

**B.A. (VS) SMALL AND MEDIUM ENTERPRISE
SEMESTER III**

**DISCIPLINE SPECIFIC CORE COURSE - 3.1 (DSC-3.1)
Developing Entrepreneurial Skills**

CREDIT DISTRIBUTION, ELIGIBILITY AND PRE-REQUISITES OF THE COURSE

Course title & Code	Credits	Credit distribution of the course			Eligibility criteria	Pre-requisite of the course (if any)
		Lecture	Tutorial	Practical/ Practice		
Developing Entrepreneurial Skills (DSC-3.1)	4	3	1	0	12 th Pass	Nil

Learning Objectives: The objectives of the paper are to:

1. understand the importance of entrepreneurship and the role it plays in economic development.
2. acquaint with the entrepreneurial innovation as well as various creative techniques.
3. know the importance of business skills and to understand how to develop a variety of entrepreneurial abilities.
4. familiarize with the various sectors and sub sectors of the economy and identify the business opportunities.
5. explore the management aspects and growth strategies of a business.

Learning Outcomes:

After completion of the course, learners will be able to:

1. describe the role played by entrepreneurs in the development of our economy.
2. apply creative techniques and innovative skills in accordance with the nature of business.
3. develop entrepreneurial skills and become more efficient in managing business.
4. explain the contribution of major sectors to the economy and explore the possibility of setting up new businesses.
5. design strategies for effective management and generate growth for small and medium enterprises.

Unit 1: Introduction

(9 Hours)

Entrepreneur & Entrepreneurship, Entrepreneurial Culture, Common Characteristics of Entrepreneurs, Entrepreneurial Skills and Competencies, Myths and Realities, Entrepreneurial Values and Attitude, Motivation for Entrepreneurship: Internal Factors and External Factors, Individual Risk Propensity and Ability to Manage Risk, Ethics and Social Responsibilities, Entrepreneurship Development and Economic Growth

Unit 2: Creativity and Innovation Management

(9 Hours)

Creativity: Nature, Types and Process, Developing Creative Thinking: Convergent Thinking, Divergent Thinking, Techniques of Creative Thinking, Process of Creative Problem Solving, Creative Performance,

Innovation and Entrepreneurship: Drivers of Innovation, Types of Innovations, Phases of Innovation; Risk, Uncertainty and Innovations; Creativity and Innovation difference, Developing Organizational Creativity and Innovation, Innovation Management in India.

Unit 3: Entrepreneurial Skills

(8 Hours)

Need & Importance of Entrepreneurial Skills, Benefits to Economy & Society, Components of Entrepreneurial Skills: Leadership & Teamwork, Knowledge and Technical skills, Business Management and Personal Entrepreneurial Skills, Time Management and Organizational Skills, Branding, Marketing and Networking Skills, Financial and Analytical Skills.

Unit 4: Enterprise Formation Process

(9 Hours)

Indian Economy: Sectors and Sub-sectors, Analyzing and Identifying Business Opportunities, Preparation of Business Plan, Start-ups and Basic Start-ups Problems, Market Demand Analysis, Project Feasibility Study, Sources of Financing, Business Start-ups; Cases of Indian Start-ups, Make in India Initiative.

Unit 5: Managerial Aspects and Growth of Business

(10 Hours)

Managing Finance- Preparation of Operating/Cost Budget, Cash Budget; Understanding Management of Short Term and Long-term Capital; Human Resource Planning; Contract Management; Understanding Marketing Methods; Understanding of GST and Other Tax Compliances, Enterprise Life Cycle and Business Growth Strategies for Small and Medium Enterprises; Business Collaboration and Outsourcing of Resources; Network Management

Practical Exercises:

The learners are required to:

1. analyze the contribution of entrepreneurs to economic development. (Unit 1)
2. critically evaluate the various creative techniques of entrepreneurship in accordance with the nature of business. (Unit 2)
3. evaluate the different entrepreneurial skills and explain how these skills are contributing to the growth of various Indian enterprises. (Unit 3)
4. analyze the various sectors and sub sectors of the Indian economy and explore the possibility of setting up a new business. (Unit 4)
5. identify financial tools for business growth and design strategies for effective management using online simulation platform. (Unit 5)

Suggested Readings:

- Hitt, M. A., Ireland, R. D., Camp, S. M., & Sexton, D. (2002). *Strategic Entrepreneurship: Creating a New Mindset*. Oxford: Blackwell Publishers. (Unit 4 & 5)
- Holt, D. H. (2016). *Entrepreneurship and New Venture Creation*. Pearson. (Unit 1 & 4)
- Kumar, A. (2012). *Entrepreneurship: Creating and Leading an Entrepreneurial Organization*. Pearson. (Unit 2 & 4)
- Kumar, S. A., Poornima, S. C., Abraham, M. K., & Jayshree, K. (2021). *Entrepreneurship Development*. New Age International Publishers.
- Lyons, T. S., Lyons, J. S., & Samson, J. A. (2021). *Entrepreneurship Skill Building: Focusing*

- Entrepreneurship Education on Skills Assessment and Development*. Palgrave Macmillan. (Unit 2 & 3)
- Mathur, A. (2021). *Entrepreneurship Development*. New Delhi: Taxmann. (Unit 1 & 4)
 - Scarborough, N. M., & Cornwall, J. R. (2018). *Essentials of Entrepreneurship and Small Business Management*. Boston: Pearson. (Unit 5)
 - Shankar, R. (2012). *Entrepreneurship Theory and Practice*. Tata McGraw Hill. (Unit 2)
 - Shukla, M. B. (2020). *Entrepreneurship and Small Business Management*. Allahabad: Kitab Mahal. (Unit 1, 2 & 4)
 - Zenas, B. & MacMillan, I. C. (1995). *Corporate Venturing*. Boston: Harvard Business School Press. (Unit 4 & 5)

Notes:

1. Suggested readings shall be updated and uploaded on the college website from time to time.
2. Examination scheme and mode as prescribed by the Examination Branch, University of Delhi, from time to time.

**DISCIPLINE SPECIFIC CORE COURSE - 3.2 (DSC-3.2)
Financial Accounting for MSMEs**

CREDIT DISTRIBUTION, ELIGIBILITY AND PRE-REQUISITES OF THE COURSE

Course title & Code	Credits	Credit distribution of the course			Eligibility criteria	Pre-requisite of the course (if any)
		Lecture	Tutorial	Practical/ Practice		
Financial Accounting for MSMEs (DSC-3.2)	4	2	1	1	12th Pass	Nil

Learning objectives:

The course aims to help learners to acquire conceptual knowledge of financial accounting, to impart skills for recording various kinds of business transactions and to prepare and analyse the financial statements.

Learning Outcomes:

After completion of the course, learners will be able to:

1. examine the generally accepted accounting principles while recording transactions and preparing financial statements.
2. evaluate the impact of depreciation and inventories on business income.
3. analyse the financial statements of sole proprietor firms and partnerships
4. prepare the cash flow statement and analyse it by applying ratios.
5. demonstrate the accounting process under a computerized accounting system.

Unit 1: Introduction to Accounting

(8 Hours)

Financial Accounting: Nature, scope and limitations. Generally Accepted Accounting Principles (GAAP). Basic Concepts and Conventions, Accounting Standards: Meaning, Significance. IFRS and IndAS.

Accounting Process: From recording of transactions to preparation of final accounts. Rectification of errors.

Bank Reconciliation statement

Unit 2: Valuation of Inventory and Depreciation accounting: (9 Hours)

- (a) Valuation of Inventory. Impact of inventory valuation on measurement of business income by using FIFO, LIFO, and Weighted Average Method.
- (b) Depreciation Accounting: Meaning of depreciation. Causes and need for providing depreciation. Accounting treatment including provision for depreciation accounting. Straight line method and diminishing balance method of charging depreciation.

Unit 3: Financial Statements of Sole Proprietorship and Partnership firms: (9 Hours)

- (a) Preparation of Financial Statements of Sole Proprietorship
- (b) Admission, Retirement, Dissolution of Partnership Firms: Legal Position, Accounting for simple dissolution.

Unit 4: Managerial decision making (7 Hours)

Analysis of financial statements, Common size balance sheet, Ratio analysis, Cash Flow statement.

Unit 5: Computerized Accounting Systems: (12 hours)

Computerized Accounting Systems: Computerized Accounts by using any popular accounting software Creating a Company; Configure and Features settings; Creating Accounting Ledgers and Groups; Creating Stock Items and Groups; Vouchers Entry including GST; Generating Reports - Cash Book, Ledger Accounts, Trial Balance, Profit and Loss Account, Balance Sheet, Cash Flow Statement. Selecting and shutting a Company; Backup and Restore data of a Company.

Notes:

- (1) The relevant Accounting Standards for all of the above topics should be covered.
- (2) Any revision of the relevant Indian Accounting Standard/Accounting Standard would become applicable.

Practical Exercises:

The learners are required to:

1. collect and examine the balance sheets of business organisations to study how these are prepared. (Unit 1)
2. examine the inventory valuation methods of few selected companies and also examine how these selected companies have charged depreciation on various assets. (Unit 2)
3. prepare Trading and Profit & Loss Account and Balance Sheet collecting necessary data from small business firms. (Unit 3)
4. prepare the cash flow statements and analyse the accounting ratios of small business firms. (Unit 4)
5. prepare financial statements manually and using appropriate software. (Unit 5)

Suggested Readings:

- Anthony, R. N., Hawkins, D., & Merchant, K. A. (2019). *Accounting: Text and Cases*. McGraw-Hill Education India.
- Goldwin, N., Alderman, W., & Sanyal, D. (2016). *Financial Accounting*. Boston: Cengage Learning.
- Goyal, B. K., & Tiwari, H. N. (2021). *Financial Accounting*. New Delhi: Taxmann Publication.
- Kumar, A. (2018). *Financial Accounting*. Singhal Publication.

- Lal, J., Srivastava, S. & Abrol, S. (2017). *Financial Accounting Text & Problems*. Mumbai: Himalaya Publishing House.
- Lt Bhupinder, (2020). *Financial Accounting – Concepts and Applications*. Cengage.
- Maheshwari, S. N., Maheshwari, S. K., & Maheshwari, S. K. (2018). *Financial Accounting*. New Delhi: Vikas Publishing House Pvt. Ltd.
- Monga, J. R., & Bahadur, R. (2022). *Financial Accounting: Concepts and Applications*. New Delhi: Scholar Tech Press.
- Sah, R. K. (2019). *Concept Building Approach to Financial Accounting*. Cengage India Pvt. Ltd.
- Sehgal, A., & Sehgal, D. (2015). *Fundamentals of Financial Accounting*. New Delhi: Taxmann.
- Sehgal, D. (2016). *Financial Accounting*. New Delhi: Vikas Publishing House Pvt. Ltd.
- Shukla, M. C., Grewal, T. S., & Gupta, S. C. (2017). *Advanced Accounts. Vol.-I*. New Delhi: Sultan Chand Publishing.
- Tulsian, P. C. (2016). *Financial Accounting*. New Delhi: S. Chand Ltd.

Additional Resources:

- Accounting Standards at the Website of the Institute of Chartered Accountants of India
- Indian Accounting Standards at the Website of the Ministry of Corporate Affairs.

Notes:

1. Suggested readings shall be updated and uploaded on the college website from time to time.
2. Examination scheme and mode as prescribed by the Examination Branch, University of Delhi, from time to time.

**DISCIPLINE SPECIFIC CORE COURSE - 3.3 (DSC-3.3)
Indian Economic Environment**

CREDIT DISTRIBUTION, ELIGIBILITY AND PRE-REQUISITES OF THE COURSE

Course title & Code	Credits	Credit distribution of the course			Eligibility criteria	Pre-requisite of the course (if any)
		Lecture	Tutorial	Practical/ Practice		
Indian Economic Environment (DSC-3.3)	4	3	1	0	12 th Pass	Nil

Learning Objectives:

The course aims to familiarise students with the basic framework of Indian economy and the recent developments. It provides understanding about the economic crisis of 1991 and the subsequent reforms that followed. It explains the role of foreign trade, Foreign Direct Investment (FDI) and foreign capital in economic development.

Learning Outcomes:

After completion of the course, learners will be able to:

1. explain the evolution of India's industrial growth experience and describe the relationship between economic growth and development, the idea of sustainability, circular economy and Sustainable Development Goals (SDGs).
2. examine the impact of policy changes in both the agriculture and the industry sector.
3. appraise the economic and social outcomes of policy initiatives in the services sector.
4. critique the role of foreign trade and foreign capital in India's development process.

Unit 1: Indian Economy- An Overview

(12 Hours)

A brief introduction to the current structure of the Indian economy: Evolution of Indian economic environment, import substitution to globalisation, the impact of the Covid-19 pandemic on the Indian economy;

Redefining development: changing ideas on growth and development, the idea of human development, the Human Development Index (HDI), the Gender Inequality Index (GII), the Gender Development Index (GDI), understanding the concepts and India's performance on these indicators; the idea of circular economy and Sustainable Development Goals (SDGs) 2030.

Unit 2: Transforming Agriculture - Current Trends and New Areas of Growth

(11 Hours)

Role and importance of agriculture: data on poverty, inequality and growth without employment, the high proportion of population engaged in agriculture and the low agricultural productivity- broad trends and the instability in output, concerns of food security and nutritional outcomes, commitments to SDGs.

Issues in agriculture: rural credit and institutional finance, transportation and infrastructure, agricultural marketing, availability of agricultural inputs, technology and water management, soil degradation, rural entrepreneurship, crop insurance, contract farming, etc.

The need for a transformative vision in agriculture: new emerging areas and their impact on ecological management- including sustainable agriculture, alternative farming and organic farming, horticulture and floriculture, multi-layer farming etc.

Unit 3: Industrial Performance - An Appraisal

(11 Hours)

Industrial development: post 1991 trends and growth, the new economic policy, public sector reforms and privatisation, the slow growth of the manufacturing sector and the issue of the 'missing middle', the challenges of finance, regulations and labour laws, the role of Micro, Small and Medium Enterprises (MSMEs) and the challenges faced by them.

Unit 4: Foreign Trade, Foreign Capital, Multi-National Corporations (MNCs) and the Services Sector

(11 Hours)

Foreign trade and trade policy: post 2000 trends in trade, the concept of global value chains, importance of trading blocks and trade agreements; India's experience, growth and contribution of foreign capital and MNCs.

Growth of the services sector in India: recent trends, growth in the information and communication technology (ICT) & IT enabled services (ITES) sectors, education, health, banking and insurance, etc., impact of digitization and servicification.

Practical Exercises: The learners are required to:

7. discuss main economic challenges faced in India (Unit1)
8. make a presentation on circular economy and the progress made towards the achievement of the 17 SDGs. (Unit 1)

9. form groups to make case studies on different aspects of India's economic performance (education, migration, employment, industrial production, exports, digital economy; e-commerce, etc.) during Covid-19. (Unit 1)
10. make a group presentation on the pros and cons of the recent farm laws. (Unit 2)
11. design a questionnaire about the issues confronting small and medium enterprises for primary data collection from a industry in the vicinity and present analyses in the class. (Unit 3)
12. engage in a group project on different types of services (food delivery provided by restaurant chains/local neighbourhood eateries/home cooked tiffins, streetside fast food, etc. Other service providers such as pest control services, cleaning services, home health aide workers, parlours, gyms, cyber cafes, etc. operating in and around the student's neighbourhood. (Unit 4).

Suggested Readings:

- Chand, R. (2022). *Indian agriculture Towards 2030- Need for a transformative Vision* in Chand. R. et al. (Ed.). *Indian Agriculture towards 2030*, India studies in Business and Economics, New Delhi: Springer.
- Dreze, J. & Sen, A. (2013). *India: An uncertain glory – India and its contradictions*, New Jersey: Princeton University Press. Chapter 2.
- Global value Chains (GVCs): India, OECD. <https://www.oecd.org/sti/ind/gvcs%20-%20india.pdf>
- Gulati, A. & Juneja, R., (2022). Transforming Indian Agriculture. Chand, R. Ed. *Indian Agriculture towards 2030*. India studies in Business and Economics, New Delhi: Springer.
- Joshi, V. (2017) *India's long road- the search for prosperity*. Allen Lane: Penguin Random House, Chapter 2.
- Kapila, U. (2022-23), (Ed.) *Indian economy since independence* (33th ed.), New Delhi: Academic foundation.
- Kapila, U. (2022). *Indian Economy: Performance and policies* (22nd ed.). New Delhi: Academic Foundation.
- Lerwen, L. & Ramakrishna, S. (2021). *An introduction to Circular Economy*, Singapore: Springer.
- Puri, V.K., Misra, S.K., & Garg, B. (2022). *Indian Economy* (40th ed.). New Delhi: Himalaya Publishing House.
- Walter, R. (2019). *The Circular Economy: A User's Guide*, New York: Routeledge.

Additional Readings:

- Chatterjee, S. & Subramaniam, A. (2020). India's inward Re (turn) Is it warranted? Will it work? *Ashoka Centre for Economic Policy paper no 1*. October. https://ashoka.edu.in/static/doc_upload/file_1602585593.pdf
- Eichengreen, B. & Gupta, P. (2012) *Financial Services: The Experience of Prospects*. *National Institute of Public Finance and Policy*. 12/102.
- Marcello, T. & Cristoni, N. (2018). *Strategic Management & the Circular Economy*, New York: Routeledge.
- Subramaniam, A. & Felman, J. (2021). India's stalled rise - How the State Has Stifled Growth, *Foreign Affairs*. Watson Institute for International and Public Affairs and Brown University.

Notes:

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