

**GE (II.5.2) Entrepreneurship for Social Change
General Elective**

1. Credit Distribution of the Course

Course title & Code GE (II.5.2)	Credits	Credit distribution of the course			Eligibility criteria	Pre-requisite of the course (if any)
		Lecture	Tutorial	Practical/ Practice		
Entrepreneurship for Social Change	4	3	1	0	Undergraduate	-

2. Learning Objectives

The course aims to develop entrepreneurship skills among students to turn educational challenges into social impact initiatives. The skills include: identifying opportunities for educational change; planning the framework and evaluating the plans for practical feasibility.

3. Learning Outcomes

- understand entrepreneurship as a mindset;
- analyse social impact models of entrepreneurship;
- understand the scope and challenges in social entrepreneurship.
- understand the role of education in sustainable development;

4. Syllabus

Unit I Core Concepts of Entrepreneurship - Entrepreneurship as a concept, entrepreneurship mind-set, social impact models of entrepreneurship, skills for entrepreneurship. [10 hours]

Unit II Planning for Social entrepreneurship - Identifying and evaluating entrepreneurship opportunities, Basics of Start-up finance and budgeting, Writing a business plan, Funding sources: Bootstrapping, angel investors, venture capital, crowdfunding. [13 hours]

Unit III Sustainable Business Models - Issues and challenges in social entrepreneurship, viable entrepreneur models: revenue model, non-profit, CSR based education Start-ups, Public-Private Partnerships (PPP). [12 hours]

Unit IV Trends in Entrepreneurship and Sustainability - Sustainable Development Goals (SDGs) & Social impact, Indian Start-up ecosystem, Ethical considerations and policy regulation. [10 hours]

5. Tutorial Details

Cluster Innovation Centre, University of Delhi

1. Discuss case study of a social entrepreneur highlighting the problem addressed, innovative solution, impact and outcomes lessons to learn.
2. Prepare and present a pitch for a social venture idea.

6. Essential Readings

- Nicholls A. (2006). *Social Entrepreneurship: New Models of Sustainable Social Change*. Oxford University Press.
- Elkington J. & Hartigan P. (2008). *The Power of Unreasonable People: How Social Entrepreneurs Create Markets That Change the World*. Harvard Business Press.
- Dees J.G., Emerson, J. & Economy P. (2001). *Enterprising Nonprofits: A Toolkit for Social Entrepreneurs*. Wiley.
- Fayolle A. (2010). *Handbook of Research in Entrepreneurship Education: International Perspectives*, Edward Elgar Publishing Limited.

7. Suggestive Reading

- Gupta A., George G. & Fewer T.J. (2024). *Venture Meets Mission: Aligning People, Purpose, and Profit to Innovate and Transform Society*. Stanford University Press.
- Bornstein, D., & Davis, S. (2010). *Social entrepreneurship: What everyone needs to know*. Oxford University Press.
- Martin, R. L., & Osberg, S. (2015). *Getting beyond better: How social entrepreneurship works*. Harvard Business Review Press.