



**GANDHI SCHOOL OF ENGINEERING  
BHABANDHA, BERHAMPUR  
SESSION PLAN**

**ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY(TH-1)**

Name of the ER.BINAYAK DASH						
Topics to be taken				Actually taken		
SL NO & CHAPTER	No. of Periods assigned by SCTE & VT	Details of the topics	PLANNED DATE	Details of the topics	ACTUAL DATE	Remarks
<b>1. Entrepreneurship</b>	<b>10</b>	<ul style="list-style-type: none"> <li>☐ Concept /Meaning of Entrepreneurship</li> <li>☐ Need of Entrepreneurship</li> <li>☐ Characteristics, Qualities and Types of entrepreneur, Functions</li> <li>☐ Barriers in entrepreneurship</li> <li>☐ Entrepreneurs vrs. Manager</li> <li>☐ Forms of Business Ownership: Sole proprietorship, partnership forms and others</li> <li>☐ Types of Industries, Concept of Start-ups</li> <li>☐ Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.</li> <li>☐ Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks</li> </ul>	<b>15/09/2022 TO 30/09/2022</b>	☐ Concept /Meaning of Entrepreneurship	<b>15.09.2022</b>	
				☐ Need of Entrepreneurship	<b>16.09.2022</b>	
				☐ Characteristics, Qualities and Types of entrepreneur, Functions	<b>19.09.2022</b>	
				☐ Barriers in entrepreneurship	<b>20.09.2022</b>	
				☐ Entrepreneurs vrs. Manager	<b>22.09.2022</b>	
				☐ Forms of Business Ownership: Sole proprietorship, partnership forms and others	<b>23.09.2022</b>	
				☐ Types of Industries, Concept of Start-ups	<b>26.09.2022</b>	
				☐ Entrepreneurial support agencies at National, State, District Level( Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc.	<b>27.09.2022</b>	
				☐ Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks	<b>29.09.2022</b>	
					<b>30.09.2022</b>	

<b>2. Market Survey and Opportunity Identification (Business Planning)</b>	<b>8</b>	<ul style="list-style-type: none"> <li>☐ Business Planning</li> <li>☐ SSI, Ancillary Units, Tiny Units, Service sector Units</li> <li>☐ Time schedule Plan, Agencies to be contacted for Project Implementation</li> <li>☐ Assessment of Demand and supply and Potential areas of Growth</li> <li>☐ Identifying Business Opportunity</li> <li>☐ Final Product selection</li> </ul>	<b>11/10/2022 TO 27/10/2022</b>	<ul style="list-style-type: none"> <li>☐ Business Planning</li> <li>☐ SSI, Ancillary Units, Tiny Units, Service sector Units</li> <li>☐ Time schedule Plan, Agencies to be contacted for Project Implementation</li> <li>☐ Assessment of Demand and supply and Potential areas of Growth</li> <li>☐ Identifying Business Opportunity</li> <li>☐ Final Product selection</li> </ul>	<b>11.10.2022 13.10.2022 14.10.2022 17.10.2022 18.10.2022 20.10.2022 21.10.2022 27.10.2022</b>	
<b>3. Project report Preparation</b>	<b>4</b>	<ul style="list-style-type: none"> <li>☐ Preliminary project report</li> <li>☐ Detailed project report, Techno economic Feasibility</li> <li>☐ Project Viability</li> </ul>	<b>28/10/2022 TO 4/11/2022</b>	<ul style="list-style-type: none"> <li>☐ Preliminary project report</li> <li>☐ Detailed project report, Techno economic Feasibility</li> <li>☐ Project Viability</li> </ul>	<b>28.10.2022 1.11.2022 3.11.2022 4.11.2022</b>	
<b>4. Management Principles</b>	<b>5</b>	<ul style="list-style-type: none"> <li>☐ Definitions of management</li> <li>☐ Principles of management</li> <li>☐ Functions of management (planning, organising, staffing, directing and controlling etc.)</li> <li>☐ Level of Management in an Organisation</li> </ul>	<b>10/11/2022 TO 17/11/2022</b>	<ul style="list-style-type: none"> <li>☐ Definitions of management</li> <li>☐ Principles of management</li> <li>☐ Functions of management (planning, organising, staffing, directing and controlling etc.)</li> <li>☐ Level of Management in an Organisation</li> </ul>	<b>10.11.2022 11.11.2022 14.11.2022 15.11.2022 17.11.2022</b>	

<p><b>5. Functional Areas of Management</b></p>	<p><b>10</b></p>	<p>a) Production management  <input type="checkbox"/> Functions, Activities  <input type="checkbox"/> Productivity  <input type="checkbox"/> Quality control  <input type="checkbox"/> Production Planning and control  b) Inventory Management  <input type="checkbox"/> Need for Inventory management  <input type="checkbox"/> Models/Techniques of Inventory management  c) Financial Management  <input type="checkbox"/> Functions of Financial management  <input type="checkbox"/> Management of Working capital  <input type="checkbox"/> Costing (only concept)  <input type="checkbox"/> Break even Analysis  <input type="checkbox"/> Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&amp;L Accounts, Balance Sheets(only Concepts)  d) Marketing Management  <input type="checkbox"/> Concept of Marketing and Marketing Management  <input type="checkbox"/> Marketing Techniques (only concepts)  <input type="checkbox"/> Concept of 4P s (Price, Place, Product, Promotion)  e) Human Resource Management  <input type="checkbox"/> Functions of Personnel Management  <input type="checkbox"/> Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training &amp; Development, Payment of Wages</p>	<p><b>18/11/2022  TO  6/12/2022</b></p>	<p>a) Production management  <input type="checkbox"/> Functions, Activities  <input type="checkbox"/> Productivity  <input type="checkbox"/> Quality control  <input type="checkbox"/> Production Planning and control  b) Inventory Management  <input type="checkbox"/> Need for Inventory management  <input type="checkbox"/> Models/Techniques of Inventory management  c) Financial Management  <input type="checkbox"/> Functions of Financial management  <input type="checkbox"/> Management of Working capital  <input type="checkbox"/> Costing (only concept)  <input type="checkbox"/> Break even Analysis  <input type="checkbox"/> Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&amp;L Accounts, Balance Sheets(only Concepts)  d) Marketing Management  <input type="checkbox"/> Concept of Marketing and Marketing Management  <input type="checkbox"/> Marketing Techniques (only concepts)  <input type="checkbox"/> Concept of 4P s (Price, Place, Product, Promotion)  e) Human Resource Management  <input type="checkbox"/> Functions of Personnel Management  <input type="checkbox"/> Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training &amp; Development, Payment of Wages</p>	<p><b>18.11.2022  21.11.2022</b></p> <p><b>22.11.2022</b></p> <p><b>24.11.2022  25.11.2022  28.11.2022</b></p> <p><b>29.11.2022  2.12.2022</b></p> <p><b>5.12.2022  6.12.2022</b></p>	
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<p><b>6. Leadership and Motivation</b></p>	<p>6</p>	<p>a) Leadership  ☒ Definition and Need/Importance  ☒ Qualities and functions of a leader  ☒ Manager Vs Leader  ☒ Style of Leadership (Autocratic, Democratic, Participative)  b) Motivation  ☒ Definition and characteristics  ☒ Importance of motivation  ☒ Factors affecting motivation  ☒ Theories of motivation (Maslow)  ☒ Methods of Improving Motivation  ☒ Importance of Communication in Business  ☒ Types and Barriers of Communication</p>	<p><b>8/12/2022  TO  20/12/2022</b></p>	<p>a) Leadership  ☒ Definition and Need/Importance  ☒ Qualities and functions of a leader  ☒ Manager Vs Leader  ☒ Style of Leadership (Autocratic, Democratic, Participative)  b) Motivation  ☒ Definition and characteristics  ☒ Importance of motivation  ☒ Factors affecting motivation  ☒ Theories of motivation (Maslow)  ☒ Methods of Improving Motivation  ☒ Importance of Communication in Business  ☒ Types and Barriers of Communication</p>	<p><b>8.12.2022  9.12.2022  12.12.2022  13.12.2022</b></p> <p><b>15.12.2022  16.12.2022  19.12.2022  20.12.2022</b></p>	
<p><b>7. Work Culture, TQM &amp; Safety</b></p>	<p>5</p>	<p>☒ Human relationship and Performance in Organization  ☒ Relations with Peers, Superiors and Subordinates  ☒ TQM concepts: Quality Policy, Quality Management, Quality system  ☒ Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)</p>	<p><b>22/12/2022  TO  29/12/2022</b></p>	<p>☒ Human relationship and Performance in Organization  ☒ Relations with Peers, Superiors and Subordinates  ☒ TQM concepts: Quality Policy, Quality Management, Quality system  ☒ Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)</p>	<p><b>22.12.2022  23.12.2022  26.12.2022  27.12.2022  29.12.2022</b></p>	

<b>8. Legislation</b>	4	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights b) Features of Factories Act 1948 with Amendment (only salient points) c) Features of Payment of Wages Act 1936 (only salient points)	<b>3/01/2023 TO 9/01/2023</b>	a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights b) Features of Factories Act 1948 with Amendment (only salient points) c) Features of Payment of Wages Act 1936 (only salient points)	<b>3.01.2023 4.01.2023 5.01.2023  9.01.2023</b>	
<b>9. Smart Technology</b>	4	☐ Concept of IOT, How IOT works ☐ 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.	<b>10/01/2023 TO 19/01/2023</b>	☐ Concept of IOT, How IOT works ☐ 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.	<b>10.01.2023 11.01.2023  12.01.2023 16.01.2023 19.01.2023</b>	

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