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| DISCIPLINE: Electrical & Electronics Engg. | SEMESTER: 5 th Semester | NAME OF THE TEACHING FACULTY: Majji.Lalitha , GUEST FACULTY IN EEE |
| SUBJECT: ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY | NO OF DAYS/PER WEEK CLASSES ALLOTTED: 4 | SEMESTER FROM DATE: 14.07.2025 TO DATE: 15.11.2025 NO OF WEEKS: 15 |

| Week | Class Day | Topics |
|-----------------|-----------------|--------------------------------------------------------------------------------------------------------------------------------------------------|
| | | 1.Entrepreneurship |
| 1 st | 1st | Concept /Meaning of Entrepreneurship |
| | 2nd | Need of Entrepreneurship |
| | 3rd | Characteristics, Qualities and Types of entrepreneur, Functions |
| | 4th | Barriers in entrepreneurship |
| 2 nd | 1 ST | Entrepreneurs vrs. Manager |
| | 2 ND | Forms of Business Ownership: Sole proprietorship, partnership forms and others |
| | 3 RD | Types of Industries, Concept of Start-ups |
| | 4 TH | Entrepreneurial support agencies at National, State, District Level(Sources): DIC, NSIC,OSIC, SIDBI, NABARD, Commercial Banks, KVIC etc. |
| 3rd | 1st | Technology Business Incubators (TBI) and Science and Technology Entrepreneur Parks |
| | 2nd | Assignment |
| | | 2.Market Survey and Opportunity Identification (Business Planning) |
| | 3 RD | Business Planning |
| | 4 TH | SSI, Ancillary Units, Tiny Units, Service sector Units |
| 4 th | 1st | Time schedule Plan, Agencies to be contacted for Project Implementation |
| | 2nd | Assessment of Demand and supply and Potential areas of Growth |
| | 3 RD | Identifying Business Opportunity |
| | 4 TH | Final Product selection |
| 5th | 1st | Revision |
| | 2nd | Class test |
| | | 3.Project report Preparation |
| | 3 RD | Preliminary project report |
| | 4 TH | Detailed project report, Techno economic Feasibility |
| 6th | 1 ST | Project Viability |
| | 2 ND | Assignment |
| | | 4.Management Principles |
| | 3rd | Definitions of management |
| | 4th | Principles of management |
| 7th | 1 ST | Functions of management (planning, organising, staffing, directing and controlling etc.) |
| | 2 ND | Level of Management in an Organisation |
| | 3 RD | Assignment |
| | | 5.Functional Areas of Management |
| | 4th | Production management a) Functions, Activities b) Productivity |
| 8th | 1 ST | c)Quality control d) Production Planning and control |
| | 2 ND | Inventory Management a) Need for Inventory management b) Models/Techniques of Inventory management |
| | 3 RD | Financial Management a)Functions of Financial management b)Management of Working capital |
| | 4 TH | c)Costing (only concept) d) Break even Analysis |
| 9th | 1 ST | Brief idea about Accounting Terminologies: Book Keeping, Journal entry, Petty Cash book, P&L Accounts, Balance Sheets(only Concepts) |
| | 2 ND | Marketing Management a)Concept of Marketing and Marketing Management b)Marketing Techniques (only concepts) |
| | 3 RD | Concept of 4P s (Price, Place, Product, Promotion) |
| | 4 TH | Human Resource Management a) Functions of Personnel Management |
| 10th | 1 ST | b)Manpower Planning, Recruitment, Sources of manpower, Selection process, Method of Testing, Methods of Training & Development, Payment of Wages |
| | | 6.Leadership and Motivation |
| | 2nd | a)Leadership Definition and Need/Importance b) Qualities and functions of a leader |
| | 3 RD | c)Manager Vs Leader d) Style of Leadership (Autocratic, Democratic, Participative) |
| | 4 TH | Motivation: a) Definition and characteristics b) Importance of motivation |

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| 11 th | 1 ST | e)Factors affecting motivation d)Theories of motivation (Maslow) |
| | 2 ND | e)Methods of Improving Motivation f)Importance of Communication in Business |
| | 3 RD | Types and Barriers of Communication |
| | | 7.Work Culture, TQM & Safety |
| 12 th | 4 TH | Human relationship and Performance in Organization |
| | 1 ST | Rèlations with Peers, Superiors and Subordinates |
| | 2 ND | TQM concepts: Quality Policy, Quality Management, Quality system |
| | 3 RD | Accidents and Safety, Cause, preventive measures, General Safety Rules , Personal Protection Equipment(PPE) |
| 13 th | 4 TH | Assignment |
| | | 8.Legislation |
| | 1 ST | Intellectual Property Rights(IPR) |
| | 2 ND | a)Patents, b)Trademarks, c)Copyrights |
| | 3 RD | Features of Factories Act 1948 with Amendment (only salient points) |
| 14 th | 4 TH | Features of Payment of Wages Act 1936 (only salient points) |
| | 1 ST | Revision |
| | 2 ND | Class test |
| | | 9.Smart Technology |
| | 3 RD | Concept of IOT, How IOT works |
| 15 th | 4 TH | Components of IOT, Characteristics of IOT, Categories of IOT |
| | 1 ST | Applications of IOT- Smart Cities, Smart Transportation, Smart Home, Smart Healthcare, |
| | 2 ND | Smart Industry, Smart Agriculture, Smart Energy Management etc. |
| | 3 RD | Revision |
| | 4 TH | Assignment |

Atalika
10/09/25
Signature of Lecturer

Shankar
10.09.25
Signature of HOD