

### ENTREPRENEURSHIP MANAGEMENT

<b>Course Code</b>	20HS7701C	<b>Year</b>	IV	<b>Semester</b>	I
<b>Course Category</b>	Humanities and Social Science Electives	<b>Branch</b>	Common to all	<b>Course Type</b>	Theory
<b>Credits</b>	3	<b>L-T-P</b>	3-0-0	<b>Prerequisites</b>	Nil
<b>Continuous Internal Evaluation</b>	30	<b>Semester End Evaluation</b>	70	<b>Total Marks</b>	100

**Course Outcomes:** Upon successful completion of the course, the student will be able to

	<b>Statement</b>	<b>Skill</b>	<b>BTL</b>	<b>Units</b>
<b>CO1</b>	Understand the basic concepts and factors for starting and successful running of different forms of an enterprise.	Understand	L2	1,2,3,4,5
<b>CO2</b>	Describe characteristics, values and attitudes of an entrepreneur.	Understand	L2	2
<b>CO3</b>	Illustrate different forms of Entrepreneurial structures and Intrapreneurship.	Application	L3	3,4
<b>CO4</b>	Summarize critical Factors for starting a new enterprise and ethics to be followed during running of enterprise.	Application	L3	5

#### Contribution of Course outcomes towards achievement of Program outcomes & Strength of correlations (High:3, Medium: 2, Low:1)

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2
<b>CO1</b>	1		2			3			3		3	2		
<b>CO2</b>	1		2			3			3		3	2		
<b>CO3</b>	1		2			3			3		3	2		
<b>CO4</b>	1		2			3		3	3		3	2		

#### Syllabus

<b>UNIT</b>	<b>Content</b>	<b>Mapped CO</b>
<b>I</b>	<b>Introduction to Entrepreneurship:</b> Meaning, Nature, origin and development of entrepreneurship in India, Need and Importance, Core elements, Principles, Essentials, Types, Functions, Concept of entrepreneurship management, Motives behind being an entrepreneur, Entrepreneurial Process.	<b>CO1</b>
<b>II</b>	<b>Entrepreneurial Values and Attitudes:</b> Introduction to entrepreneurial Values and Attitudes, Dominant characteristics of successful entrepreneurs, Internal and external factors for entrepreneurial motivation, Entrepreneurial Skills, Identifying business opportunities. <b>Role of creativity in Entrepreneurship-</b> the creative process, the Innovation process, types of innovation, sources of innovation, principles of innovation, Sources of Business Ideas.	<b>CO1, CO2</b>

<b>III</b>	<p><b>Forms of Entrepreneurial structures:</b> Sole Proprietorship-meaning, merits and limitations, Partnership-Meaning, Forms, merits and limitations.</p> <p><b>Corporations</b>-Meaning, merits and limitations, Limited Liability partnerships and corporations, Franchising-Meaning, types, merits and limitations.</p>	<b>CO1, CO3</b>
<b>IV</b>	<p><b>Intrapreneurship:</b> Meaning, Characteristics, Intrapreneurs Activities, types of Corporate Entrepreneurs, Corporate V/s Intrapreneurial culture, Climate, Fostering Intrapreneurial culture.</p> <p><b>Promoting intrapreneurship-</b> Pinchot's Spontaneous teams and Formal Venture teams, establishing intrapreneurial ventures.</p>	<b>CO1, CO3</b>
<b>V</b>	<p><b>Critical Factors for starting a new enterprise:</b> Personal, Environmental, Sociological factors, Problems of a new venture-Financial, administrative, marketing, production and other problems</p> <p><b>Ethics and Entrepreneurship:</b> Defining Ethics, Approaches to Managerial ethics, ethics and business decisions, Ethical practices and code of conduct, Ethical considerations in corporate entrepreneurship.</p>	<b>CO1, CO4</b>

### Learning Resources

#### **Text Books**

1. Entrepreneurship development, Moharanas and Dash C.R., RBSA Publishing, Jaipure.
2. Beyond entrepreneurship, Collins and Lazier W, Prentice Hall, New Jersey, 1992.
3. Entrepreneurship, Hisrich Peters Sphephard, Tata McGraw Hill.
4. Fundamentals of entrepreneurship, S.K. Mohanty, Prentice Hall of India.

#### **Reference Books**

1. Small scale industries and entrepreneurship, Dr. Vasant Desai, Himalayan Publishing House.
2. Management of small scale industries, Dr. Vasant Desai, Himalayan Publishing House.
3. Management of small scale industries, J.C. Saboo Megha Biyani, Himalayan Publishing House.
4. A Guide to Entrepreneurship, David Oates, Jaico Publishing House, Mumbai, Edn 2009.

#### **E-Resources & other digital Material**

1. [https://onlinecourses.swayam2.ac.in/cec20\\_mg19/preview](https://onlinecourses.swayam2.ac.in/cec20_mg19/preview)
2. [https://onlinecourses.swayam2.ac.in/ntr22\\_ed08/preview](https://onlinecourses.swayam2.ac.in/ntr22_ed08/preview)