

Name-  
Pulin Gantayat

EM&ST, 5th Electrical  
Lesson Plan

No. 05 Remark

SL. NO.	MONTH	UNIT/MODULE	COURSE TO BE COVERED	TOTAL CLASSES	REMARKS
01.	September	UNIT-1	<b>ENTREPRENEURSHIP</b> Concept /Meaning of Entrepreneurship• Need of Entrepreneurship• Characteristics, Qualities and Types of entrepreneur, Functions• Barriers in entrepreneurship• Entrepreneurs vrs. Manager• Forms of Business Ownership: Sole proprietorship, partnership forms and others• 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. Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks•	10	
02.	October	UNIT-2	<b>MARKET SURVEY AND OPPORTUNITY IDENTIFICATION (BUSINESS PLANNING)</b> Business Planning SSI, Ancillary Units, Tiny Units, Service sector Units• Time schedule Plan, Agencies to be contacted for Project Implementation• Assessment of Demand and supply and Potential areas of Growth• Identifying Business Opportunity• Final Product selection•	08	
03.	October	UNIT-3	<b>PROJECT REPORT PREPARATION</b> Preliminary project report Detailed project report, Techno economic Feasibility• Project Viability•	04	
04.	October	UNIT-4	<b>MANAGEMENT PRINCIPLES</b> Definitions of management• Principles of management• Functions of management (planning, organising, staffing, directing and controlling etc.)• Level of Management in an Organisation•	05	
05.	November	UNIT-5	<b>FUNCTIONAL AREAS OF MANAGEMENT</b> 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• V- Semester Electrical Page 5 of 30 Brief idea about Accounting Terminologies: Book Keeping, Journal entry,• Petty Cash book,	10	



			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		
06.	December	UNIT-6	<b>LEADERSHIP AND MOTIVATION</b>	06	
			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		
07.	December	UNIT-7	<b>WORK CULTURE, TQM &amp; SAFETY</b>	05	
			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)		
08.	December	UNIT-8	<b>LEGISLATION</b>	06	
			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)		
09.	January	UNIT-9	<b>SMART TECHNOLOGY</b>	06	
			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.		