

Name of the Program: Master of Business Administration (MBA) MBAH 301: ENTREPRENEURSHIP AND START-UPS		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
4 Credits	4 hours	56 hours
Pedagogy: Lectures, assignments, practical exercises, discussions, seminars. Examination: 30 marks continuous evaluation and 70 marks final examination.		
Objectives: 1. Understand the process of entrepreneurship and the institutional facilities available to an entrepreneur in India. 2. Know the process of starting a new venture and create their business plan; and to be familiar with valuation of business and the source for financing new venture. 3. Be familiar with legal aspects and government policy relating to entrepreneurship. 4. Understand the functions of entrepreneur in the successful commercial application of innovation. 5. To study the Growth and Challenges to Woman Entrepreneurs 6. To study the significance of acquiring established business. 7. To study the challenges of small business.		
Course Outcomes: 1. Identifying research problems of entrepreneurs and able to provide solution for the same. 2. Acquire the skills to identify new areas of business. 3. Able to identify potential source of finance. 4. Acquire the skill to Analyze and identify the potential market for the new business. 5. Able to provide suggestions to face the Challenges of Woman Entrepreneurs 6. Able to evaluate the established business to acquire it. 7. Able to manage small business.		
Syllabus		Hours
Module No.1: Entrepreneurship		
Concept of Entrepreneurship and Entrepreneur – Definition – Process of entrepreneurship – Theories of Entrepreneurship - Characteristics of successful entrepreneurs – Functions of an Entrepreneur - Family Entrepreneur- Growth of Entrepreneurship in India - Entrepreneur and Entrepreneurship in economic development – Entrepreneurship Development Programmes (EDPs).		
Module No. 2: New Ventures and Business Plan		
Business idea – methods of generating ideas – sources of business idea – evaluation of the environment – analysis of the industry and the competitors – final selection of the business idea.–Business Plan - Need for a Business plan - Steps in the preparation of business plan - Operating plans and financial plans- Organizational Plan - Marketing plan- Marketing functions –Market research and its implications.		
Module No.3: Feasibility Planning		
Planning paradigm for new ventures - Stages of growth model - Fundamental of a good feasibility plan - Components of feasibility plan.		
Module No. 4: Business Acquisitions and Franchising		
Kinds of Mergers and Acquisitions - Advantages and disadvantages of acquiring established business - considerations for evaluation of business - Methods of valuing a business -		

Franchising – advantages and disadvantages of franchising – evaluation of Franchise arrangement .	
Module No 5: Managing growth	
Life cycle of an entrepreneurial venture - Role of entrepreneur during various transition stages – Growth and Strategic Management – Growth through Expansion, Diversification, joint venture, Sub-Contracting.	
Module No 6: Financing a new venture	
Financing and its effects on effective asset management - Alternate methods of financing - Venture capital and new venture financing, Venture capital process, venture leasing, Private Equity, Foreign Direct Investments, Foreign Institutional Investments - working out for working capital requirement, Government agencies assisting in financing the project.	
Module No 7: Small Business and Government Policy	
Role of Small Business in building the economy - Strengths and weaknesses of small business – Definition of small business under the Micro, Small and Medium Enterprises Development Act, 2006 – Small business after Liberalization, Privatization and Globalization(LPG) - Export potentials of Small Scale Industries - Causes for small business failure - Success factors for small business. Government Policy in respect of Small business; Role of Central Government and State Government in promoting Entrepreneurship with various incentives, subsidies, grants etc. – with special reference to ‘Export oriented unites’ .	
Module No 8: Women and Rural Entrepreneurship	
Growth and Challenges to Woman Entrepreneurs, Achievements of Woman Entrepreneurs, Role Models of Woman Entrepreneurs. NGO and Rural Entrepreneurship- need for rural Entrepreneurship-Problems of rural Entrepreneurship	
Module No 9: Legal aspects	
Requirements for successful patent grants - steps in obtaining a patent - Registration of trademark - copy right and the concept of fair use - Protection of intellectual property.	
Books for Reference: 1. Hold Davis H - Entrepreneurship - Prentice Hall of India. 2. Siropolis Nicholas - Entrepreneurship and Small Business, 6th edition - All India Publishers and Distributors. 3. Prasanna Chandra - Projects, Planning, Analysis, Selection, Implementation and Review, 4th edition - Tata McGraw Hill 4. Peters Hisrich - Entrepreneurship, 4th edition. - Irwin McGraw-Hill 5. Burns Tim - Break the curve - International Thomson Business Press 6. Harvard Business Review on Entrepreneurship – Harvard Business School Press. 7. R V Badi and N V Badi - Entrepreneurship, Recent Edition - Vrinda publications (P) Ltd. 8. C.S.V.Murthy - Small Scale Industries and Entrepreneurial Development - Himalaya Publishing House. 9. Madhurima Lall Shikha Sahai - Entrepreneurship - Excel Books. 10. S.S .Khanka - Entrepreneurship Development - S. Chand and Company Ltd 11. Marc J. Dollinger -Entrepreneurship Strategies and Resources - Pearson Education.	