
SEMESTER IV

6 Papers**Total 100 x 6 = 600 Marks****I. SKILL ENHANCEMENT COURSE SEC 2:**

(Credits: Theory-02)

Marks : 100 (ESE 3Hrs) =100**Pass Marks Th ESE = 40*****Instruction to Question Setter for******End Semester Examination (ESE):***

There will be two group of questions. Group A is compulsory and will contain three questions. Question No.1 will be very short answer type consisting of ten questions of 1 mark each. Question No.2 & 3 will be short answer type of 5 marks. Group B will contain descriptive type six questions of 20 marks each, out of which any four are to answer.

Note: There may be subdivisions in each question asked in Theory Examinations.

ENTREPRENEURSHIP**Theory: 30 Lectures**

Objective: *The purpose of the paper is to orient the learner towards entrepreneurship as a career option and creative thinking and behaviour for effectiveness at work and in life.*

Unit I

Meaning, elements, determinants and importance of entrepreneurship and creative Behaviour. Entrepreneurship and creative response to the society problems and at work. Dimensions of entrepreneurship: intrapreneurship, technopreneurship, cultural entrepreneurship, international entrepreneurship, entrepreneurship, ecopreneurship, and social entrepreneurship. **Lectures: 6**

Unit II

Entrepreneurship and Micro, Small and Medium Enterprises. Concept of business Groups and role of business houses and family business in India. The contemporary role Models in Indian business: their values, business philosophy and behavioural orientations. Conflict in family business and its resolution. **Lectures: 6**

Unit III

Public and private system of simulation, support and sustainability of entrepreneurship. Requirement, availability and access of finance, marketing assistance, technology, and industrial accommodation, Role of industries/entrepreneurship's associations and self-help groups. The concept, role and functions of business incubators, angel investors, venture capital and private equity fund. **Lectures: 6**

Unit IV

Sources of business ideas and test of feasibility. Significance of writing the Business plan/ project proposal. Contents of business plan/ project proposal. Designing Business processes, location, layout, operation, planning and control; preparation of project report (various aspects of the project report such as size of investment, nature of product, market potential may be covered). Project submission/ presentation and appraisal thereof by external agencies, such as financial/non-financial institutions. **Lectures: 6**

Unit V

Mobilising resources for start-up. Accommodation and utilities. Preliminary Contracts with the vendors, suppliers, bankers, principal customers; Contract management: Basic start-up problems **Lectures: 6**

Session 2019-22 onwards