

**Shivaji University, Kolhapur**  
**B.Com (CBCS Pattern)**  
**Part-II (Semester-III)**  
**Fundamentals of Entrepreneurship- Paper-I**  
**Generic Elective Course**  
**Introduced from June-2019-20**

Credits-4

Objectives-

1. To impart theoretical knowledge of Entrepreneurship
2. To develop Entrepreneurship qualities and skills
3. To acquaint students with Steps involved in the formation of Small Enterprises
4. To enlighten students with Recent Trends and Concepts in Entrepreneurship

Unit-I	<b>Entrepreneur:-</b> Evolution, Meaning and Definition, Functions, Qualities of successful entrepreneur, Types of Entrepreneur, Obstacles to become an Entrepreneur, Challenges before existing entrepreneur in modern era.	15 Hours
Unit-II	<b>Entrepreneurship and Entrepreneurship Development:</b> Concept, Definitions, Importance, Theories- Joseph Schumpeter's Theory of Innovation, Hagen's theory of Status Withdrawal, David McClelland's Need for Achievement theory, Knight's Risk Taking theory, Entrepreneurship Development- Concept and Process. Introduction, Functions and Performance of – EDI, MCED And DIC	15 Hours
Unit-III	<b>Micro, Small and Medium Enterprises(MSME):</b> Definition, Importance, Problems of MSME and Remedies, Government Policy and Support, Steps involved in the formation of Small Enterprises- Location, Clearances, Permits required, Formalities, Licensing and Registration Procedure.	15 Hours
Unit-IV	<b>Recent Trends and Concepts in Entrepreneurship:</b> Recent Trends- Start up, Stand up, Skill India, Make in India, Incubation Centre- Concept and Importance. Concepts- Sociopreneur, Edupreneur, Ecopreneur, Netpreneur, Intrapreneur( Only concept and Characteristics)	15 Hours

**Shivaji University, Kolhapur**  
**B.Com (CBCS Pattern)**  
**Part-II (Semester-IV)**  
**Fundamentals of Entrepreneurship- Paper-II**  
**Generic Elective Course**  
**Introduced from June-2019-20**

Credits-4

## Objectives-

1. To acquaint students with family business in India
2. To impart conceptual knowledge of Service and Agro Entrepreneurship
3. To aware students about Business Plan and Project Report
4. To inspire the students through successful stories of Entrepreneurs

Unit-I	<b>Family Business:</b> Meaning, Types, Advantages and Disadvantages of Family Business, Challenges before family business in India, Business Succession Planning, Making family business more effective.	15 Hours
Unit-II	<b>Service and Agro Entrepreneurship:</b> A) Service Entrepreneurship- Meaning and Concept, Role of Service sector in National Economy, Opportunities in Service sector. B) Agro Entrepreneurship- Meaning and Concept, Importance, Entrepreneurial Opportunities in Agro Sector, Challenges before Agro Entrepreneurship	15 Hours
Unit-III	<b>Business Plan and Project Report:</b> Meaning and Concept of Business Plan, Key elements of business plan. Meaning, Concept and classification of project. Project for Retail store, Beauty parlor, Oil Mill, Cold Storage, Eco friendly Bag production- Reasons for failure of project.	15 Hours
Unit-IV	<b>Women Entrepreneurship and Successful Entrepreneurs</b> Women Entrepreneur- Concept and causes of limited growth of women entrepreneurs in India. Successful Entrepreneurs- Male- Jeff Bezos(Amazon), Hanmantrao Gaikwad (BVG), Chitale Brothers (Chitale Dairy), Ramdas Mane (Mane Group of Industries) Female- Aditi Gupta (Whisper Girl), Chetana Gala-Sinha (Manadesh Foundation), Vandana Luthra (VLCC),	15 Hours

**Note** – Industrial visit/ visit to EDP Institute is suggested to acquaint students about entrepreneurial knowledge.

A talk or interaction with entrepreneurial should be arranged.

**B.Com.II**  
**Semester III and IV (CBCS Pattern)**  
**Fundamentals of Entrepreneurship Paper I & II**  
**Nature of Question Paper**

**Instructions:****Total Marks: 50**

1. All questions carry equal marks
2. Attempt any five questions out of seven

Q.1	Write short answers (Any two out of Three)	10 Marks
Q.2	Broad Question	10 Marks
Q.3	Broad Question	10 Marks
Q.4	Broad Question	10 Marks
Q.5	Broad Question	10 Marks
Q.6	Broad Question	10 Marks
Q.7	Write Short Notes (Any two out of Three)	10 Marks

**Equivalence**

Sr.No.	Old Name	New Name
1	Fundamentals of Entrepreneurship Paper - I	Fundamentals of Entrepreneurship Paper - I
2	Fundamentals of Entrepreneurship Paper - II	Fundamentals of Entrepreneurship Paper - II

**Reference Books:**

1. Dynamics of Entrepreneurial Development and Management- by Vasant Desai
2. Udyojakata- by Prabhakar Deshmukh
3. Entrepreneurship Development in India- by C.B. Gupta and N.P. Shrinivasan
4. Entrepreneurship and Small Business Management- by Shukla M.B.
5. Entrepreneurial Development- by Dr. S.S. Khanka
6. Entrepreneurial Development- by Godron E. and Natrajan K.
7. Entrepreneurial Development- by Taneja Satish and Gupta S.L.
8. Current Trends in Entrepreneurship - by Mohan S. Elangovan R.
9. Project Preparation Appraisal, Implementation- by Prasanna Chandra
10. Formulation of a Project Report- by Vinod Gupta