

Session 2023-2024**Part-A Introduction**

Subject	Commerce		
Semester	IV		
Name of the Course	Entrepreneurship Development		
Course Code	B23-COM-403		
Course Type: (CC/MCC/MDC/CCM/ DSEC/VOC/DSE/PC/AEC/ VAC	CC-12		
Level of the course (As per Annexure-I)	200-299		
Pre-requisite for the course (if any)	NIL		
Course Learning Outcomes (CLO)	<p>After completing this course, the learner will be able to:</p> <ol style="list-style-type: none"> understand the development of entrepreneurship as a field of study and as a profession. comprehend the MSMEs in the development of the Indian economy. analyze the business decisions involved in starting a new business venture. determine the institutions supporting entrepreneurs. 		
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	Theory	Tutorial	Total
Credits	03	01	04
Internal Assessment Marks	30	-	30
End Term Exam Marks	70	-	70
Exam Time	03 Hrs.	-	

Part-B Contents of the Course**Instructions for Paper Setters**

- The examiner will set 9 questions in all covering the course learning outcomes (CLOs). Question No. 1 will be compulsory and comprises of seven parts of 2 marks each. Question Nos. 2 to 9 will carry 14 marks each, having two questions from each unit.
- Students are required to attempt 5 questions in all, selecting one question from each unit and the compulsory question.

Unit	Topics	Contact Hours
I	Entrepreneurship: Concept, importance, factors influencing entrepreneurship; Entrepreneur: Concept, characteristics, qualities, functions, classification of Entrepreneurs; Relationship between entrepreneurship and management; Process of entrepreneurship development; Role of Entrepreneurship in economic development; Motivations to become entrepreneur.	15

II	Entrepreneurship Development and MSMEs: Concept, registration process, benefits of registration; MSMEs-As a nascence of Entrepreneurship; Start up and Skill India: Concept, steps and need; Role of modern technology in developing MSME; Role of MSMEs in the economic development.	15
III	Identifying business opportunity: Concept and steps; Sources of ideas and information; Developing creativity and innovation; Contents of business project report; Project Appraisal: Feasibility study-preparation of feasibility reports, economic, technical, financial and managerial feasibility of project; Selection of factory location; Demand analysis and market potential measurement; Capital and project costing; Working capital requirements; Source of finance; Profit and tax planning.	15
IV	Institutions supporting entrepreneurs: Government support and incentives to new enterprises; Promotional agencies and institutions in entrepreneurship development; Central Govt. supporting institutions: SSIB, NABARD, SIDO, NSIC, SIDBI, NBMSME, KVIC, NISIET; State Govt. supporting institutions: SFCS, SSIDC, TCO; Non-Govt. supporting institutions and their role.	15
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Suggested Evaluation Methods		
Internal Assessment: ➤ Theory Class Participation Seminar/Presentation/Assignment/Quiz/Class Test etc. Mid Term Exam		End Term Exam
Part-C Learning Resources		
Recommended Books/E-Resources/LMS: <ul style="list-style-type: none"> • Desai Vasant. Small-Scale Industries and Entrepreneurship, Himalaya Publishing House, • Hisrich R D and Peters M P, Entrepreneurship, Tata McGraw-Hill. • Kaulgud Aruna, Entrepreneurship Management, Vikas Publishing House, Delhi. • Kuratko & Hodgetts, Entrepreneurship – Theory, Process and Practices, Thomson Learning. • Rabindra N. Kanungo, Entrepreneurship and Innovation, Sage Publications, New Delhi. • S.S. Khanka, Entrepreneurial Development, S. Chand & Co. Ltd., Ram Nagar, New Delhi. 		

* Applicable for courses having practical component.