

GE (III.4.2) Fundamentals of Entrepreneurship General Elective

1. Credit Distribution of the Course

Course title & Code GE (III.4.2)	Credits	Credit distribution of the course			Eligibility criteria	Pre-requisite of the course (if any)
		Lecture	Tutorial	Practical/ Practice		
Fundamentals of Entrepreneurship	4	3	0	1	Undergraduate	NIL

2. Learning Objectives

The course aims to develop entrepreneurial skills among students to transform educational challenges into social impact initiatives. This course provides an understanding of the foundational concepts, processes, and applications of entrepreneurship with special focus on educational entrepreneurship. It allows students to investigate how entrepreneurial thinking can be incorporated into education to boost creativity, innovation, and employability. The course combines theoretical foundations, case analysis, and project work.

3. Learning Outcomes

- Demonstrate understanding of entrepreneurial concepts and processes.
- Identify and design innovative educational ventures or projects.
- Examine national and institutional initiatives to promote entrepreneurship in education.
- Apply entrepreneurial skills to curriculum design, educational leadership, and teacher development.
- Exhibit entrepreneurial competencies: problem-solving, innovation, and leadership.

4. Syllabus

[45 hours]

Unit I Introduction to Entrepreneurship - Concept, meaning, and scope of entrepreneurship, Evolution and types of entrepreneurship: Business, social, and educational, Entrepreneur vs. Manager vs. Intrapreneur, Role of entrepreneurship in economic and educational development, Entrepreneurial ecosystem in India. **[9 hours]**

Unit II The Entrepreneur: Traits, Competencies, and Motivation - Characteristics of successful entrepreneurs, Entrepreneurial motivation and leadership, Creativity and innovation in entrepreneurship, Emotional intelligence and risk management, Case studies of

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educational and social entrepreneurs (e.g., Teach For India, Khan Academy, Akshaya Patra Foundation). **[12 hours]**

Unit III Entrepreneurship in Education and Policy Framework - Role of incubation centers (e.g. Atal Tinkering Labs, Startup India), Entrepreneurship development in teacher education institutions, Role of ICT, digital platforms, and open education in entrepreneurial innovation, Identifying educational needs and business opportunities. **[12 hours]**

Unit IV Project Planning and Management in Education - Project proposal writing and feasibility analysis, Resource mobilization and financial planning, Legal aspects, registration, and institutional supports (MSME, NIESBUD, EDII, etc.), Developing entrepreneurial attitudes among teacher educators. **[12 hours]**

6. Practicals **[30 hours]**

- Preparation and presentation of an innovative educational venture or model.
- Develop a business plan or project proposal for an educational or training venture.
- Conduct a case study of a successful educational entrepreneur or social enterprise.
- Organize a workshop or seminar on innovation and startup culture in education.
- Develop an entrepreneurial training module for pre-service teachers.
- Undertake a micro-project on school-based income-generating or community-oriented activities.
- Visit an incubation center/startup ecosystem and prepare a reflection report.

6. Essential Readings

- UNESCO (2018). *Entrepreneurship Education for the 21st Century Learners*.
- Drucker, P. F. (1985). *Innovation and Entrepreneurship: Practice and Principles*. Harper & Row
- Gupta, C. B., & Srinivasan, N. P. (2018). *Entrepreneurship Development in India*. Sultan Chand & Sons.
- Hisrich, R. D., Peters, M. P., & Shepherd, D. A. (2013). *Entrepreneurship*. McGraw-Hill Education.

7. Suggestive Readings

- National Institute for Entrepreneurship and Small Business Development (NIESBUD) (2023). *Entrepreneurship Development Resource Materials*. <https://niesbud.nic.in/e-book/EDP-Handbbook-2023.pdf>
- Gibb, A. (2005). *The Future of Entrepreneurship Education—Determining the Basis for Coherent Policy and Practice?* In P. Kyro, & C. Carrier (Eds.), *The Dynamics of Learning Entrepreneurship in a Cross-Cultural University Context* (pp. 44-67). University of Tampere, Research Centre for Vocational and Professional Education.