

## **DEVELOPMENT OF ENTREPRENEURIAL SKILLS**

<b>Subject Ref. No.</b>	<b>:</b>	<b>MANB502D</b>	<b>No. of Credits</b>	<b>:</b>	<b>4</b>
			<b>No. of Periods / Week</b>	<b>:</b>	<b>4</b>
			<b>Assignments / Sessional</b>	<b>:</b>	<b>20</b>
			<b>Semester Examination</b>	<b>:</b>	<b>80</b>

### **Unit 1: Entrepreneurial Motivation**

- Entrepreneurship and Indian Social System
- Entrepreneurial Characteristics and Skills
- Entrepreneurial Motivation and Need for Achievement

### **Unit 2 : Goal Setting and Problem Solving**

- Building New Identity
- Goal Setting
- Creativity and Problem Solving

### **Unit 3: Cases and Interaction with Entrepreneurs**

- Case Study of Successful Entrepreneurs in India

### **Unit 4: Cases and Interaction with Entrepreneurs**

- Entrepreneurs Skills and Competencies

### **Unit 5: Interaction with Entrepreneurs (Firsthand Experience)**