

LESSON PLAN 2025-26(WINTER)					
NAME OF THE TEACHER : DEEPAK KUMAR BARDA, LECT.(STAGE-II,CSE)					
Subject: ENTREPRENEURSHIP and MANAGEMENT & SMART TECHNOLOGY(Course Code: TH1) Program: Diploma in Computer Science and Engineering Semester: 5th Total Contact Hours: 60 Total Marks: 100 Assessment: Internal Assessment – 20, End Term – 80					
After undergoing this course, the students will be able to : CO1- Know about Entrepreneurship, Types of Industries and Startups CO2- Know about various schemes of assistance by entrepreneurial support agencies CO3- Conduct market survey and Prepare project report CO4- know the management Principles and functional areas of management CO5 -Inculcate leadership qualities to motivate self and others. CO6-Maintain and be a part of healthy work culture in an organisation. CO7-Use modern concepts like TQM CO8-Know the General Safety Rules CO9-Know about IOT and its Application in SMART Environment.					
Period	Topic	Learning Objectives	Activity	Homework	COURSE OBJECTIVE
Part 1: Entrepreneurship (10 Periods)					
1	Concept & Meaning of Entrepreneurship	Students will be able to define entrepreneurship and its fundamental concepts.	Word Association: Write "ENTREPRENEURSHIP" on the board and have students brainstorm associated words.	Write a one-paragraph definition in their own words and find a news article about a successful Indian entrepreneur.	CO1
2	Need for Entrepreneurship	Students will understand the importance of entrepreneurship for economic development.	Think-Pair-Share: Pairs discuss the question, "How would our country be different without new businesses?"	List five ways entrepreneurs contribute to society.	CO1
3	Characteristics & Qualities of an Entrepreneur	Students will be able to identify key traits and qualities of a successful entrepreneur.	Case Study Analysis: Analyze a short biography of a famous entrepreneur (e.g., Dhirubhai Ambani) to identify their characteristics.	Self-rate on a scale of 1-10 for the key entrepreneurial characteristics discussed in class.	CO1

4	Types of Entrepreneur s	Students will be able to differentiate between various types of entrepreneurs.	Group Presentation: Each group researches and presents on a different type of entrepreneur (e.g., innovative, social, techno-entrepreneur).	Choose one type of entrepreneur and find a real-world example to write a short paragraph about.	CO1
5	Barriers in Entrepreneur ship	Students will identify and explain common obstacles faced by entrepreneurs.	Problem Tree Analysis: Brainstorm the causes and effects of starting a difficult business.	Interview a local small business owner about their biggest challenge and write a summary.	CO1
6	Entrepreneur s vs. Managers	Students will be able to clearly distinguish between the roles of an entrepreneur and a manager.	Venn Diagram: Create a Venn diagram on the board to compare the characteristics of an entrepreneur and a manager.	Create a table comparing at least five key differences between an entrepreneur and a manager.	C01
7	Forms of Business Ownership	Students will describe different forms of business ownership (sole proprietorship, partnership, etc.).	Role-Play: Students act as a legal advisor explaining the pros and cons of different ownership forms to a client.	Choose a form of business ownership for a small café and justify the choice in one paragraph.	C01
8	Types of Industries & Start-ups	Students will classify industries and define what a "start-up" is.	Industry Hunt: Students classify a list of companies into the correct industry type (primary, secondary, tertiary).	Research and write a short profile of a successful Indian start-up (e.g., Zomato, Ola, Paytm).	CO1
9	Entrepreneurial Support Agencies	Students will name key government and financial institutions that support entrepreneurs.	Jigsaw Reading: Groups become "experts" on a specific agency (e.g., DIC, NSIC) and teach others about it.	Visit a website of an entrepreneurial support agency and list three schemes or services they offer.	CO1
10	Technology Business Incubators (TBI)	Students will explain the role of incubators and accelerators in supporting start-ups.	Virtual Tour: Watch a video of a famous TBI and discuss what services it provides.	Research a TBI located in your state and identify the kind of start-ups they support.	C10

Part 2: Market Survey & Opportunity Identification (8 Periods)					
11	Business Planning	Students will understand the purpose and importance of a business plan.	The One-Page Pitch: Students pitch a business idea outlining the problem, solution, and target market.	Write down a business idea and list three reasons why it could be successful.	CO2
12	Types of Small-Scale Units	Students will differentiate between various classifications of small business units.	Categorization Challenge: Students classify a list of small businesses into the correct unit type (SSI, Ancillary, Tiny, Service).	Find an example of an ancillary unit in your area and the large industry it supports.	CO2
13	Project Implementation Plan	Students will understand the need for a timeline and identify key agencies for approvals.	Gantt Chart Creation: Create a simple timeline (Gantt chart) for a small college event.	List three essential licenses or registrations a new restaurant would need.	CO2
14	Assessment of Demand and Supply	Students will learn basic methods to gauge market demand and analyze supply.	Local Area Analysis: Students walk around the neighborhood and estimate demand and supply for a product or service.	Choose a product you use daily and identify its main competing brands.	CO2
15	Identifying Business Opportunity	Students will use techniques like problem-spotting and trend-watching to find ideas.	Problem-Solution Brainstorm: In groups, brainstorm solutions for common problems in their daily lives.	Read a business magazine, identify a new market trend, and suggest a business idea based on it.	CO2
16	Potential Areas of Growth	Students will identify sectors and industries with high growth potential.	Class Discussion: Discuss recent news on growing sectors in India (e.g., renewable energy, health-tech).	Research and write one paragraph about why the "service sector" is a significant area of growth in India.	CO2
17	Final Product Selection	Students will evaluate multiple business ideas and select the most viable one.	Idea Filtering: Narrow down 10 business ideas to the top 3 using a set of criteria.	Select one of your generated business ideas and justify why it is the best to pursue.	CO2
18	Market Survey Basics	Students will understand the purpose of market surveys and questionnaire creation.	Create a Survey: Groups create a short survey to gauge interest in a new product.	Conduct the survey with 5 friends or classmates and summarize the results.	CO2

Part 3: Project Report Preparation (4 Periods)					
19	Preliminary Project Report (PPR)	Students will be able to outline the key sections of a PPR.	Deconstruct a PPR: Discuss the purpose of each section of a simplified PPR template.	For a selected business idea, write the "Introduction" and "Promoter's Background" sections of a PPR.	CO3
20	Detailed Project Report (DPR)	Students will understand the difference between a PPR and a DPR and the level of detail required.	PPR vs. DPR T-Chart: Compare the sections and depth of the two types of reports on a T-chart.	List five additional details needed to turn a PPR into a DPR.	CO3
21	Techno-Economic Feasibility	Students will explain the technical and economic feasibility of a project.	Feasibility Check: The class discusses the feasibility of a proposed business idea under three headings.	For your business idea, write one paragraph each on its technical and economic feasibility.	CO3
22	Project Viability	Students will understand how to assess the overall long-term viability of a project.	Go/No-Go Decision: Analyze a business proposal case study and justify a "Go" or "No-Go" decision.	Write a concluding paragraph for your project report summarizing why your business idea is viable.	CO3
Part 4: Management Principles & Practices (15 Periods)					
23	Definitions & Principles of Management	Students will be able to define management and list its core principles.	Management in Daily Life: Discuss how students use management principles in their daily routines.	Find and write down two different definitions of "management."	CO4
24	Functions of Management: Planning & Organizing	Students will explain the functions of planning and organizing in detail.	Event Planning: Groups create a basic plan and organizational chart for a college festival.	Explain the saying, "Failing to plan is planning to fail," in a business context.	CO4
25	Functions of Management: Staffing	Students will understand the process and importance of staffing.	Role-Play: Students act as an HR manager interviewing a candidate for a position.	Create a simple job description for a "Volunteer Coordinator" for the college festival.	CO4
26	Functions of Management: Directing & Controlling	Students will explain the functions of directing and controlling.	Caselet Analysis: Students suggest directing and controlling measures for a project that is off-track.	Explain the relationship between planning and controlling in a short paragraph.	CO4

27	Levels of Management	Students will differentiate the roles at each level of management.	Pyramid Building: Write job titles and responsibilities at the correct level on a pyramid drawn on the board.	Choose a large company and give an example of a job title for each of the three levels of management.	CO4
28	Production Management: Functions & Productivity	Students will understand the role of production management and the concept of productivity.	Paper Airplane Factory: Students "manufacture" paper airplanes to improve a process and increase productivity.	Define "productivity" and suggest two ways a factory can increase it.	CO4
29	Production Management: Quality Control & PPC	Students will understand the importance of quality control and the basics of Production Planning and Control (PPC).	Spot the Defect: Identify faulty items in a series of images as a quality control inspector.	Explain why Quality Control is important for a company's reputation with an example.	CO4
30	Inventory Management	Students will understand why businesses hold inventory and learn about basic techniques.	The Shopkeeper's Dilemma: Discuss the problems of having too much stock versus too little.	Define "Just-In-Time" (JIT) inventory and list one advantage and one disadvantage.	CO4
31	Financial Management: Working Capital	Students will understand the role of financial management and the concept of working capital.	Where Does the Money Go? Brainstorm a list of working capital needs for a simple business like a tea stall.	Define "Working Capital" and explain why it is called the "lifeblood" of a business.	CO4
32	Financial Management: Costing & Break-even Analysis	Students will understand the concept of cost and how to calculate the break-even point.	Break-Even Calculation: Use simple data for a product to calculate the break-even point.	Calculate how many pens must be sold to break even given specific costs and selling price.	CO4
33	Financial Management: Accounting Terminologies	Students will define basic accounting terms (Book Keeping, P&L Accounts, Balance Sheets).	Matching Game: Match accounting terms with their definitions.	Briefly explain the difference between a Profit & Loss Account and a Balance Sheet.	CO4
34	Marketing Management: Selling vs. Marketing	Students will understand the difference between selling and marketing.	Discussion: "Is advertising the same as marketing?" to lead to the broader concept of marketing.	Choose a product and identify the marketing activities the company used besides ads.	CO4

35	Marketing Management: 4 P's	Students will be able to apply the 4Ps framework (Price, Place, Product, Promotion) to a product.	Analyze the 4Ps: Groups analyze the 4Ps for a popular product like a smartphone or a chocolate bar.	Create a 4Ps marketing mix for your own business idea.	CO4
Part 5: Leadership & Motivation (6 Periods)					
36	Introduction to Leadership	Students will define leadership and identify the qualities of a good leader.	"Describe a Leader": Students list the qualities of someone they consider a great leader.	Of the leadership qualities discussed, which three do you think are the most important and why?	CO5
37	Manager vs. Leader	Students will articulate the key differences between managing and leading.	Role-Play: Scenarios where a manager and a leader might react differently to an underperforming team member.	Can a person be both a manager and a leader? Explain your view.	CO5
38	Styles of Leadership	Students will describe different leadership styles (autocratic, democratic, participative).	"Leadership Style Vote": Vote on the most appropriate style for different situations.	Describe your ideal boss in terms of their leadership style.	CO5
39	Introduction to Motivation	Students will define motivation and explain its importance.	"What Motivates You?": Students anonymously write down what motivates them to study.	Discuss two factors besides money that can affect employee motivation.	CO5
40	Theories of Motivation: Maslow's Hierarchy	Students will explain Maslow's Hierarchy of Needs.	Building Maslow's Pyramid: Students suggest the needs for each level.	Give a workplace example for each of the five levels of Maslow's Hierarchy of Needs.	CO5
41	Communication in Business	Students will understand the importance of effective communication and identify barriers.	Pictionary Game: Play with business-related concepts to demonstrate communication challenges.	Describe a time you experienced a communication barrier and how it was resolved.	CO5
Part 6: Work Culture, TQM & Safety (5 Periods)					
42	Work Culture & Human Relationships	Students will understand how relationships affect the work environment.	Brainstorming: Create two lists on the board: one for a positive work culture and one for a negative one.	What role does a manager play in creating a positive work culture?	CO6

43	Total Quality Management (TQM)	Students will define TQM and its core principles.	Discussion: "What does 'quality' mean in the context of a product versus a service?"	Research and write a short note on the concept of "continuous improvement" (Kaizen).	CO6
44	Accidents and Safety	Students will identify common causes of accidents and suggest preventive measures.	Hazard Spotting: Identify hazards from images or videos of a factory floor.	List five general safety rules for a college workshop or lab.	CO6
45	Personal Protection Equipment (PPE)	Students will identify different types of PPE and their uses.	Match the PPE: Match pictures of different PPE to the job/hazard they protect against.	Draw and label three different types of PPE.	CO6
46	Legislation: IPR, Patents, Trademarks, Copyrights	Students will understand the concepts of Intellectual Property Rights.	Discussion: "Can you steal an idea?" to discuss ownership of intangible creations.	What is the difference between a physical asset and an intellectual asset?	CO6
Part 7: Legislation (6 Periods)					
47	IPR: Patents	Students will define a patent and what can be patented.	Invention Showcase: Students brainstorm a new invention and discuss its eligibility for a patent.	Research and find one famous invention that was patented.	CO7
48	IPR: Trademarks	Students will define a trademark and its purpose.	Logo Quiz: Identify companies from their logos to demonstrate the power of trademarks.	Draw a logo for your own business idea and explain what it represents.	CO7
49	IPR: Copyrights	Students will define copyright and what it protects.	Scenario Discussion: Understand copyright law by discussing scenarios like photocopying a book.	What is the difference between a patent and a copyright?	CO7
50	Factories Act, 1948	Students will understand the purpose and key provisions of the Factories Act.	Workers' Rights: Students create a charter of rights based on a summary of the Act.	Why was it necessary for the government to create a law like the Factories Act?	CO7
51	Payment of Wages Act, 1936	Students will understand the rules regarding timely payment of wages and authorized deductions.	Case Study: Discuss a case where an employer is making unauthorized deductions from an employee's salary.	What is the main responsibility of an employer regarding wages, according to the Act?	CO7

Part 8: Smart Technology (6 Periods)					
52	Concept of IoT	Students will be able to define IoT and explain how it works.	"IoT in this Room": Brainstorm how everyday objects in the classroom could be made "smart."	Watch a short video on "What is IoT?" and write a 5-sentence summary.	CO8
53	Components of IoT	Students will identify the main components of an IoT system.	"Building an IoT System": Draw and label the components of a simple IoT system on the board.	What is the role of a "sensor"?	CO8
54	Characteristics & Categories of IoT	Students will understand the key characteristics and categories of IoT.	Think-Pair-Share: Discuss the characteristics of an IoT device (e.g., connectivity, intelligence) and its category (e.g., consumer, industrial).	Find two different examples of consumer IoT devices and one example of industrial IoT.	CO8
55	Applications of IoT: Smart Cities & Transportation	Students will describe how IoT is applied in Smart Cities and Smart Transportation.	"Design a Smart City Feature": Groups design a specific smart feature for a city (e.g., smart traffic lights) and present how it works.	Write a short paragraph on how IoT could make your daily commute more efficient.	CO8
56	Applications of IoT: Smart Home & Healthcare	Students will describe how IoT is applied in Smart Homes and Healthcare.	"My Smart Home": Students draw a floor plan of their home and label where IoT devices could be used to improve daily life.	Research and write a short paragraph on a new IoT device in healthcare.	CO8
57	Applications of IoT: Smart Industry & Agriculture	Students will describe how IoT is applied in Smart Industry and Agriculture.	Video Analysis: Watch videos on "smart farming" or "Industry 4.0" and discuss the key benefits.	What is the benefit of using IoT sensors in a farm?	CO8
58	Applications of IoT: Smart Energy Management	Students will describe how IoT is applied in Smart Energy Management.	"Energy Audit": Students brainstorm ways IoT could reduce energy consumption in the classroom or school building.	List three ways a smart meter helps consumers save energy.	CO8

59	Recapitulation & Quiz	Review of Entrepreneurship, Management & Legislation.	Kahoot! Quiz: A quiz covering key concepts from the first three parts of the course.	Prepare for the next review session.	CO8
60	Recapitulation & Quiz	Review of Work Culture, TQM, Safety & Smart Technology.	Whiteboard Challenge: Two teams compete to define and explain concepts from the last three parts of the course.	End of course.	CO8

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11.07.2025
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