

# **SES's L.S.RAHEJA COLLEGE OF ARTS AND COMMERCE**

**(AUTONOMOUS)**



**Syllabus of Entrepreneurial Skills under NEP 2020 Vertical – SEC with effect from 2024-25  
Department of Commerce & Management**

**Head of the Department/Sr. Person: Prof. Dr. Anupama  
Nerurkar**

**Date of approval by the Board of Studies (Commerce &  
Management): 25/04/2024**

**Approved by the Academic Council on: 29/04/2024**

**Ratified by the Governing Body on: 06/05/2024**



<b>Programme: Bachelor of Commerce (Accounting and Finance)</b>		<b>Semester: I</b>			
<b>Course : Entrepreneurial Skills</b> <b>Academic Year: 2024-2025</b> <b>Batch: 2024-2027</b>		<b>Code: UGBAFISEC22 4</b>			
<b>Teaching Scheme</b>		<b>Evaluation Scheme</b>			
<b>Lectures</b>	<b>Practical</b>	<b>Tutorials</b>	<b>Credits</b>	<b>Internal Continuous Assessment (ICA) (weightage)</b>	<b>Term End Examinations (TEE) (weightage)</b>
<b>30</b>	<b>Nil</b>	<b>Nil</b>	<b>02</b>	<b>20 marks/40% of the total marks</b>	<b>30 marks/60% of the total marks</b>

<b>Learning Objectives :</b>	<ol style="list-style-type: none"> <li>1. Explain concepts of Entrepreneurship and build an understanding about business situations in which entrepreneurs act</li> <li>2. Understand the scope and challenges under an entrepreneurial venture</li> </ol>
<b>Learning Outcomes :</b>	<ol style="list-style-type: none"> <li>1. To demonstrate key entrepreneurial leadership qualities.</li> <li>2. To explain key strategies for growth of a new business</li> <li>3. To determine the components of ideal business plan</li> </ol>
<b>Pedagogy:</b>	Presentations Case studies Assignments

**Each lecture session would be of one hour duration (30 sessions).**

<b>Module</b>	<b>Module Content</b>	<b>Module Wise Pedagogy Used</b>	<b>Module Wise Duration/ Lectures</b>
I	<b>Introduction to Entrepreneur:</b> Concept, meaning and definition of entrepreneur and entrepreneurship, Importance and significance of growth of Entrepreneurial activity, Concept of Entrepreneur, Characteristics and qualities of entrepreneur, Classification and types of entrepreneur. Women Entrepreneur	Case studies,  Presentations	15
II	<b>Entrepreneurial Project Development:</b> Idea generation, sources and methods, identification and classification of ideas, Environmental scanning and SWOT, Preparation of project plan, components of an ideal business plan, Project Formulation - Project report significance and contents	Assignments  Simulation	15

## REFERENCE BOOKS

1. Hisrich, R. D., Peters, M. P., and Shepherd D. A. (2017). Entrepreneurship. 10th Ed. McGraw Hill Education.
2. Robert Hisrich and Michael Peters, Entrepreneurship, Tata Mc Graw– Hill
3. Zenas Block and Ian C Macmillan, Corporate Venturing, Harvard Business School Press, Boston.
4. Marc J Dollinger, Entrepreneurship – Strategies and Resources, Pearson Education

## QUESTION PAPER PATTERN

### Internal Continuous Assessment (ICA) Pattern

Particulars	Marks
Presentation/Viva Voce	10
Assignment/Project	10
Total	20

## Term End Examinations (TEE)

### Question Paper Pattern

Maximum Marks: 30

Duration: 1 Hour

All questions are compulsory.

Question No.	Description	Total Marks
1	A. Full Length Theory Question <b>OR</b>	12
	B. Full Length Theory Question	
2	A. Full Length Theory Question <b>OR</b>	12
	B. Full Length Theory Question	
3	Short Notes ( <b>Any 2 out of 3</b> )	6

The Full-length theory questions of 12 marks each may be split up into two smaller problems carrying 6 marks each.