



Mangalmay Institute of Management Technology

Greater Noida (U.P.)



Lesson Plan

Program: B.COM **YEAR:** 2ND year **Course Code:** C-205 **Course Name:** Fundamentals of Entrepreneurship

Course Objectives The objective of the course is to familiarize the students with the basic concepts of entrepreneurship.

Session Duration: 50 minutes

Participants: 2ND year Students

Entry level knowledge and skills of students

- i. Students must have basic knowledge of concept of Entrepreneurship
- ii. Students must have knowledge of business

Equipment required in Classroom/ Laboratory/ Workshop

- i. White board
- ii. Projector

Assessment Schemes

S. No.	Criteria	Marks (100)
1	CCSU End Term Examination	100

Course Outcomes (starting with action-oriented observable and measurable verb)

CO1: Understand about various income tax provision

CO2: Have the knowledge of Heads of Income

CO3: Understand and apply the knowledge of Computation of Tax Liability & Tax management

CO4: Understand the scope income tax planning concerning various business and managerial and strategic activities

L. No.	Topics	Sub Topics	Date of implementation	Pedagogy	CO-Covered	Faculty Sign	HoD's Remark with Date
Unit - 1							
1.	Entrepreneur	Introduction : The Entrepreneur		Group Discussion	CO1, K2		
2.		Emergence of entrepreneurial class		Group Discussion	CO1, K2		



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3.		Characteristics of entrepreneur		Improved Lecture	CO1, K2		
4.		Role of socio-economic environment		Improved Lecture	CO1, K2		
5.		Theories of entrepreneurship		Improved Lecture	CO1, K2		
6.		Risk taking, Decision-making		Improved Lecture	CO1, K2		
7.		Leadership		Improved Lecture	CO1, K2		
8.		Business planning		Improved Lecture	CO1, K2		
UNIT -2							
9.	Promotion of a Venture	Promotion of a Venture		Group Discussion	CO2, K2,		
10.		Opportunities analysis		Improved Lecture	CO2, K2,		
11.		External environmental analysis-economic, social, and technological; Competitive factors		Improved Lecture	CO2, K2,		
12.		External environmental analysis-economic, social, and technological; Competitive factors		Improved Lecture	CO2, K2,		
13.		Legal requirements for establishment of a new unit		Improved Lecture	CO2, K2,		
14.		raising of funds		Improved Lecture			
15.		Venture capital		Improved			



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		sources		Lecture			
16.		documentation required					
Unit - 3							
17.	Entrepreneurial Behaviour	Entrepreneurial Behaviour-define,concept,objective		Improved Lecture	CO3, K2, K4		
18.		Innovation and entrepreneur		Improved Lecture	CO3, K2, K4		
19.		Entrepreneurial behavior		Improved Lecture	CO3, K2, K4		
20.		Psycho-Theories		Improved Lecture	CO3, K2, K4		
21.		Psycho-Theories		Improved Lecture			
22.		Social responsibility		Improved Lecture			
23.		Social responsibility		Improved Lecture			
24.							
Unit - 4							
25.	Entrepreneurial Development Programmes (EDP):	Entrepreneurial Development Programmes (EDP)-introduction		Group Discussion	CO3, K2, K5		
26.		Objective and Concept of EDP		Improved Lecture	CO3, K2, K4		
27.		Phases of EDP		Improved Lecture	CO3, K2, K4		
28.		Phases of EDP		Improved Lecture	CO3, K2, K4		
29.		Role of EDP		Improved Lecture	CO3, K2, K4		
30.		Relevance, And achievements		Improved Lecture	CO3, K2, K4		
31.		Role of Government in		Improved Lecture			



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		organizing EDPs					
32.		Critical evaluation					
Unit – 5							
33.	Role of Entrepreneur	Role of an entrepreneur – introduction		Improved Lecture	CO4, K2, K5		
34.		Role of an entrepreneur-in economic growth as an innovator		Improved Lecture	CO4, K2, K5		
35.		Generation of employment opportunities		Group Discussion/Improved Lecture	CO4, K2, K5		
36.		Complimenting and supplementing economic growth		Group Discussion Improved Lecture	CO4, K2, K5		
37.		Brining stability and balanced regional development of industries		Group Discussion/Improved Lecture	CO4, K2, K5		
38.		Role in export promotion and import substitution		Improved Lecture	CO4, K2, K5		
39.		Forex earning		Improved Lecture	CO4, K2, K5		
40.		Augmenting and meeting local demand		Improved Lecture	CO4, K2, K5		
41.	REVISION						
42.	Unit 1	Question paper		Group Discussion	-		
43.	Unit 1	Question paper		Group Discussion	-		
44.	Unit 2	Question paper		Group Discussion	-		
45.	Unit 2	Question paper		Group Discussion			
46.	Unit 3	Question paper		Group Discussion			



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47.	Unit 3	Question paper		Group Discussion			
48.	Unit 4	Question paper		Group Discussion			
49.	Unit 5	Question paper		Group Discussion			

Text Books: Suggested Readings:

1. Entrepreneurship Development Vasant Desai

Journals: <https://www.tandfonline.com/toc/rsbe20/current>

Electronic Database: <https://business.illinoisstate.edu/academics/entrepreneurship/>