



**GOVERNMENT POLYTECHNIC, KORAPUT**  
**DEPARTMENT OF MECHANICAL ENGINEERING**

Discipline:  
**MECHANICAL  
ENGG**

Semester:  
**5<sup>TH</sup>**

Name of the Teaching Faculty: **MANORANJAN SAHOO**

Subject:  
**ENTREPRENEURSHIP  
and MANAGEMENT &  
SMART  
TECHNOLOGY**

No. of  
days/per  
week  
class  
allotted:  
**04**

Semester From date: **1/9/20** To Date: **19/3/22**

No. of Weeks: **15**

**COURSE  
OUTCOMES**

- Know about Entrepreneurship, Types of Industries and Startups Know about various schemes of assistance by entrepreneurial support agencies
- Conduct market survey
- Prepare project report
- know the management Principles and functional areas of management
- Inculcate leadership qualities to motivate self and others.
- Maintain and be a part of healthy work culture in an organization.
- Use modern concepts like TQM
- Know the General Safety Rules
- Know about IOT and its Application in SMART Environment.

Week	Class Day	Theory/Practical Topics
1 <sup>ST</sup>	1 <sup>ST</sup>	<b>Entrepreneurship Concept /Meaning of Entrepreneurship</b>
	2 <sup>ND</sup>	
	3 <sup>RD</sup>	
	4 <sup>TH</sup>	
2 <sup>ND</sup>	1 <sup>ST</sup>	Entrepreneurs vs. Manager
	2 <sup>ND</sup>	Forms of Business Ownership: Sole proprietorship, partnership forms and others
	3 <sup>RD</sup>	Types of Industries, Concept of Start-ups
	4 <sup>TH</sup>	Entrepreneurial support agencies at National, State, District Level (Sources): DIC, NSIC, OSIC
3 <sup>RD</sup>	1 <sup>ST</sup>	SIDBI, NABARD, Commercial Banks, KVIC etc.
	2 <sup>ND</sup>	Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks and Revision
	3 <sup>RD</sup>	<b>Market Survey and Opportunity Identification (Business Planning) Business Planning</b>
	4 <sup>TH</sup>	SSI, Ancillary Units, Tiny Units, Service sector Units
4 <sup>TH</sup>	1 <sup>ST</sup>	Contd.
	2 <sup>ND</sup>	Time schedule Plan, Agencies to be contacted for Project Implementation
	3 <sup>RD</sup>	Contd.
	4 <sup>TH</sup>	Assessment of Demand and supply and Potential areas of Growth
5 <sup>TH</sup>	1 <sup>ST</sup>	Identifying Business Opportunity
	2 <sup>ND</sup>	Final Product selection and Revision
	3 <sup>RD</sup>	<b>Project report Preparation - Introduction</b>
	4 <sup>TH</sup>	Preliminary project report
6 <sup>TH</sup>	1 <sup>ST</sup>	Detailed project report, Techno economic Feasibility
	2 <sup>ND</sup>	Project Viability and Revision
	3 <sup>RD</sup>	<b>Management Principles - Introduction</b>
	4 <sup>TH</sup>	Definitions of management



7 <sup>TH</sup>	1 <sup>ST</sup>	Principles of management
	2 <sup>ND</sup>	Functions of management (planning, organizing, staffing, directing and controlling etc.)
	3 <sup>RD</sup>	Contd.
	4 <sup>TH</sup>	Level of Management in an Organization and <b>Revision</b>
8 <sup>TH</sup>	1 <sup>ST</sup>	<b>Functional Areas of Management</b> Production management Functions, Activities
	2 <sup>ND</sup>	Quality control Production Planning and control
	3 <sup>RD</sup>	Inventory Management Need for Inventory management
	4 <sup>TH</sup>	Models/Techniques of Inventory management
9 <sup>TH</sup>	1 <sup>ST</sup>	Financial Management Functions of Financial management • Management of Working capital • Costing (only concept)
	2 <sup>ND</sup>	Break even Analysis • Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts)
	3 <sup>RD</sup>	Marketing Management Concept of Marketing and Marketing Management
	4 <sup>TH</sup>	Marketing Techniques (only concepts) • Concept of 4P s (Price, Place, Product, Promotion)
10 <sup>TH</sup>	1 <sup>ST</sup>	Human Resource Management Functions of Personnel Management
	2 <sup>ND</sup>	Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages and <b>Revision</b>
	3 <sup>RD</sup>	<b>Leadership and Motivation</b> Leadership Definition and Need/Importance
	4 <sup>TH</sup>	Qualities and functions of a leader
11 <sup>TH</sup>	1 <sup>ST</sup>	Manager Vs Leader • Style of Leadership (Autocratic, Democratic, Participative)
	2 <sup>ND</sup>	Motivation Definition and characteristics • Importance of motivation • Factors affecting motivation
	3 <sup>RD</sup>	Theories of motivation (Maslow) • Methods of Improving Motivation
	4 <sup>TH</sup>	Importance of Communication in Business • Types and Barriers of Communication and <b>Revision</b>
12 <sup>TH</sup>	1 <sup>ST</sup>	<b>Work Culture, TQM &amp; Safety - Introduction</b>
	2 <sup>ND</sup>	Human relationship and Performance in Organization
	3 <sup>RD</sup>	Relations with Peers, Superiors and Subordinates
	4 <sup>TH</sup>	TQM concepts: Quality Policy, Quality Management, Quality system
13 <sup>TH</sup>	1 <sup>ST</sup>	Accidents and Safety, Cause, preventive measures, General Safety Rules, Personal Protection Equipment(PPE) and <b>Revision</b>
	2 <sup>ND</sup>	<b>Legislation</b> a) Intellectual Property Rights(IPR), Patents, Trademarks, Copyrights
	3 <sup>RD</sup>	Contd.
	4 <sup>TH</sup>	Features of Factories Act 1948 with Amendment (only salient points)
14 <sup>TH</sup>	1 <sup>ST</sup>	Features of Payment of Wages Act 1936 (only salient points)
	2 <sup>ND</sup>	Revision
	3 <sup>RD</sup>	<b>Smart Technology</b> Concept of IOT, How IOT works
	4 <sup>TH</sup>	Components of IOT, Characteristics of IOT, Categories of IOT


15 <sup>TH</sup>	1 <sup>ST</sup>	Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare
	2 <sup>ND</sup>	Contd.
	3 <sup>RD</sup>	Smart Industry, Smart Agriculture, Smart Energy Management etc
	4 <sup>TH</sup>	Revision

### LEARNING RESOURCES:


1. Entrepreneurship Development and Management by R.K Singhal, Katson Books., New Delhi
2. Entrepreneurship Development and Management by U Saroj and V Mahendiratta, Abhishek Publications, Chandigarh
3. Entrepreneurship Development and Management by Vasant Desai, Himalaya Pub.House
4. Industrial Engineering and Management by O.P Khanna ,Dhanpat Rai and Sons
5. Industrial Engineering and Management by Banga and Sharma, Khanna Publications
6. Internet of Things by Jeeva Jose, Khanna Publications, New Delhi
7. Online Resource on Startups and other concepts

### WEBSITE RESOURCES:

<https://www.fundable.com/learn/resources/guides/startup>

  
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