



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

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

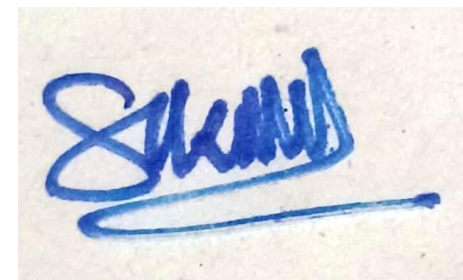
Name of the ] ER.BINAYAK DASH						
Topics to be taken				Actually taken		
SL NO & CHAPTER	No. of Periods assigned by SCTE & VT	Details of the topics	PLANNED DATE	Details of the topics	ACTUAL DATE	Remarks
1. Entrepreneurship	10	<ul style="list-style-type: none"> <li>☐ Concept /Meaning of Entrepreneurship</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>	08/08/2024 TO 21/08/2024	<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>	08.08.2024  09.08.2024 10.08.2024 11.08.2024 12.08.2024 14.08.2024 16.08.2024  17.08.2024  19.08.2024  21.08.2024	

<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>22/08/2024 TO 31/08/2024</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>22.08.2024</b>  <b>23.08.2024</b>  <b>24.08.2024</b> <b>25.08.2024</b>  <b>26.08.2024</b> <b>28.08.2024</b>  <b>29.08.2024</b> <b>31.08.2024</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>01/09/2024 TO 11/09/2024 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>01.09.2024</b> <b>04.09.2024</b> <b>07.09.2024</b> <b>11.09.2024</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>12/09/2024 TO 16/09/2024</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>12.09.2024</b> <b>13.09.2024</b> <b>14.09.2024</b> <b>15.09.2024</b>  <b>16.09.2024</b>	

5. Functional Areas of Management	10	a) Production management ↳ Functions, Activities ↳ Productivity ↳ Quality control ↳ Production Planning and control b) Inventory Management ↳ Need for Inventory management ↳ Models/Techniques of Inventory management c) Financial Management ↳ Functions of Financial management ↳ Management of Working capital ↳ Costing (only concept) ↳ Break even Analysis ↳ Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) d) Marketing Management ↳ Concept of Marketing and Marketing Management ↳ Marketing Techniques (only concepts) ↳ Concept of 4P s (Price, Place, Product, Promotion) e) Human Resource Management ↳ Functions of Personnel Management ↳ Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages	21/09/2024 TO 03/10/2024 4	a) Production management ↳ Functions, Activities ↳ Productivity ↳ Quality control ↳ Production Planning and control b) Inventory Management ↳ Need for Inventory management ↳ Models/Techniques of Inventory management c) Financial Management ↳ Functions of Financial management ↳ Management of Working capital ↳ Costing (only concept) ↳ Break even Analysis ↳ Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) d) Marketing Management ↳ Concept of Marketing and Marketing Management ↳ Marketing Techniques (only concepts) ↳ Concept of 4P s (Price, Place, Product, Promotion) e) Human Resource Management ↳ Functions of Personnel Management ↳ Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages	21.09.2024 22.09.2024  23.09.2024  25.09.2024 26.09.2024 27.09.2024  29.09.2024 30.09.2024  31.09.2024 03.10.2024	

6. Leadership and Motivation	6	a) Leadership <ul style="list-style-type: none"> <li>☐ Definition and Need/Importance</li> <li>☐ Qualities and functions of a leader</li> <li>☐ Manager Vs Leader</li> <li>☐ Style of Leadership (Autocratic, Democratic, Participative)</li> </ul> b) Motivation <ul style="list-style-type: none"> <li>☐ Definition and characteristics</li> <li>☐ Importance of motivation</li> <li>☐ Factors affecting motivation</li> <li>☐ Theories of motivation (Maslow)</li> <li>☐ Methods of Improving Motivation</li> <li>☐ Importance of Communication in Business</li> <li>☐ Types and Barriers of Communication</li> </ul>	4/10/2024 TO 13/10/2024	a) Leadership <ul style="list-style-type: none"> <li>☐ Definition and Need/Importance</li> <li>☐ Qualities and functions of a leader</li> <li>☐ Manager Vs Leader</li> <li>☐ Style of Leadership (Autocratic, Democratic, Participative)</li> </ul> b) Motivation <ul style="list-style-type: none"> <li>☐ Definition and characteristics</li> <li>☐ Importance of motivation</li> <li>☐ Factors affecting motivation</li> <li>☐ Theories of motivation (Maslow)</li> <li>☐ Methods of Improving Motivation</li> <li>☐ Importance of Communication in Business</li> <li>☐ Types and Barriers of Communication</li> </ul>	4.10.2024 6.10.2024 7.10.2024 9.10.2024  10.10.2024 11.10.2022 12.10.2024 13.10.2024	
7. Work Culture, TQM & Safety	5	<ul style="list-style-type: none"> <li>☐ Human relationship and Performance in Organization</li> <li>☐ Relations with Peers, Superiors and Subordinates</li> <li>☐ TQM concepts: Quality Policy, Quality Management, Quality system</li> <li>☐ Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)</li> </ul>	14/10/2024 TO 31/10/2024	<ul style="list-style-type: none"> <li>☐ Human relationship and Performance in Organization</li> <li>☐ Relations with Peers, Superiors and Subordinates</li> <li>☐ TQM concepts: Quality Policy, Quality Management, Quality system</li> <li>☐ Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE)</li> </ul>	14.10.2024 16.10.2024 17.10.2024  18.10.2024 31.10.2024	

<b>8. Legislation</b>	<b>4</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>01/11/2024 TO 4/11/2024</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>1.11.2024 2.11.2024 3.11.2024  4.11.2024</b>	
<b>9. Smart Technology</b>	<b>4</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>06/11/2024 TO 10/11/2024</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>06.11.2024 07.11.2024  08.11.2024 09.11.2024 10.11.2024</b>	



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