

## **B.A. PART-II (3<sup>rd</sup> SEMESTER) SEC : Entrepreneurship Skills COURSE CODE:BA 326**

Pass Marks: 35%

Internal Assessment: 30 Marks

Credits : 3

Maximum Marks: 100

External Assessment: 70 Marks

### **COURSE OUTCOMES**

On completion of this course, the students will be able to:

1. Understand the concept of Entrepreneurship and Entrepreneur.
2. Understand the characteristics and types of entrepreneurship skills.
3. Comprehend the scope and role of entrepreneurship.
4. Develop Entrepreneurial Skills and competencies.
5. Analyze the scope of Entrepreneurship in different sectors.

### **SYLLABUS**

<b>Course credit</b>	<b>Total Marks</b>	<b>External Marks</b>	<b>Internal Marks</b>
3 (SEC)	100	70 (50 Theory + 20 Viva)	30

**For 3 Credit Courses:** The End-Semester examination will be of 3 hours duration and total 50 marks. The question paper will consist of two sections: Section A and B. Section A will have eight questions from entire syllabus out of which the student will be required to attempt four questions. Each question will carry 10 marks. Section C will be compulsory with 5 short-answer type questions of 02 marks each which will cover the entire Syllabus.

### **SECTION-A**

Introduction to Entrepreneurship: Role of Entrepreneurship. The Entrepreneurial Mindset, Characteristics of Entrepreneurship, Types of entrepreneurship. Scope of Entrepreneurship: Women Entrepreneurship, Rural Entrepreneurship, Tourism Entrepreneurship, Social Entrepreneurship, Agri-Entrepreneurship, Family Business, Startups.

### **SECTION-B**

Types of Entrepreneurship Skills: Business management skills, Teamwork and leadership skills, Communication and listening, Marketing and networking skills, Financial skills, Analytical and problem-solving skills. Critical thinking skills. How to improve entrepreneurial skills, Entrepreneurial Imagination and Creativity.

### **RECOMMENDED READINGS**

- Gupta, C.B. and Khanka, S.S (2014). Entrepreneurship and Small Business Management. Sultan Chand Publications, 2014

Taneja& Gupta (2018). Entrepreneur Development. Galgotia Publishing Company, 2nd ed.