autocratic, Democratic, Participative) |
| 2nd | b) Motivation  Definition and characteristics |
| 3rd | Importance of motivation , Factors affecting motivation |
| 4th | Theories of motivation (Maslow),Methods of Improving Motivation |
| 13th | 1st | Importance of Communication in Business,Types and Barriers of Communication |
| 2nd | 7. **Work Culture, TQM & Safety**  Human relationship and Performance in Organization |
| 3rd | Relations with Peers, Superiors and Subordinates,  TQM concepts: Quality Policy, Quality Management, Quality system |
| 4th | Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal  Protection Equipment(PPE) |
| 14th | 1st | 8. **Legislation**  a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights |
| 2nd | b) Features of Factories Act 1948 with Amendment (only salient points)  c) Features of Payment of Wages Act 1936 (only salient points) |
| 3rd | 9. **Smart Technology**  Concept of IOT, How IOT works |
| 4th | 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. |