

**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



Programme: Bachelor of Commerce (Financial Markets)		Semester: I			
Course : Entrepreneurial Skills Academic Year: 2024-2025 Batch: 2024-2027		Code: UGBFMISEC124			
Teaching Scheme	Evaluation Scheme				
Lectures	Practical	Tutorials	Credits	Internal Continuous Assessment (ICA) (weightage)	Term End Examinations (TEE) (weightage)
30	Nil	Nil	02	20 marks/40% of the total marks	30 marks/60% of the total marks

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

Module	Module Content	Module Wise Pedagogy Used	Module Wise Duration/ Lectures
I	Introduction to Entrepreneur: Concept, meaning and definition of entrepreneur and entrepreneurship, Importance and significance of growth of Entrepreneurial activity, Concept of Entrepreneur, Characteristics and qualities of	Classroom lecture and group discussion	15 lecs

	entrepreneur, Classification and types of entrepreneur. Women Entrepreneur		
II	Entrepreneurial Project Development: 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	Classroom lecture and role play	15 lecs

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 OR	12
	B. Full Length Theory Question	
2	A. Full Length Theory Question OR	12
	B. Full Length Theory Question	
3	Short Notes (Any 2 out of 3)	6

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