

St. Joseph's College of Commerce

(Autonomous)

163, Brigade Road, Bangalore – 560 025

Accredited with 'A++' Grade (4th Cycle) by the
National Assessment and Accreditation Council (NAAC)

Recognized by the UGC as
“COLLEGE WITH POTENTIAL FOR EXCELLENCE”



Bachelor of Business Administration Honours (Entrepreneurship) Semester III & IV

*Syllabus as per National Education Policy
Curriculum Framework w.e.f., 2021-2022*

Academic year 2022-2023

St. Joseph's College of Commerce

(Autonomous)

Affiliated to Bengaluru City University)

St. Joseph's College of Commerce (SJCC) was formerly a part of St. Joseph's College, established in the year 1882. The Commerce Department was established in the year 1949 and it became an independent college with its own building in Brigade Road in the year 1972.

The college has in its Vision a model for higher education which encourages individuals to dream of a socially just world and in its Mission a strategy to empower individuals in realizing that dream.

With an objective of imparting quality education in the field of Commerce and Management the college has been innovating in all aspects of higher education over a long period of time. These innovations were further bolstered with the granting of autonomous status to the college by UGC in September 2005. From then on, the college has taken a lead in reforming curriculum and syllabus, examination and evaluation pattern and teaching and learning methods through the Board of Studies, the Academic Council and the Governing Council comprising of eminent academicians, industry representatives and notable alumni.

The college has undergone four cycles of NAAC accreditation starting from the year 2000 in which it secured 'five stars', next in the year 2007 an 'A' grade, in the year 2012 again an 'A' grade and recently in February 2021 an 'A++'. It is one of the very few institutions in the country to have secured A++ grade in the fourth cycle under the Revised Accreditation Framework (RAF) and the first college in Karnataka to do so. The college was declared as a 'College with Potential for Excellence' in the year 2010. In 2011 SJCC was recognized as a Research Centre by Bangalore University. The college has been ranked 74th in the National Institutional Ranking Framework (NIRF) ratings of Ministry of Education, Government of India, in 2021 and it has been the only institution from Karnataka to make it consistently to the top 100 in the country.

The college offers diverse programmes in Commerce and Business Administration. Under Commerce Studies it offers B.Com, B.Com (Professional- International Accounting and Finance), B.Com (BPS- Industry Integrated), B.Com (Travel and Tourism), B.Com (Analytics), B.Com (Professional - Strategic Finance), M.Com (Finance & Taxation/ Marketing & Analytics), M.Com (International Business) & M.Com (Financial Analysis). Under Business Administration it offers BBA, BBA (Entrepreneurship) and BBA (Professional- Finance and Accountancy). The college also offers six one-year Post Graduate Diploma programmes.

THE DEPARTMENT OF BUSINESS ADMINISTRATION

With the world of business constantly changing and a strong base created for technology in the country, it is of utmost importance to augment management talent and resources at all levels. Strategies and goals of any educational institution has to be constantly redefined to keep in pace with the external environment. All this led to the birth of the BBA department at St. Joseph's College of Commerce in the year 2004-2005. Within a short period of time, the department has emerged as a promising centre in the field of management studies at the undergraduate level. This department aims at motivating students to take up higher studies in management, so that they may blossom into effective entrepreneurs who would not be afraid of taking risk, or teachers and researchers who would contribute positively towards the betterment of the society or to take up consultation to help business units leverage on management knowledge.

OBJECTIVES OF THE BBA HONOURS (ENTREPRENEURSHIP) PROGRAMME:

1. To inculcate critical thinking among students so that they are capable of identifying business opportunities by using cutting-edge analytical tools and problem-solving skills to start new businesses and implement processes to successfully operate these businesses.
2. To create entrepreneurial managers for corporate sector

3. To effectively understand and implement a marketing plan for a new venture
4. Develop family business successors as enterprising and knowledgeable owners of their predecessors
5. To incorporate extensively – along with theoretical knowledge sharing – various skills (viz., Presentations, rapid reading, geo political awareness, time management) needed for managerial effectiveness
6. To promote knowledge through research – both applied and conceptual, relevant to management.
7. To enhance the decision-making skills and administrative competence of students
8. To motivate students to apply management techniques to new and innovative areas of management.

SALIENT FEATURES OF FOUR YEARS BACHELOR OF BUSINESS ADMINISTRATION HONOURS PROGRAMME WITH MULTIPLE ENTRY AND EXIT OPTIONS:

1. The regulations governing the Four-year Bachelor of Business Administration Honours Programme with Multiple Entry and Exit Options shall be applicable with effect from the Academic year 2021-2022.
2. The Bachelor of Business Administration Honours Programme shall be structured in a semester mode with multiple exit options;

Certificate in Business Administration	On the completion of First year (<i>two semesters</i>)
Diploma in Business Administration	On the completion of Second year (<i>four semesters</i>)
Basic Bachelor Degree in Business Administration	On the completion of Third year (<i>six semesters</i>)
Bachelor Degree with Honors in Business Administration	On the completion of Fourth year (<i>eight semesters</i>)

3. The four-year undergraduate honours degree holders with research component and a suitable grade are eligible to enter the Doctoral Programme in a relevant discipline.
4. The students who exit with Certification, Diploma and Basic Bachelor Degree shall be eligible to re-enter the programme at the exit level to complete the programme or to complete the next level.
5. The Four-year Bachelor of Business Administration Honours Programme offers a wide range of multidisciplinary courses with exposure to other disciplines, specializations and areas. The programme aptly caters to knowledge, ability, vocational, professional and skill enhancement along with focus on humanities, arts, social, physical and life sciences, mathematics, sports etc.
6. Four years Bachelor of Business Administration Honours Programme combines conceptual understanding with practical engagement through lab courses, national and international field visits, internship, conferences, workshops, seminars, case study analysis, group discussions and research projects.
7. A wide range of Skill Enhancement Courses are offered in the first four semesters to enhance language and communication, logical reasoning, critical thinking, problem solving, data analytics and life skills.
8. In each of the first four semester students will have an option of studying a course from other disciplines. Students will be given an option to choose from a pool of Open Elective Courses that provide exposure to multiple disciplines and thereby making the programme truly multi-disciplinary.
9. The students can make a choice of two specializations / electives in the fifth and sixth semester and choose one of the specialization/elective in the seventh semester to pursue Honor's degree in that specialization/electives.

I. ELIGIBILITY FOR ADMISSION:

Candidates who have completed the Two year Pre-university course of Karnataka State or its equivalent are eligible for admission into this Programme.

II. DURATION OF THE PROGRAMME:

The duration of the undergraduate honours programme is *four-years* (eight semesters) with multiple entry and exit options, within this period. The students can exit after the completion of *one* academic year (Two semesters) with the *Certificate* in a discipline; *Diploma* after the study of *two* academic years (Four Semesters) and *Basic Bachelor Degree* after the completion of *three* academic years (Six Semesters). The successful completion of *Four Years* undergraduate Programme would lead to *Bachelor Degree with Honours in a discipline*.

III. MEDIUM OF INSTRUCTION:

The medium of instruction shall be English.

IV. ATTENDANCE:

- a. A student shall be considered to have satisfied the requirement of attendance for the semester, if he/she has attended not less than 75% in aggregate of the number of working periods in each of the courses compulsorily.
- b. A student who fails to complete the course in the manner stated above shall not be permitted to take the end semester examination.

V. SUBJECTS OF STUDY: THE COMPONENTS OF CURRICULUM FOR FOUR-YEARS MULTIDISCIPLINARY UNDERGRADUATE BBA HONOURS PROGRAMME

The category of courses and their descriptions are given in the following table.

Category of courses	Objective / Outcomes
Languages	Language courses equip students with communication skills, critical and creative thinking, familiarity with issues pertaining to society and culture and skills of expression and articulation. They also provide students with a foundation for learning other courses.
Ability Enhancement Courses	Ability enhancement courses are the generic skill courses that enable students to develop a deeper sense of commitment to oneself and to the society and nation largely.
Skill Enhancement Courses	Skill Enhancement Courses enhance skills pertaining to a particular field of study to increase their employability/ Self-employment. These courses may be chosen from a pool of courses designed to provide value-based and/or skill-based knowledge.
Vocational Enhancement courses	Vocational Enhancement courses enhance skills pertaining to a particular field of study to increase their employability/ Self-employment.
Foundation/ Discipline based Introductory Courses	These courses will supplement in a better understanding of how to apply the knowledge gained in classrooms to societal issues.
Major Discipline Core Courses	Major Discipline Core Courses aim to cover the basics that a student is expected to imbibe in that particular discipline. They provide fundamental knowledge and expertise to produce competent, creative graduates with a strong scientific, technical and academic acumen.

Major Discipline Elective Courses	These courses provide more depth within the discipline itself or within a component of the discipline and provide advanced knowledge and expertise in an area of the discipline.
Open or Generic Elective Courses	Open or Generic Elective Courses are courses chosen from an unrelated discipline/ subject, with an intention to seek exposure beyond discipline/s of choice.
Project work/ Dissertation/ Internship/ Entrepreneurship	Students shall carry out project work on his/ her own with an advisory support by a faculty member to produce a dissertation/ project report. Internship/ Entrepreneurship shall be an integral part of the Curriculum.
Extension Activities	As part of the objective of Social Concern, the College has designed a well-structured Community Outreach programme of sixty hours called 'Bembala' (Support). The programme includes rural camps, workshops, lectures and seminars, teaching programmes in Government Schools or Colleges, community service in slums and villages, awareness programmes in streets, localities, slums or villages and public rallies on social issues. The College expects the students to be part of the activities organized by the College towards securing the goal of Social Concern. This programme is mandatory for the award of degree from the college.

Extra/Co-Curricular Activities	The College has a wide range of student associations and clubs that provide space for students to develop their creative talents. The activities conducted help in developing not just the artistic and entrepreneurial talents but also helps in character building, spiritual growth, physical growth, etc. They facilitate development of various domains of mind and personality such as intellectual, emotional, social, moral and aesthetic developments. Creativity, enthusiasm, and positive thinking are some of the facets of personality development and the outcomes of these activities.
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VI. CREDIT REQUIREMENT

Credits represent the weightage of a course and are a function of teaching, learning and evaluation strategies such as the number of contact hours, the course content, teaching methodology, learning expectations, maximum marks etc.

Exit Option	Minimum Credit Requirement*
Certificate in Business Administration	50
Diploma in Business Administration	100
Basic Bachelor Degree	146
Bachelor Degree with Honors	190

*Credits are subject to change as per the NEP guidelines

VII. TEACHING AND EVALUATION:

M.Com/MBA/MFA/MBS/MTA graduates with B.Com, B.B.A & B.B.S as basic degree from a recognized university are only eligible

to teach and to evaluate the courses including part – B courses of I and II semesters (except languages, compulsory additional courses and core Information Technology related courses) mentioned in this regulation. Languages and additional courses shall be taught by the graduates as recognized by the respective board of studies.

VIII. EXAMINATION & EVALUATION :

CONTINUOUS FORMATIVE EVALUATION / INTERNAL ASSESSMENT:

Total marks for each course shall be based on continuous assessment and semester end examinations. As per the decision taken at the Karnataka State Higher Education Council, the total marks for CIA and ESE as per NEP will be 40:60.

TOTAL MARKS FOR EACH COURSE	100%
Continuous Internal Assessment –CIA 1	20% marks
Continuous Internal Assessment –CIA 2	20% marks
End Semester Examination – ESE	60% marks

EVALUATION PROCESS OF INTERNAL ASSESSMENT MARKS SHALL BE AS FOLLOWS.

- a. The first component (CIA 1) of assessment is for 20% marks. The second component (CIA 2) of assessment is for 20% marks.
- b. During the end of the semester, end semester examination shall be conducted by the college for each course. This forms the third and final component of assessment (C3) and the maximum marks for the final component will be 60%.
- c. The students shall be informed about the modalities well in advance. The evaluated assignments during component □ (CIA 1) and component □ (CIA 2) are immediately provided to the students.
- d. The marks of the total internal assessment shall be published on the ERP for students at the end of semester.

- e. The internal assessment marks shall be submitted to the COE as per the date mentioned.
- f. There shall be no minimum in respect of the internal assessment marks.
- g. Internal assessment marks may be recorded separately. A student who has failed, shall retain the internal assessment marks as there will be no change in the CIA results scored.

MINIMUM FOR A PASS:

- a. A student needs to get 40% in the end semester examination and in addition the student also should get an aggregate of overall 40% inclusive of his internal assessment to be declared as passed.
- b. The student who is passed in all the end semester examinations in the first attempt is eligible for rank
- c. A student who passes the semester examinations in parts or attempted supplementary exams is eligible for only Class, CGPA but not for ranking.
- d. The results of students who have passed the last semester examinations but not passed the lower semester examinations shall be eligible for the degree only after completion of all the lower semester examinations.
- e. If a student fails in a subject, either in theory or practical's he/she shall appear for that subject only at any subsequent regular examination, as prescribed for completing the programme. He/she must obtain the minimum marks for a pass in that subject (theory and practical's separately) as stated above.

CARRY OVER

Students who fail in lower semester examinations may go to the higher semesters and take the lower semester examinations as per odd or even semester in the next consecutive chance.

CLASSIFICATION OF SUCCESSFUL CANDIDATES:

The ten point grading system is adopted. The declaration of result is based on the Semester Grade Point Average (SGPA) earned towards the end of each semester or the Cumulative Grade Point Average (CGPA) earned towards the completion of all the eight semesters of the programmes and the corresponding overall grades. If some students exit at the completion of the first, second or third year of the four years Undergraduate Programmes, with Certificate, Diploma or the Basic Degree, respectively, then the results of successful candidates at the end of second, fourth or sixth semesters shall also be classified on the basis of the cumulative Grade Point Average (CGPA) obtained in the two, four, six or eight semesters, respectively. For award of,

- Certificate in Business Administration
- Diploma in Business Administration
- Basic Bachelor's Degree in Business Administration
- Bachelor's Degree with Honors in Business Administration

TRANSFER FOR ADMISSION

Transfer for admission are permissible only for odd semesters for students of other universities and within the university.

CONDITIONS FOR TRANSFER OF ADMISSION OF STUDENTS WITHIN THE UNIVERSITY

- a. His/ her transfer admission shall be within the intake permitted to the college.
- b. Availability of same combination of subjects studied in the previous college.
- c. He/she shall fulfill the attendance requirements as per the University Regulation.
- d. He/she shall complete the programme as per the regulation governing the maximum duration of completing the programme.

CONDITIONS FOR TRANSFER ADMISSION OF STUDENTS OF OTHER UNIVERSITIES

- a. A Student migrating from any other University may be permitted to join odd semester of the degree programme provided he/she has passed all the subjects of previous semesters/years as the case may be. Such candidates must satisfy all other conditions of eligibility stipulated in the regulations of the University.
- b. His/her transfer admission shall be within the intake permitted to the college.
- c. He/she shall fulfill the attendance requirements as per the University Regulation.
- d. The student who is migrating from other Universities is eligible for overall SGPA/CGPA or Class and not for ranking.
- a. He/she shall complete the programme as per the regulation governing the maximum duration of completing the programme as per this regulation.

Bachelor of Business Administration - Honours (Entrepreneurship)
Programme Matrix as per National Education Policy

Course Category	I	II	III	IV	V	VI	VII	VIII	Total Credits
PART A: ABILITY ENHANCEMENT COMPULSORY COURSES									
Languages 4Hrs/3Cr	Language 1 4Hrs/3Cr	Language 1 4Hrs/3Cr	Language 1 4Hrs/3Cr	Language 1 4Hrs/3Cr	-	-	-	-	
	Language 2 4Hrs/3Cr	Language 2 4Hrs/3Cr	Language 2 4Hrs/3Cr	Language 2 4Hrs/3Cr	-	-	-	-	
Compulsory Courses 2Hrs/2Cr		Environmental Studies 2Hrs/2Cr		Indian Constitution 2Hrs/2Cr					
I	6 Cr	8 Cr	6 Cr	8 Cr					28 Cr
PART B: CORE & ELECTIVE COURSES, SKILL ENHANCEMENT COURSES- SKILL BASED, VOCATIONAL COURSES, RESEARCH & INTERNSHIP									
Discipline Specific Core Courses (4Hrs/4Cr)	Perspectives in Management	Financial Accounting	Human Resource Management	Financial Management	Cost and Management Accounting - I	Cost and Management Accounting - II	Income Tax	Goods and Services Tax	
	Organisational Behaviour	Business Environment	Production and Operations Management	Marketing Management	Venture Establishment	Project Management	Business Law	Business Ethics and Corporate Governance	
	Fundamentals of Entrepreneurship	Managerial Economics	Business Opportunity Identification	Business Modelling and Planning	-	-	Business Strategy and Competitive Management	Global Entrepreneurship	
Open Elective Courses (3Hrs/3Cr)	Choice of Course	Choice of Course	Choice of Course	Choice of Course	-	-	-	-	
Discipline Specific Electives (4 Hrs/3Cr)	-	-	-	-	Elective 1: Paper 1	Elective 1: Paper 2	Elective 1 or 2: Paper 3	-	
	-	-	-	-	Elective 2: Paper 1	Elective 2: Paper 2		-	
Skill Enhancement Courses- Skill Based (1Hr/2 Cr)	Digital Fluency		Artificial Intelligence		Cyber Security	Professional Communication	-	-	
Vocational Enhancement Courses (3Hrs/3Cr)	-	-	-	-	Choice of Course	Choice of Course	Choice of Course	Choice of Course	
Internship (2 Cr)	-	-	-	-	Start-up Internship	Corporate Internship	-	-	
Research Methodology (4hrs/3 Cr)	-	-	-	-	-	-	Research Methodology	-	
Research Project/ Internship (6 Cr) Additional Elective (4Hrs/3Cr)	-	-	-	-	-	-	-	Research Project/ Internship /Additional Elective	
II	17 Cr	15 Cr	17 Cr	15 Cr	21 Cr	21 Cr	21 Cr	21 Cr	148 Cr
PART C: SKILL ENHANCEMENT COURSES- VALUE BASED									
Foundation Courses Extension Activities Extra-Curricular Activities	Psychological Well-being (2 Cr)	Extension Activities (1 Cr) Extra-Curricular Activities (1 Cr)	Extension Activities (1 Cr) Extra-Curricular Activities (1 Cr)	Extension Activities (1 Cr) Extra-Curricular Activities (1 Cr)	Extension Activities (1 Cr) Extra-Curricular Activities (1 Cr)	Extension Activities (1 Cr) Extra-Curricular Activities (1 Cr)	Extension Activities (1 Cr)	Extra-Curricular Activities (1 Cr)	
III	2 Cr	2 Cr	2 Cr	2 Cr	2 Cr	2 Cr	1 Cr	1 Cr	14 Cr
Total Credits	25 Cr	25 Cr	25 Cr	25 Cr	23 Cr	23 Cr	22 Cr	22 Cr	190 Cr

**Bachelor of Business Administration - Honours
(Entrepreneurship)
Programme Structure (For III & IV Semesters)
Semester Scheme of Examination
SEMESTER – III**

Sl. No.	Course Code	Title of the Course	Category of Course	Teaching Hour per Week (L+T+P)	ESE	CIA	Total Marks	Credits
1	Language 1		AECC	3+1+0	60	40	100	3
	M3 21 KN 301	Kannada						
	M3 21 HN 301	Hindi						
	M3 21 AE 301	Additional English						
2	Language 2		AECC	3+1+0	60	40	100	3
	M3 21 GE 301	General English						
3	M3 21 DC 301	Human Resource Management	DSC-7	4+0+0	60	40	100	4
4	M3 21 DC 302	Production and Operations Management	DSC-8	4+0+0	60	40	100	4
5	M3 21 DC 303	Business Opportunity Identification	DSC-9	3+0+1	60	40	100	4
6		Open Electives***	OEC-3	3+0+0	60	40	100	3
7	M3 21 SB 301	Artificial Intelligence	SEC-SB	1+ 0+2	25	25	50	2
8	UG 21 EA 301	Extension Activities	SEC-VB	0+0+2	-	25	25	1
9	UG 21 EC 301	Extra-Curricular Activities	SEC-VB	0+0+2	-	25	25	1
TOTAL					385	315	700	25

*** Open Elective Courses are courses from an unrelated discipline/ subject, with an intention to seek exposure beyond discipline/s of choice. Refer the below mentioned link for suggestive list of open electives. https://www.sjcc.edu.in/pdf/Open_Electives_Courses_bba.pdf

**Bachelor of Business Administration - Honours
(Entrepreneurship)
Programme Structure (For III & IV Semesters)
Semester Scheme of Examination
SEMESTER – IV**

Sl. No.	Course Code	Title of the Course	Category of Course	Teaching Hour per Week (L+T+P)	ESE	CIA	Total Marks	Credits
1	Language 1		AECC	3+1+0	60	40	100	3
	M3 21 KN 401	Kannada						
	M3 21 HN 401	Hindi						
	M3 21 AE 401	Additional English						
2	Language 2		AECC	3+1+0	60	40	100	3
	M3 21 GE 401	General English						
3	UG 21 CC 401	Indian Constitution	AECC	2+0+0	25	25	50	2
4	M3 21 DC 401	Financial Management	DSC-10	3+0+2	60	40	100	4
5	M3 21 DC 402	Marketing Management	DSC-11	4+0+0	60	40	100	4
6	M3 21 DC 403	Business Modelling and Planning	DSC-12	3+0+1	60	40	100	4
7		Open Electives***	OEC-4	3+1+0	60	40	100	3
8	UG 21 EA 401	Extension Activities	SEC-VB	0+0+2	-	25	25	1
9	UG 21 EC 401	Extra- Curricular Activities	SEC-VB	0+0+2	-	25	25	1
TOTAL					385	315	700	25

*** Open Elective Courses are courses from an unrelated discipline/ subject, with an intention to seek exposure beyond discipline/s of choice. Refer the below mentioned link for suggestive list of open electives. https://www.sjcc.edu.in/pdf/Open_Electives_Courses_bba.pdf

Outcome Based Education (OBE)

BBA Honours (Entrepreneurship) Programme

Program Educational Objectives (PEO)

Our **BBA - Honours (Entrepreneurship)** program will produce graduates who will:

PEO1: Develop professional competence to become successful managers and entrepreneurs in the academia, industry or government.

PEO2: Adapt to a rapidly changing environment with newly learnt and applied skills and competencies, become socially responsible and value driven citizens, committed to sustainable development

PEO3: Act with conscience of global, ethical, societal, ecological and commercial awareness with sustainable values as is expected of practicing management professionals contributing to the country

PEO4: Able to continue their professional development by obtaining advanced degrees in Management or other professional fields.

Programme Outcomes (POs):

After the completion of the **BBA - Honours (Entrepreneurship)** Programme, the student will be able to:

PO1: Disciplinary and Inter - disciplinary Knowledge

Demonstrate the understanding of relevant business, management and organization knowledge, both academic and professional, in line with industry standards.

PO2: Decision making Skill

Apply underlying concepts, principles, and techniques of analysis, both within and outside the discipline to generate all the possible solutions and picks one that shows their understanding of the problem and the outcomes.

PO3: Integrated problem-solving and Research

Analyze how parts of a whole interact with each other to produce overall outcomes in complex systems by analyzing key managerial issues in a particular industry or company and propose appropriate managerial solutions to the situation.

PO4 Critical thinking Skill

Evaluate evidence, arguments, claims and beliefs by using right type of reasoning as appropriate to the situation and Analyze how parts of a whole interact with each other to produce overall outcomes in complex systems.

PO5 Creative thinking Skill

Develop implements and communicates new and worthwhile ideas using both incremental and radical concepts to make a real and useful contribution to their work.

PO6: Usage of Modern Technology and Tools

Use tools and technologies of digital nature, communication/networking tools and social networks appropriately to access, manage, integrate, evaluate and create information to successfully function in a knowledge economy.

PO7 Leadership and team work

Develop a vision, translate that vision into shared goals, and effectively work with others to achieve these goals.

PO8 Ethical Conduct & Sustainability Practices

Act responsibly and sustainably at local, national, and global levels.

PO9 Collaboration & Networking Skill

Work collaboratively and respectfully as members and leaders of diverse teams.

PO10 Self-directed and Life – Long learning

Create goals and monitor progress toward them by developing an awareness of the personal, environmental and task-specific factors that affect attainment of the goals.

Programme Specific Outcomes (PSOs)

PSO11 Entrepreneurial perspective

Evaluate entrepreneurial opportunities for new business ventures, evaluate the potential for business success and consider implementation issues including financial, legal, operational and administrative procedures involved in starting a new business venture.

PSO12 Development of a Sustainable Business Model

Develop a Sustainable business plan and a model and investigate into viability, applicability and suitability in the context emerging environmental and socio-economic challenges.

SEMESTER – III
M3 21 DC 301: HUMAN RESOURCE
MANAGEMENT

COURSE OBJECTIVES:

The students will be able to examine the role HR process involving planning, Recruitment, selection and Induction, Training methods and techniques, compare the Traditional and modern method of Performance appraisal system, illustrate the Design of Compensation and rewards demonstrate the process of HR audit.

Module - 1: Introduction to Human Resource Management and Human Resource Planning **4 Hours**

Human Resource Management: Meaning, Importance, Objectives, Functions, Human Resource Management Process – Human Resource Management as a Strategic tool.

Human Resource Planning: Objectives, Need and Benefits, Process of Human Resource Planning, Challenges in Human Resource Planning.

Module - 2: Recruitment, Selection, Placement, Induction and Training & Development **12 Hours**

Recruitment: Definition, Objectives, factors affecting recruitment, sources and techniques, modern recruitment techniques.

Selection: Meaning and definition, significance, selection procedures.

Placement & Induction: Meaning, definition and importance.

Training & Development: Meaning, Importance, Benefits, Need, Objectives, Identification of Training Needs, Training Methods & Techniques, Measurement of Training outcomes, Difference between training & Development

Module 3 - Performance Appraisals, Career Management, Succession Planning, and Employee Engagement & Attrition **16 Hours**

Performance Appraisal: Meaning, objectives, Importance process, methods (Traditional and Modern methods), essentials of a sound appraisal system, problems of performance appraisal.

Career Planning & Development: Definition, importance, career stages, process of career planning and development. Establishing a career development system – actions and pre-requisites

Succession planning: Meaning and importance, Differences in Human Resource Planning and Succession Planning.

Employee Engagement –Meaning, Definition, Importance and strategies to improve employee engagement. Difference between employee engagement and employee satisfaction

Attrition - Meaning and reasons for Attrition, Merits and De-merits of Attrition.

Module 4 - Compensation and Reward Management **8 Hours**

Job Evaluation: Meaning, Importance and Techniques.

Compensation: Meaning, definition, concepts and objectives, Importance of an ideal compensation plan, Principles and methods of compensation fixation.

Rewards: Meaning and Importance, Types of Rewards – monetary and non- monetary rewards.

Module 5 - Human Resource Accounting & Auditing **8 Hours**

Human Resource Accounting – Meaning, Objectives, Methods – Cost Based Approach- Value Based Approach – Limitations

Human Resource Auditing - Meaning, benefits, process, approaches to Human Resource Audit, phases involved in Human Resource Audit, Audit Reports

Module 6 – Contemporary Human Resource Practices 12 Hours

Recent Trends in Human Resource Management – Recruitment, Selection, Training & Development, Compensation & Rewards Management

Remote working & Gig Economy- Benefits & Challenges

Digitalization in Human Resource Management – Gamification, Artificial Intelligence and Augmented Reality, Virtual reality (concepts only)

Human Resource Analytics – Meaning, benefits, application of Human Resource Analytics, tools for Human Resource Analytics (Concepts only)

Ethics in Human Resource Management – Employee code of conduct

COURSE OUTCOMES:

After completion of the course the students will be able to

1. Explain the role of Human Resource Manager with special reference to attrition.
2. Illustrate the process of Human Resource planning, Recruitment, selection and Induction of a hypothetical organization.
3. Compare and contrast the Training methods and techniques adopted by any two organizations and evaluation of training programme.
4. Distinguish between Traditional and modern method of Performance appraisal system in the context of Career Planning and Development and succession planning.

5. Justify the Design of Compensation and rewards in alignment with Job Evaluation.
6. Develop a process of Human Resource Audit and generate Audit Report of a hypothetical organization.

Skill Development:

(These activities are only indicative, the Faculty member can innovate)

1. Chart out the methods of appraising employees of any organization of your choice.
2. Select any two companies of your choice and understand and analyse their HR policies.
3. Observe and analyse any five welfare techniques for employees.
4. Draft the executive development plan of any company of your choice.
5. Complete a study of different recruitment models in companies.
6. Evaluate case studies on Ethical work practices, Whistle Blowing, Ethical policy framework, Ethical rules and regulations, Legal and ethical aspects.
7. Observe and analyse the Human Resource Capital measurement from the point of view of IIRC framework (International Integrated Reporting Council)
8. Analyse the salary structures offered by different companies on websites like Glassdoor and evaluate the trends in rewards and compensation.

Books for Reference:

- ❖ *Ahuja K. K, Personnel Management, 1st Edition, New Delhi, Kalyani Publisher, 1998.*

- ❖ *Amandeep Kaur, Punam Agarwal, Industrial Relations, 2nd Edition, New Delhi, Kalyani Publishing, 2011.*
- ❖ *Aswathappa K., Human Resource & Personnel Management; 4th Edition; New York; McGraw-Hill Education, 2005.*
- ❖ *Chhabra T. N. & Ahuja K. K., Managing People at Work, 1st Edition, New Delhi, Vanity Books, 1976.*
- ❖ *David R Hampton, Modern Management issues and Ideas, 2nd Edition, California, Dickenson Publishing Company, 1969.*
- ❖ *Deepak Kumar Bhattacharya, Human Research Management, 2nd Edition, Kerala, Excel Books, 2012.*
- ❖ *Memoria C. B., Personnel Management, 1st Edition, Mumbai, Himalaya Publishing House, 2014.*
- ❖ *Sharma A. M.; Aspects of Labour Welfare and Social Security, 11th Edition, Mumbai, Himalaya Publishing, 2011.*
- ❖ *Subbha Rao P; Human Resource Management; Revised Edition; Mumbai; Himalaya Publishing, 2018.*
- ❖ *Shashi K. Gupta & Rosy Joshi, Human Resource Management, 7th Edition, Delhi, Kalyani Publishing, 2016*

SEMESTER - III

M3 21 DC 302: PRODUCTION AND OPERATIONS MANAGEMENT

COURSE OBJECTIVES:

The student should be able to describe the different types of production and responsibilities of production manager, assess the principles and techniques of plant location and lay out and its implications, use appropriate technique of material control, method of purchase and selection of supplier, evaluate the process of production planning and control and statistical process control in the organization, use the concept of standard time and the technique of motion study, classify the types of maintenance and importance of waste management.

Module 1 - Introduction

8 Hours

Meaning, Scope, & Functions- Historical development – Functions & responsibilities of a production manager- relationship of production with other functions & problems-Systems or types of Production

Module 2 - Plant Location & Layout

10 Hours

Factors affecting location, theory -plant layout principles-types of layout-advantages and disadvantages of plant layouts-techniques of plant layout, organization of physical facilities - Building, lighting, safety etc-protection measures and importance

Module 3 - Materials Management

12 Hours

Meaning, Objectives, Material Control –Types, concept of EOQ, systems and techniques, Purchasing – Objectives, Categories of purchasing needs, advantages and disadvantages of centralized and decentralized buying, selection of suppliers, purchasing policies, vendor rating techniques, Value analysis- value engineering, Stores layout system, material handling.

Module 4 - Production Planning & Control

16 Hours

Production planning: Estimating, Routing, Scheduling & Loading
Production Control, Dispatching, Follow up, Inspection & Evaluating
& corrective action

Quality Control: Objectives, Statistical Quality Control (SQC),
Statistical Process Control (SPC), Total Quality Management (TQM),
Quality Control (QC), Six sigma- Meaning and significance, Lean
Management.

Module 5 - Time & Motion Study

8 Hours

Concepts of standard time, method study, work study, time &
motion study, charts, diagrams, work measurements.

Module 6 - Maintenance Management & Waste Management

6 Hours

Types of maintenance – merits & demerits, maintenance scheduling,
procedure & tools, scrap & surplus disposal, Automation – meaning,
considerations, advantages & forms of automation

Skill Development:

(These activities are only indicative, the Faculty member can innovate)

1. Visit any factory of your choice. Identify and analyze the physical facilities provided to the employees and protection measures taken by the factory for its employees.
2. Identify and analyze the functions of materials management in an organization.
3. Visit a company of your choice and make a chart depicting the plant layout of the company you visited
4. Take an industry of your choice and describe the functions of quality circles that impact the said industry.
5. Visit any industry of your choice and critically analyze the various waste management methods used in the industry and

also identify the impact of the waste management method on the environment

6. Draw an ISO specification chart

COURSE OUTCOMES:

After completion of the course the students will be able to

1. Describe the different types of production and responsibilities of production manager.
2. Evaluate the principles and techniques of plant location and layout and its implications.
3. Choose appropriate technique of material control, method of purchase and selection of supplier.
4. Calibrate the process of production planning and control and statistical process control in the organization.
5. Use the concept of standard time and the technique of motion study.
6. Illustrate the types of maintenance and importance of waste management.

Books for Reference:

- ❖ *Aswathappa K., Sudarsana G. Reddy & Krishna Reddy M., Production and Operations Management, 1st Edition, Mumbai, Himalaya Publishers, 2013.*
- ❖ *Elwood S. Buffa & Rakesh K. Sarin, Modern Production and Operations Management, 8th Edition, New Delhi, Wiley Publishing, 2017.*
- ❖ *Murthy C.S.V., Production and Operations Management, 2nd Edition, Mumbai, Himalaya Publishers, 2012.*
- ❖ *Sontakki K.N, Production and Operations Management, New Delhi, Kalyani Publishing, 20*

SEMESTER III
M3 21 DC 303: BUSINESS OPPORTUNITY
IDENTIFICATION

COURSE OBJECTIVES:

The students should be able to Identifying Business ideas and opportunities for developing a new venture in the capacity of entrepreneur. Compare and contrast the each method and phases of generate new business ideas. Relate the components of business idea evaluation with the techniques and analysis for the same technique. Plan for Customer Identification and Profiling by using STP and customer analysis. Justify the determination of a consumer-value proposition Design. Integrate the marketing plan, operations plan, organization plan and finance plan with the Business plan for a Business in general and a prototype

Module 1: Business Opportunity identification **10 Hours**

Introduction - Business ideas, Methods of generating business idea, opportunity recognition, creativity and innovation, assessing the feasibility and viability through market research.

Module 2–Idea Generation **10 Hours**

Idea Generation – Phases of idea generation (D.I.S.R.U.P.T- derive, include, separate, repurpose, unite, personalize, transplant) – Methods – Focus Groups, Mind mapping, Brainstorming –Meaning – Importance – Methods– Techniques – Challenges – Technique – SCAMPER (Substitute, Combine, Adapt, Modify, Put to another use, Eliminate, Reverse) – SYNECTICS – Reverse Thinking – collaboration

Module 3–Idea Evaluation

10 Hours

Meaning - Components of Idea Evaluation - 5Q technique- Decision Making Analysis- Paired Comparison Analysis - Elevators Pitch.

Module 4–Customer Identification and Profiling

10 Hours

Effectuation – Meaning- Principles - Lean Startup- Team Formation- Market Segmentation, Targeting, and Positioning - Customer Analysis- Customer Insights - Customer Profiling.

Module 5–Value Proposition Design

10 Hours

Meaning- importance of Value Proposition- understanding the Value Map -Developing the Value Map-Industry Analysis-Blue Ocean Strategy vs Red Ocean Strategies

Module 6– Business Plan and Prototype Development

10 Hours

Meaning significance, components of a Business plan - Business plan Process – Advantages of Business Planning – Marketing Plan – Production / Operations Plan – Organizational Plan – Financial Plan development of project report with feasibility study. Prototyping – Developing and designing a prototype- Building of a MVP (Minimum Viable Product)

Skill Development:

(These activities are only indicative, the Faculty member can innovate)

1. Come up with a business idea by using the various theories and tested techniques. This activity can be done in a group or individually
2. Use various idea generation techniques that utilize action verbs as stimuli and generate an idea and submit the same. Use techniques like mind mapping or Synectics or Morphological

analysis, reverse thinking, accidental genius or brain writing or any other technique of your choice

3. Analyse the value Proposition of the Idea/product proto type. Make a report of your understanding
4. Design a customer profile for a company or product of your choice.

COURSE OUTCOMES:

After completion of the course, the students will be able to

1. Illustrate each method of Identifying Business ideas and opportunities for developing a new venture in the capacity of entrepreneur
2. Compare and contrast the each method and phases of generate new business ideas.
3. Relate the components of business idea evaluation with the techniques and analysis for the same technique
4. Plan for Customer Identification and Profiling by using STP and customer analysis.
5. Justify the determination of a consumer-value proposition Design
6. Integrate the marketing plan, operations plan, organization plan and finance plan with the Business plan for a Business in general and a prototype

Book for Reference:

- ❖ *Alexander Osterwalder, Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers, 1st edition, Wiley, New Delhi, 2010.*

- ❖ *Baumgartner. J, How to Evaluate Ideas - Innovation Management, 2016.*
- ❖ *John C. Maxwell, the 5 Levels of Leadership, 1st Edition, Time Warner Trade Publishing, London, 2011.*
- ❖ *Dr. Kalyana Chakravarthi, Soft Skill for Managers, 1 st Edition, Wiley, New Delhi, 2011.*
- ❖ *Larry James, The First Book of Life Skills, 1st Edition, Embassy Books, Mumbai, 2006.*
- ❖ *Shalini Verma, Development of Life Skills and Professional Practice, 1st Edition, Vikas Publishing, New Delhi, 2018.*
- ❖ *Steve Blank, The Four Steps to the Epiphany, 2nd Edition, Wiley, New Delhi, 2013.*

SEMESTER – III
M3 21 SB 301: ARTIFICIAL INTELLIGENCE

COURSE OBJECTIVES:

Students will be able to illustrate the need and importance of applications of Artificial Intelligence in accounting and auditing. They will be able to choose the applicability of IBM Watson, chatbot and speech recognition software on the basis of merit of the case. They will be able to evaluate the robotic automation process in accounting and auditing in an organisation and its implications on assessment of risk and its reporting. They will be able to examine the applicability of machine learning, Internet of Things and audit software and its suitability in the range of accounting and auditing processes.

Module 1: Introduction to Artificial Intelligence **5 Hours**

Meaning of Artificial Intelligence - Need and importance of AI in Accounting and Auditing, Origin of Artificial Intelligence - Applications of AI, Future of AI in Business/Accounting/Auditing - Challenges and Ethical considerations of AI

Module 2: Chatbots and Speech Recognition **7 Hours**

Chatbots applications in Accounting and Auditing – Overview of IBM Watson in Auditing – Overview of Speech recognition software – Applications in Accounting and Auditing

Module 3: Robot Process Automation **8 Hours**

Introduction – Automated Inherent Risk Assessment – Automating Internal Controls Assessment – Automated procedures – Reporting and Post-audit management – Intelligent Automation of Fraud Detection and Forensic Accounting

Module 4: Machine Learning in Accounting and Auditing

10 Hours

Machine Learning: Introduction to ML, Applications of ML, Cloud Accounting – Meaning, Types, Tools used in ML (RapidMiner), IoT: Introduction to IoT and its applications in Accounting/Auditing, Smart Analytics: Introduction, Need of Smart Analytics tool for Accounting/Auditing. Audit Software Overview and Features of audit software

COURSE OUTCOMES:

On completion of the course, the students should be able to

1. Illustrate the need and importance of applications of Artificial Intelligence in accounting and auditing
2. Choose the applicability of IBM Watson, chatbot and speech recognition software on the basis of merit of the case.
3. Evaluate the robotic automation process in accounting and auditing in an organisation and its implications on assessment of risk and its reporting.
4. Examine the applicability of machine learning, Internet of Things and audit software and its suitability in the range of accounting and auditing processes.

Books for References:

- ❖ *Cory Ng and John Alarcon, Artificial Intelligence in Accounting, Publisher: Taylor & Francis Ltd, First Edition, December 2020, ISBN: 9780367431778.*
- ❖ *Al Naqvi, Artificial Intelligence for Audit, Forensic Accounting, and Valuation: A Strategic Perspective, Publisher : Wiley, USA, 1st edition, September 2020, ISBN-10 : 1119601886, ISBN-13 : 978-1119601883*

SEMESTER – IV

M3 21 DC 401: FINANCIAL MANAGEMENT

COURSE OBJECTIVES:

The students will be able to describe both the theoretical and practical role of financial management in business corporations. Students should examine the importance of cost of capital in financial decision making and the importance of capital structure in financial decision. Students can detail the significance of capital budgeting and process of capital budgeting and the implications of various factors influencing Dividend policies and factors that determine working capital and operating cycles.

Module 1 - Financial Management **5 Hours**

Meaning - Nature and Scope of Financial Management – Goals of Financial Management -Concept of time value of money –Risk and Uncertainty (Concept only)- Financial Decisions.

Module 2 – Financing Decision – Cost of Capital **10 Hours**

Sources of Capital for a Company - Computation of Cost of Specific Sources of Capital –Cost of Equity –Preference – Debt - Cost of Retained Earnings - Weighted Average Cost of Capital – Marginal cost of Capital.

Module 3 - Financing Decision – Capital Structure **10 Hours**

Meaning of Capital Structure – Trading on Equity- Capital Gearing - Optimum Capital Structure – Factors determining Capital Structure– Leverages – Operating leverage – Financial leverage and combined leverage – Problems.

Module 4 - Investment Decision **15 Hours**

Capital Budgeting – Meaning – Significance – Capital Budgeting Process - Payback period – ARR – Net Present Value– IRR Method – Profitability Index - Concept of Capital Rationing.

Module 5 – Dividend Decision

8 Hours

Meaning – Types of Dividend policies – Factors influencing dividend policy – Forms of Dividends - Relevance and Irrelevance Theories of Dividend (concept only)

Module 6 - Working Capital Management Decision **12 Hours**

Meaning – Introduction – Circulating Capital – Factors influencing working capital requirement – Types of working capital – Profitability/ Liquidity trade off - Cash management – Receivables Management and Inventory Management (Importance and Tools) Simple Problems on estimation of working capital requirements.

Skill Development:

(These activities are only indicative, the Faculty member can innovate)

1. Collect and scrutinize share application forms of IPOs.
2. Calculate the EPS of various companies of your choice.
3. Elucidate the operating cycle for a manufacturing and non – manufacturing firm.
4. Visit 5 banks in Bangalore and collect information regarding short-term and medium-term finance offered by them.
5. Track the dividend policies of some well-known companies.

COURSE OUTCOME:

After completion of the course the students will be able to

1. Explain both the theoretical and practical role of financial management in business corporations.
2. Analyze the importance of cost of capital in financial decision making.
3. Analyze the importance of capital structure in financial decision.

4. Enumerate the significance of capital budgeting and process of capital budgeting.
5. Examine the implications of various factors influencing Dividend policies
6. Examine various factors that determine the working capital and operating cycles.

Books for Reference:

- ❖ *Dr. Maheswari S. N., Financial Management, 15th, New Delhi, Sultan Chand & Sons, 2013.*
- ❖ *Pandey I.M., Financial Management, 11th Edition, Noida, Vikas Publishing, 2015.*
- ❖ *Prasanna Candra, Financial Management & Practice, 10th Edition, New Delhi, McGraw- Hill, 2019.*
- ❖ *Ravi M. Kishore, Financial Management, 1st Edition, New Delhi, Taxmann Publications, 2017.*
- ❖ *Sathya Prasad B.G. & Kulkarni P. V, Financial Management, 14th, Mumbai, Himalaya Publishing House, 2015.*
- ❖ *Sharma R.K. & Shashi K. Gupta, Financial Management, 8th Edition, New Delhi, Kalyani Publishers, 2016.*

SEMESTER –IV

M3 21 DC 402: MARKETING MANAGEMENT

COURSE OBJECTIVES:

The student should be able to describe the Role of Marketing manager in devising Marketing Mix of a hypothetical business organization in the present state of affairs, apply appropriate market segmentation, Targeting and positioning strategy in the context of Branding, choose appropriate Product, Pricing, Promotion and distribution Strategy in accordance with the demand of the situation, evaluate the buying behavior of consumer in the context of different forms of Marketing and examine the applicability and implications of emerging technologies and media in marketing.

Module 1 – Introduction to marketing and Marketing Environment

10 Hours

Marketing: Definition, scope and importance of marketing, Functions of marketing- understanding the market place and consumer needs, marketing offers – marketing concepts, the growth of not-for profit marketing- Marketing Environment: Meaning, Analyzing the needs and trends in the Micro and Macro environment – Marketing Mix - The elements of marketing mix, Monitoring and responding to environmental change using SWOT analysis

Module 2 – Market Segmentation and Consumer Behavior

10 Hours

Market Segmentation -Bases for consumer segmentation – Approaches to segmentation – Target marketing - Market targeting strategies - Undifferentiated marketing - Concentrated marketing - Product positioning

Introduction to Consumer Behaviour – Consumer buying roles- Factors influencing buyer behavior– Buying Decision Process.

Module 3 – Product Strategy and Price Strategy **14 Hours**

Product differentiation - Product life cycle strategies and life cycle extensions - New product development process – Product mix -Product line – Analysis - Line modernization – Branding - Building an identity – Brand equity - Brand name decision - Brand building tools – Repositioning – Packaging and labeling. Pricing objectives and importance – Factors influencing price – Pricing Methods/ Strategies – Product mix pricing- Price wars and reaction to price challenges

Module 4 – Promotion Strategy **10 Hours**

Elements of Promotion Mix - Sales Promotion Tools to consumers and dealers - meaning, nature and functions; limitations. Sales promotion schemes-sample- coupon-price off-premium plan-consumer contests and sweep stakes-POP displays- demonstration-trade fairs and exhibitions Role and importance of advertising – Advertising - Advertising: functions of advertising; advertising media; different types of media-relative merits and demerits-Agency, Personal selling and sales force management.

Module 5 – Distribution Strategy **6 Hours**

Marketing channel system – Traditional and modern – Factors affecting choice of channel – retail formats- supermarkets, hyper markets, chain stores, department stores, discount stores, margin free markets, electronic retailing- Supply Chain Management and Reverse Supply Chain Management.

Module 6 –Trends in Marketing **10 Hours**

E-Business using the Internet domains B2C, B2B, C2C, C2B –Telemarketing – Retailing - Niche Marketing – Kiosk Marketing - Catalog marketing - Relationship marketing and contextual marketing (concepts only) - Big Data analytics and its use in

the process of marketing, emerging technologies and media in marketing for predicting customer demand and improving customer experience. Digital Marketing and its components: Blogs, Mobile Marketing, and Social Media Marketing. Emerging technologies and media in marketing for monitoring multi-channel transactions and identifying customer preferences. Marketing communication: viral, guerilla, buzz and other indirect forms of marketing. Role of emerging technologies and media in promoting marketing sustainability and ethics.

Skill Development:

(These activities are only indicative, the Faculty member can innovate)

1. Visit any website of your choice and identify the promotion strategy of a sponsoring company. Make a report of your findings
2. Critically analyse the promotion tools of any company. Make a presentation of the same
3. Observe and analyse the Distribution Network of a Company of your choice and make a chart of the same.
4. Identify the various Product Lines of a company and note the line modernization or deletion. Make a presentation of your findings v. Draw a Product Life Cycle with regard to a particular product of a company and observe its extension and make a note of the same in the form of a report.

COURSE OUTCOMES

After completion of the course the students will be able to:

1. Describe the Role of Marketing manager in devising Marketing Mix in the present state of affairs.
2. Analyse Consumer behavior that leads to appropriate market targeting Strategy.
3. Show Product and Pricing Strategy in accordance with the demand of the situation.

4. Devise an appropriate Promotional Mix.
5. Design the appropriate Channel of Distribution Strategy.
6. Illustrate the Recent Trends in marketing.

Books for Reference:

- ❖ *Mary Armstrong & Philip Kotler, Principles of Marketing, 17th Edition, Pearson education, Delhi, 2018*
- ❖ *Michael Czinkota & Masaaki Kotabe, Marketing Management, 2nd Edition, Cengage Learning, New Delhi, 2001*
- ❖ *Philip Kotler, Marketing Management, 16th Edition, Pearson Education, New Delhi, 2017.*

SEMESTER – IV
**M3 21 DC 403: BUSINESS MODELING AND
PLANNING**

COURSE OBJECTIVES:

The students will be able to differentiate between entrepreneurship ventures and social entrepreneurship. It helps them to develop a business model for a hypothetical business proposition. It enables them to apply Iterating technique to refine the Minimum Viable Product (MVP). They will be able to assess the implication and applicability of digital technologies in the context of venture and customer development. Students will be able to plan the key activities required to be performed to give a concrete shape to the chosen business model. It helps them to determine the cost, revenue & pricing of feasible business plan on the lines of lean business financing.

**Module 1 - Entrepreneurship Ventures and Social
Entrepreneurship**

10 Hours

Shared Leadership and its importance in an entrepreneurial venture-
building a team-Importance of a co-founder in entrepreneurial
venture-hiring team- Shared Leadership approach- Leadership
roles –Creation of Job Description templates.

Social Entrepreneurship - difference between Non-profit and Not
for Profit-Business- opportunities and challenges.

Module 2 - Business Modelling

10 Hours

Business Model- Meaning – purpose, Designing a Business Model
Canvas - blocks of the Business Model Canvas - interconnectivity -
the nine blocks of the Business Model Canvas - first cut of the filled
Business Model Canvas to present the Business Model.

Module 3 - Iterating the MVP

10 Hours

Concepts: Iterating the Minimum Viable Product (MVP) at regular intervals-significance of the MVP Board -Analysing the test/experiment results to refine MVP- Process and timing to pivot in order to ensure success for business.

Practical Application- Role of MVP Board in iterating the MVP at regular intervals - experiment results to refine the MVP - tracking all iterations.

Module 4: Digital Presence for Ventures and Customer Development

14 Hours

Need for building a digital presence- types of digital channels- digital channel reliability to business-Identifying the digital channel that is suitable for business-Creating a social media plan for business.

Customer Development - Importance of Customer Acquisition-Creation of a Customer Acquisition plan- Creating a Customer Relationship -building strong relationships with customers- - role of media channels in promotions-Creation of a media planner for venture- role of sales and distribution channels in a product's journey to its customers-Designing a distribution strategy for a venture.

Module 5 - Operations Management

10 Hours

Key Activities in business- types of Key Activities - Key Resources - different categories of Key Resources as per the business type- Key Partners in a business- Key Partners/Partnerships that a business can engage with- need to have a formal legal business structure- need for compliance while launching business- compliance norms of the country.

Module 6 - Lean Business Financing

6 Hours

Estimated costs, revenues, and pricing for determination of business feasibility/profitability- Bootstrapping – functioning of a lean business- sources and uses of funds raised through bootstrapping.

Skill Development

(These activities are only indicative, the Faculty member can innovate)

1. Entrepreneurial Style Quiz
2. Investor Hunt.
3. Investor Score card

COURSE OUTCOME:

After completion of the course the students will be able to

1. Distinguish between entrepreneurship ventures and social entrepreneurship.
2. Design a business model for a hypothetical business proposition.
3. Apply Iterating technique to refine the Minimum Viable Product (MVP)
4. Evaluate the implication and applicability of digital technologies in the context of venture and customer development.
5. Outline the key activities required to be performed to give a concrete shape to the chosen business model.
6. Determine the cost , revenue & pricing of feasible business plan on the lines of lean business financing

Books for Reference:

- ❖ *John Mullins, The New Business Road Test: What Entrepreneurs and Executives Should Do, 3rd Edition, London, FT Publishing International, 2013.*
- ❖ *John Mullins & Randy Komisar, Getting to Plan B: Breaking Through to a Better Business Model, New York, Harvard Business Review Press, 2009.*

- ❖ *John Mullins, The New Business Road Test: What Entrepreneurs and Executives Should Do Before Writing a Business Plan, 5th Edition, London, FT Publishing International,*
- ❖ *Handbook for Entrepreneurs, Entrepreneurship Development of India, UK, Oxford Publications, 1998.*

