



## **ANDHRA PRADESH STATE COUNCIL OF HIGHER EDUCATION**

(A Statutory body of the Government of Andhra Pradesh)

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**SYLLABUS OF**

**ENTREPRENEURSHIP DEVELOPMENT**

**AS PART OF**

**LIFE SKILLS COURSES**

**UNDER CBCS FRAMEWORK WITH EFFECT FROM 2020-21**

**PROGRAMME: FOUR-YEAR UG HONOURS PROGRAMME**

**ANDHRA PRADESH STATE COUNCIL OF HIGHER EDUCATION**  
**PROGRAMME: THREE-YEAR B.A./B. Sc./B. Com.**

*LIFE SKILL COURSE*

**ENTREPRENEURSHIP DEVELOPMENT**

*(With Learning Outcomes, Unit-wise Syllabus, References, Co-curricular Activities & Model Question Paper*

**(To be Implemented from 2020-21 Academic Year)**

Sl. No	Code	Sem	Course	Name of Life Skill Course ( Course consists 3 Units)	Hours/ Week	Credits	Marks (Sem-End)
1		I		Entrepreneurship Development	2	2	50

**Syllabus**

**ENTREPRENEURSHIP DEVELOPMENT**

**(Total 30Hrs)**

**Course Objective:** A Generic Course that is intended to inculcate an integrated personal Life Skill to the student.

**Learning Outcomes:**

After successful completion of the course the student will be able to;

- Understand the concept of Entrepreneurship, its applications and scope.
- Know various types of financial institutions that help the business at Central, State and Local Level
- Understand Central and State Government policies, Aware of various tax incentives, concessions
- Applies the knowledge for generating a broad idea for a starting an enterprise/start up
- Understand the content for preparing a Project Report for a start up and differentiate between financial, technical analysis and business feasibility.

**Syllabus:**

**Unit-I: Entrepreneurship:** Definition and Concept of entrepreneurship - Entrepreneur Characteristics – Classification of Entrepreneurs – Role of Entrepreneurship in Economic Development – Start-ups.

**Unit-II: Idea Generation and Project Formulation:** Ideas in Entrepreneurships – Sources of New Ideas – Techniques for Generating Ideas – Preparation of Project Report – Contents; Guidelines for

Report preparation – Project Appraisal Techniques –Economic Analysis-Financial Analysis-Market Analysis.

**Unit-III: Institutions Supporting and Taxation Benefits:** Central level Institutions: NABARD; SIDBI,– State Level Institutions –DICs – SFC - Government Policy for MSMEs - Tax Incentives and Concessions.

**Reference Books:**

1. Arya Kumar, Entrepreneurship, Pearson, Delhi
2. Poornima MCH, Entrepreneurship Development –Small Business Enterprises, Pearson, Delhi
3. Sangeetha Sharma, Entrepreneurship Development, PHI Learning
4. KanishkaBedi, Management and Entrepreneurship, Oxford University Press, Delhi
5. Anil Kumar, S., ET.al., Entrepreneurship Development, New Age International Publishers, New Delhi
6. Khanka, SS, Entrepreneurship Development, S. Chand, New Delhi
7. Peter F. Drucker, Innovation and Entrepreneurship
8. A.Sahay, M. S. Chhikara, New Vistas of Entrepreneurship: Challenges & Opportunities
9. Dr B E V L Naidu, Entrepreneurship. Seven Hills Publishers

**Suggested Co-Curricular Activities**(As far as possible)

1. Group Discussion
2. Debate
3. Seminar
4. Visit to an SSI and preparing of an outline Report
5. Invited Lecture by a Bank Employee on the Bank Support to a Start Up.
6. Chart showing tax concessions to SSI, MSME both direct and indirect.

**Model Question Paper Format**

Time: 1 1/2 hrs (90 Minutes)

Max. Marks: 50Time: 1 1/2 hrs (90 Minutes)

**Section -A**(Total: 4x5=20 Marks)

(Answer any **four questions**. Each rewsna carries **5 marks**

(Total 8 questions. At least 1 question should be given from each Unit)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.

**Section- B**(Total: 3x10 = 30 Marks)

(Answer any **three questions**. Each rewsna carries **10 marks**

(Total five questions. At least 1 question should be given from each Unit)

- 1.
- 2.
- 3.
- 4.
- 5.

**Subject Committee Members**

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