



Lesson Plan No. 1	Course Name: Entrepreneurship and Innovation Topic: Introduction to Entrepreneurship	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Define entrepreneurship and identify key characteristics of an entrepreneur. b. Explain the concept of a business and its role in the economy. c. Identify different types of entrepreneurial ventures.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Whiteboard b. Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Ask questions. What do you think it takes to start your own business? Can you name some successful entrepreneurs you admire? - Introduce the concept of entrepreneurship and its importance in today's world. 2. Development (30 minutes) <ul style="list-style-type: none"> a. Defining Entrepreneurship: <ul style="list-style-type: none"> - Define entrepreneurship and differentiate it from employment. - Discuss the key characteristics of successful entrepreneurs b. The Business Concept: <ul style="list-style-type: none"> - Explain the basic elements of a business. - Discuss the role of businesses in creating jobs and economic growth. c. Types of Entrepreneurial Ventures: <ul style="list-style-type: none"> - Introduce different types of entrepreneurial ventures - Provide examples of each type and discuss their potential impact. 3. Exercise (5 minutes) – <ul style="list-style-type: none"> - Ask students the various schemes government has undertaken for promoting entrepreneurship.
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Suggested Reading <ul style="list-style-type: none"> - Book: Entrepreneurship, Rajeev Roy, Oxford University Press, Edition 3, 2011 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<ol style="list-style-type: none"> 1. Reflective Questions. Allow students to answer and discuss. <ul style="list-style-type: none"> - What is entrepreneurship?



	<ul style="list-style-type: none">- Why do you think entrepreneurship is important for economic growth?- Who can be an entrepreneur? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 2	Course Name: Entrepreneurship and Innovation Topic: Entrepreneurial Mindset	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define entrepreneurship and entrepreneurial mindset. Explain the importance of an entrepreneurial mindset in personal and professional life.
Teaching Aids (if any)	<ol style="list-style-type: none"> Whiteboard Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <ul style="list-style-type: none"> What is Entrepreneurship? What is the importance of Entrepreneurship? What are the characteristics of Entrepreneurship? What is the difference between an employee and an employer? Development (30 minutes) <ol style="list-style-type: none"> Entrepreneurship and Entrepreneurial Mindset: <ul style="list-style-type: none"> Define entrepreneurship and explain the key characteristics of an entrepreneur Differentiate between an entrepreneurial mindset and an employee mindset. Importance of Entrepreneurial Mindset: <ul style="list-style-type: none"> Discuss the benefits of cultivating an entrepreneurial mindset for personal and professional growth. Explain how entrepreneurial thinking can lead to problem-solving, innovation, and career advancement. Exercise (5 minutes) – <ul style="list-style-type: none"> Divide students into small groups. Ask each group to brainstorm a list of challenges they face in their daily lives. Instruct them to identify potential entrepreneurial opportunities to address one of the challenges. Have each group share their ideas with the class.
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation from students on these. <ul style="list-style-type: none"> Recap the definition of entrepreneurship and entrepreneurial mindset. Emphasize the importance of cultivating an entrepreneurial spirit. Suggested Reading <ul style="list-style-type: none"> Book: Entrepreneurship, Rajeev Roy, Oxford University Press, Edition 3, 2011



	Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	<ol style="list-style-type: none">1. Reflective Questions. Allow students to answer and discuss.<ul style="list-style-type: none">- What is an entrepreneurial mindset?- Why is an entrepreneurial mindset important?- How can you develop an entrepreneurial mindset? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 3	Course Name: Entrepreneurship and Innovation Topic: Advantages and Disadvantages of Entrepreneurship	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Identify the key advantages of entrepreneurship. Explain the potential disadvantages of entrepreneurship. Evaluate the entrepreneurial path based on personal strengths and weaknesses.
Teaching Aids (if any)	<ol style="list-style-type: none"> Whiteboard Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. <ul style="list-style-type: none"> What does it mean to be an entrepreneur? Do you know any successful entrepreneurs? Introduce the topic of entrepreneurship and its importance in the economy. Development (20 minutes) <ol style="list-style-type: none"> Advantages of Entrepreneurship: <ul style="list-style-type: none"> Independence and control Financial rewards Personal satisfaction Creating jobs Innovation Disadvantages of Entrepreneurship: <ul style="list-style-type: none"> High risk of failure Long hours and hard work Financial uncertainty Stress and pressure Isolation Exercise (15 minutes) – <ul style="list-style-type: none"> Ask whether the student would consider becoming an entrepreneur and why or why not? -
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation from students on these. Suggested Reading <ul style="list-style-type: none"> Book: Entrepreneurship, Rajeev Roy, Oxford University Press, Edition 3, 2011 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<ol style="list-style-type: none"> Reflective Questions. Allow students to answer and discuss.



	<ul style="list-style-type: none">- What are the main benefits of being an entrepreneur- Why might someone choose not to become an entrepreneur? Who do you think would be successful as an entrepreneur? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 4	Course Name: Entrepreneurship and Innovation Topic: Types of Enterprises	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: a. Define the concept of an enterprise. b. Identify and classify different types of enterprises. c. Understand the factors influencing the choice of enterprise type. d. Analyze the advantages and disadvantages of different enterprise types.
Teaching Aids (if any)	a. Whiteboard b. Power Point Presentations
Teaching Development	1. Introduction (5 minutes) - Ask questions. What do you know about businesses? What businesses do you see around you? What makes them different from each other? - Briefly introduce the concept of an enterprise as an organization engaged in economic activity. - Explain that enterprises can be classified into different types based on various criteria. 2. Development (20 minutes) a. Different types of Enterprises based on ownership, size, and legal status. - Explain the following types of enterprises in detail: Based on ownership: Sole proprietorship, partnership, corporation, cooperative Based on size: Small-scale, medium-scale, large-scale Based on legal status: Public sector, private sector b. Highlight the key features, advantages, and disadvantages of each category. 3. Exercise (15 minutes) – - Provide each group with a case study of a successful enterprise (e.g., Reliance Industries, Amul, a local grocery store). - Ask the groups to analyze the type of enterprise it is based on the given criteria. - Encourage them to discuss the factors that might have influenced the choice of enterprise type.
Closure	1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. - Review the different types of enterprises and their characteristics. - Recap the advantages and disadvantages of entrepreneurship.



	<p>2. Suggested Reading</p> <ul style="list-style-type: none">- Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India, Edition 3, 2013 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>1. Reflective Questions. Allow students to answer and discuss.</p> <ul style="list-style-type: none">- What are the main differences between a sole proprietorship and a corporation?- Why entrepreneurship is considered risky?- Who benefits from entrepreneurship, and how? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 5	Course Name: Entrepreneurship and Innovation Topic: Types of Entrepreneurs	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: a. Identify and differentiate between different types of entrepreneurs. b. Understand the characteristics and motivations of each type of entrepreneur. c. Analyze the impact of different types of entrepreneurs on society and economy.
Teaching Aids (if any)	a. Whiteboard b. Power Point Presentations
Teaching Development	1. Introduction (5 minutes) - Ask questions. To define entrepreneurship and give examples of successful entrepreneurs? - Introduce the topic of different types of entrepreneurs. - Explain the importance of understanding different entrepreneurial profiles. 2. Development (30 minutes) a. Introduce the following main types of entrepreneurs: - Small Business Entrepreneur: Focuses on creating and running a small business to meet local needs. - Scalable Startup Entrepreneur: Aims to build a high-growth business with the potential for rapid expansion. - Social Entrepreneur: Creates businesses to address social and environmental issues. - Large Company Entrepreneur: Works within a large corporation to innovate and create new products or services. b. Explain the characteristics, motivations, and challenges faced by each type of entrepreneur. c. Case of company: Phool d. How Amul gave employment to rural women? 3. Exercise (5 minutes) – - One minute paper
Closure	1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. - Briefly review the definition of entrepreneurship and the different types of entrepreneurs. 2. Suggested Reading - Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India, Edition 3, 2013



	Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	<ol style="list-style-type: none">1. Reflective Questions. Allow students to answer and discuss.<ul style="list-style-type: none">- What is the definition of entrepreneurship?- Why are there different types of entrepreneurs?- Who is a social entrepreneur, and what are their goals? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 6	Course Name: Entrepreneurship and Innovation Topic: Roles and Responsibilities of Entrepreneurs	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Define entrepreneurship and identify the key characteristics of an entrepreneur. b. Explain the various roles and responsibilities of an entrepreneur. c. Understand the challenges and rewards of entrepreneurship.
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Whiteboard b. Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> - Ask questions. What is a business? What does it mean to be successful? - Introduce the topic of roles and responsibilities of entrepreneurs. 2. Development (20 minutes) <ul style="list-style-type: none"> a. Roles and Responsibilities: <ul style="list-style-type: none"> - Explain the various roles an entrepreneur plays. - Discuss the core responsibilities of an entrepreneur such as: Developing a business plan Raising capital Hiring and managing employees Marketing and sales Financial management Customer service Risk management - Use real-world examples to illustrate these roles and responsibilities. b. Challenges and Rewards: <ul style="list-style-type: none"> - Discuss the common challenges faced by entrepreneurs - Highlight the potential rewards of entrepreneurship. 3. Exercise (15 minutes) – <ul style="list-style-type: none"> - Divide students into groups. - Provide each group with a hypothetical business idea. - Ask groups to brainstorm the potential roles and responsibilities of the entrepreneur in this business.
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. <ul style="list-style-type: none"> - Recap the definition of entrepreneurship, the roles and responsibilities of an entrepreneur, and the associated



	<p>challenges and rewards.</p> <p>2. Suggested Reading</p> <ul style="list-style-type: none">- Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>1. Reflective Questions. Allow students to answer and discuss.</p> <ul style="list-style-type: none">- What are the key characteristics of a successful entrepreneur?- Why is it important for an entrepreneur to wear multiple hats?- Who can benefit from entrepreneurship, and how? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



LessonPlan No. 7	Course Name: Entrepreneurship & Innovation Topic: Funding & Types of Funding	CourseNo.:BBALLB-405
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Objectives	Attheendofthelessonthestudentsshallbeableto: <ul style="list-style-type: none"> • Understand the different sources of funding for businesses. • Distinguish between various types of funding. • Analyse the advantages and disadvantages of each type of funding.
Teaching Aids(ifany)	<ul style="list-style-type: none"> • PowerPointPresentation • WhiteBoard • Videos
Teaching Development	<p>1. Introduction(05minutes)</p> <ul style="list-style-type: none"> • Begin with a brief explanation of why funding is crucial for businesses. • Discuss the general idea of funding, including the need for capital to start, operate, and expand a business. • Present a real-life example of a business that successfully secured funding. <p>2. Development(30minutes)</p> <p>Bootstrapping (10 minutes)</p> <ul style="list-style-type: none"> • Definition: Funding a business using personal savings or revenue from initial sales. • Advantages: Full control over the business, no debt, and faster decision-making. • Disadvantages: Limited resources, slower growth, and higher personal financial risk. <p>Venture Capital (10 minutes)</p> <ul style="list-style-type: none"> • Definition: Funding provided by investors to startups and small businesses with high growth potential in exchange for equity. • Advantages: Large amounts of capital, access to expertise and networks, and potential for rapid growth. • Disadvantages: Loss of control, high expectations from investors, and pressure for quick returns. <p>Crowdfunding (10 minutes)</p> <ul style="list-style-type: none"> • Definition: Raising small amounts of money from a large number of people, typically via online platforms. • Advantages: Access to a large pool of investors, validation of business ideas, and marketing benefits. • Disadvantages: Time-consuming campaign management, potential for public failure, and fees from crowdfunding

Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Discuss the University Questions from the Syllabus. 3. Suggested Reading: Entrepreneurship by Rajeev Roy https://courses.minnlearn.com/en/courses/startingup/financing/different-types-of-funding/
Evaluation	<ol style="list-style-type: none"> 1. What is bootstrapping in the context of business funding? 2. Which type of funding involves investors providing capital in exchange for equity in the business? 3. What is one advantage of crowdfunding? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



LessonPlan No. 8	Course Name: Entrepreneurship & Innovation Topic: Pitching to Investors&Fundraising Strategies	CourseNo.:BBBALLB-405
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Objectives	Attheendofthelessonthestudentsshallbeableto: <ul style="list-style-type: none"> • Understand the key elements of a compelling pitch. • Learn various fundraising strategies. • Develop skills to effectively communicate with investors.
Teaching Aids(ifany)	<ul style="list-style-type: none"> • PowerPointPresentation • WhiteBoard • Videos
Teaching Development	<p>1. Introduction(05minutes)</p> <ul style="list-style-type: none"> • Briefly explain the importance of pitching and fundraising in the entrepreneurial journey. • Discuss the relevance of a strong pitch in securing investment. • Introduce the main components of a successful fundraising strategy. <p>2. Development(30minutes)</p> <p>Elements of a Compelling Pitch (10 minutes)</p> <ul style="list-style-type: none"> • Structure of a pitch (problem, solution, market size, business model, team, financials, and ask). • Importance of storytelling and emotional connection. • Visual aids and presentation skills. <p>Fundraising Strategies (10 minutes)</p> <ul style="list-style-type: none"> • Different stages of funding (seed, Series A, B, etc.). • Types of investors (angel investors, venture capitalists, crowdfunding). • Preparing for investor meetings and due diligence. <p>Communicating with Investors (10 minutes)</p> <ul style="list-style-type: none"> • Building relationships and networking. • Tailoring your pitch to different types of investors. • Following up and negotiating terms.
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. 2. Discuss the University Questions from the Syllabus. 3. Suggested Reading: Entrepreneurship by Rajeev Roy https://pitch.com/guides/pitching/how-to-pitch-your-business
Evaluation	<ol style="list-style-type: none"> 1. What are the main components of a pitch? 2. Name two types of investors and explain their roles. 3. Why is storytelling important in a



Lesson Plan No. 7	Course Name: Entrepreneurship and Innovation Topic: India Startup Revolution	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Understand the current trends in India's startup ecosystem Identify the key imperatives and benefits of the startup revolution Recognize the various players involved in the startup ecosystem
Teaching Aids (if any)	<ol style="list-style-type: none"> Whiteboard Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. To define entrepreneurship and give examples of successful entrepreneurs? Introduce the topic of different types of entrepreneurs. Explain the importance of understanding different entrepreneurial profiles. 2. Development (30 minutes) <ol style="list-style-type: none"> Introduce the following main types of entrepreneurs: <ul style="list-style-type: none"> Small Business Entrepreneur: Focuses on creating and running a small business to meet local needs. Scalable Startup Entrepreneur: Aims to build a high-growth business with the potential for rapid expansion. Social Entrepreneur: Creates businesses to address social and environmental issues. Large Company Entrepreneur: Works within a large corporation to innovate and create new products or services. Explain the characteristics, motivations, and challenges faced by each type of entrepreneur. Case of company: Phool How Amul gave employment to rural women? 3. Exercise (5 minutes) – <ul style="list-style-type: none"> One minute paper
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation from students on these. <ul style="list-style-type: none"> Briefly review the definition of entrepreneurship and the different types of entrepreneurs. Suggested Reading <ul style="list-style-type: none"> Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013



	Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	<ol style="list-style-type: none">1. Reflective Questions. Allow students to answer and discuss.<ul style="list-style-type: none">- What is the definition of entrepreneurship?- Why are there different types of entrepreneurs?- Who is a social entrepreneur, and what are their goals? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 10	Course Name: Business Incubators and Accelerators	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Define business incubators and accelerators b. Understand the services and support provided by incubators and accelerators c. Discuss the benefits of participating in incubator and accelerator programs
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Whiteboard b. Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) 2. Business incubators and accelerators play a crucial role in supporting the growth and development of startups. In this lesson, we will explore the concept of incubators and accelerators, the services they provide, and the benefits of participating in these programs. 3. Key Points (30 minutes) 4. Business Incubators: Provide workspace, mentorship, and access to funding for early-stage startups 5. Business Accelerators: Offer intensive, short-term programs to help startups scale up and grow 6. Services: Mentorship, networking, funding, and access to resources and expertise 7. Benefits: Increased chances of success, access to funding, and faster growth 8. Resources 9. What is a Business Incubator? <ul style="list-style-type: none"> - The Difference Between Business Incubators and Accelerators
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. <ul style="list-style-type: none"> - Briefly review the definition of entrepreneurship and the different types of entrepreneurs. 2. Suggested Reading <ul style="list-style-type: none"> - Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<ol style="list-style-type: none"> 1. Reflective Questions. Allow students to answer and discuss. <ul style="list-style-type: none"> - What is the definition of entrepreneurship? - Why are there different types of entrepreneurs? - Who is a social entrepreneur, and what are their goals?



Model Institute of Engineering & Technology (Autonomous) Lesson Plan

Kot Bhalwal, Jammu

Spend 5 minutes to evaluate student assimilation of the lesson contents



Dr. Arun K. Gupta Teaching-Learning Centre

Version 1.1

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Lesson Plan No. 11	Course Name: Rural Entrepreneurship	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: a. Understand the concept of rural entrepreneurship b. Identify the opportunities and challenges faced by rural entrepreneurs c. Discuss the importance of rural entrepreneurship in economic development
Teaching Aids (if any)	a. Whiteboard b. Power Point Presentations
Teaching Development	1. Understand the concept of rural entrepreneurship 2. Identify the opportunities and challenges faced by rural entrepreneurs - Discuss the importance of rural entrepreneurship in economic development
Closure	1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. - Briefly review the definition of entrepreneurship and the different types of entrepreneurs. 2. Suggested Reading - Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013 Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	1. Reflective Questions. Allow students to answer and discuss. - What is the definition of entrepreneurship? - Why are there different types of entrepreneurs? - Who is a social entrepreneur, and what are their goals? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 12	Course Name: Social Entrepreneurship	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define social entrepreneurship and its key characteristics Understand the role of social entrepreneurs in addressing social and environmental issues Discuss the challenges and rewards of social entrepreneurship
Teaching Aids (if any)	<ol style="list-style-type: none"> Whiteboard Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) Social entrepreneurship is a growing trend that combines the passion for social change with the skills and methods of business. In this lesson, we will explore the concept of social entrepreneurship, its impact on society, and the challenges faced by social entrepreneurs. Key Points (30 minutes) Definition: Using entrepreneurial principles to create social value and address societal problems Characteristics: Innovation, sustainability, scalability, and measurable social impact Examples: Microfinance, renewable energy, education, and healthcare Challenges: Balancing social and financial goals, measuring social impact, and securing funding Resources What is Social Entrepreneurship? <ul style="list-style-type: none"> Social Entrepreneurship: A Growing Trend in the Nonprofit Sector
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation from students on these. <ul style="list-style-type: none"> Briefly review the definition of entrepreneurship and the different types of entrepreneurs. Suggested Reading <ul style="list-style-type: none"> Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<ol style="list-style-type: none"> Reflective Questions. Allow students to answer and discuss. <ul style="list-style-type: none"> What is the definition of entrepreneurship? Why are there different types of entrepreneurs?



	<p>- Who is a social entrepreneur, and what are their goals?</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>
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Lesson Plan No. 13	Course Name: Women Entrepreneurs	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ul style="list-style-type: none"> a. Understand the challenges faced by women entrepreneurs b. Discuss the importance of women's participation in entrepreneurship c. Explore initiatives and support systems for women entrepreneurs
Teaching Aids (if any)	<ul style="list-style-type: none"> a. Whiteboard b. Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> 1. Introduction (5 minutes) 2. Women entrepreneurs are playing an increasingly important role in driving economic growth and social change. In this lesson, we will discuss the challenges faced by women entrepreneurs, the benefits of their participation in entrepreneurship, and the initiatives and support systems available to them. 3. Key Points (30 minutes) 4. Challenges: Access to funding, gender bias, work-life balance, and lack of role models 5. Benefits: Economic empowerment, job creation, and social impact 6. Initiatives: Government schemes, incubators, and mentorship programs <ul style="list-style-type: none"> - Success Stories: Kiran Mazumdar-Shaw (Biocon), Falguni Nayar (Nykaa), and Aditi Gupta (Menstrupedia)
Closure	<ol style="list-style-type: none"> 1. Summarize the Lesson Learning Outcomes and get affirmation from students on these. <ul style="list-style-type: none"> - Briefly review the definition of entrepreneurship and the different types of entrepreneurs. 2. Suggested Reading <ul style="list-style-type: none"> - Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<ol style="list-style-type: none"> 1. Reflective Questions. Allow students to answer and discuss. <ul style="list-style-type: none"> - What is the definition of entrepreneurship? - Why are there different types of entrepreneurs? - Who is a social entrepreneur, and what are their goals? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 14	Course Name: Entrepreneurship and Innovation Topic: Entrepreneurial Success Stories	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Understand the key factors that contribute to entrepreneurial success Learn from the experiences and lessons of successful entrepreneurs Inspire students to pursue their entrepreneurial dreams
Teaching Aids (if any)	<ol style="list-style-type: none"> Whiteboard Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) Entrepreneurial success stories serve as inspiration and motivation for aspiring entrepreneurs. In this lesson, we will explore the journeys of some of India's most successful entrepreneurs, analyzing the factors that contributed to their success and the lessons they learned along the way. Key Points (30 minutes) Factors of Success: Innovation, perseverance, adaptability, and strong leadership Success Stories: Vijay Shekhar Sharma (Paytm), Byju Raveendran (BYJU'S), and Ritesh Agarwal (OYO Rooms) Lessons Learned: Importance of problem-solving, customer focus, and continuous learning Inspiring the Next Generation: Fostering an entrepreneurial mindset and supporting startups Resources Top 10 Indian Entrepreneurs Who Made It Big Inspiring Entrepreneurial Success Stories from India YouTube Video Inspiring Entrepreneurial Success Stories Quiz Questions Name one factor that contributed to the success of an entrepreneur mentioned in the lesson. What is one key lesson learned by successful entrepreneurs that aspiring entrepreneurs can apply? True or false: Entrepreneurial success stories are only relevant for those who want to start their own - businesses.
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation



	<p>from students on these.</p> <ul style="list-style-type: none">- Briefly review the definition of entrepreneurship and the different types of entrepreneurs. <p>2. Suggested Reading</p> <ul style="list-style-type: none">- Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>1. Reflective Questions. Allow students to answer and discuss.</p> <ul style="list-style-type: none">- What is the definition of entrepreneurship?- Why are there different types of entrepreneurs?- Who is a social entrepreneur, and what are their goals? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 15	Course Name: Entrepreneurship and Innovation Topic: Entrepreneurial Mindset	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: a. Understand the characteristics of an entrepreneurial mindset b. Learn strategies for cultivating an entrepreneurial mindset c. Discuss the importance of an entrepreneurial mindset in various career paths.
Teaching Aids (if any)	a. Whiteboard b. Power Point Presentations
Teaching Development	Introduction (5 minutes)
Closure	An entrepreneurial mindset is a set of skills, attitudes, and behaviors that enable individuals to identify
Evaluation	1. Reflective Questions. Allow students to answer and discuss. - What is the definition of entrepreneurship? - Why are there different types of entrepreneurs? - Who is a social entrepreneur, and what are their goals? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 16	Course Name: Entrepreneurship and Innovation Topic: Funding Options for Startups	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: a. Understand the various funding options available for startups b. Discuss the pros and cons of each funding option c. Learn how to choose the right funding option for a startup.
Teaching Aids (if any)	a. Whiteboard b. Power Point Presentations
Teaching Development	<ol style="list-style-type: none">1. Introduction (5 minutes)2. Access to funding is a critical factor for the success and growth of startups. In this lesson, we will explore3. the different funding options available to startups, including bootstrapping, angel investment, venture capital, and crowdfunding. We will also discuss the factors to consider when choosing a funding option.5. Key Points (30 minutes)6. Bootstrapping: Using personal savings or revenue to fund the business7. Angel Investment: Funding from wealthy individuals who invest in early-stage startups8. Venture Capital: Funding from professional investors who invest in high-growth startups9. Crowdfunding: Raising funds from a large number of people through online platforms10. Factors to Consider: Stage of the startup, funding needs, and control over the business11. Resources12. Startup Funding: A Guide to Funding Options for Entrepreneurs13. Funding Options for Startups: Which One is Right for You?14. YouTube Video15. Startup Funding Options Explained16. Quiz Questions17. What is the main advantage of bootstrapping as a funding option for startups?18. Name one disadvantage of seeking venture capital funding.<ul style="list-style-type: none">- True or false: Startups should always choose the option that provides the most funding.
Closure	<ol style="list-style-type: none">Summarize the Lesson Learning Outcomes and get affirmation from students on these.<ul style="list-style-type: none">- Briefly review the definition of entrepreneurship and the



	<p>different types of entrepreneurs.</p> <p>2. Suggested Reading</p> <ul style="list-style-type: none">- Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<p>1. Reflective Questions. Allow students to answer and discuss.</p> <ul style="list-style-type: none">- What is the definition of entrepreneurship?- Why are there different types of entrepreneurs?- Who is a social entrepreneur, and what are their goals? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>



Lesson Plan No. 17	Course Name: Entrepreneurship and Innovation Topic: Sole Proprietorship	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> Define sole proprietorship. Analyze the features, merits, and demerits of sole proprietorship. Evaluate its suitability for different business scenarios.
Teaching Aids (if any)	<ol style="list-style-type: none"> Whiteboard Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes): Introduce sole proprietorship as the simplest form of business ownership, highlighting its characteristics. Main Points (30 minutes): Features of Sole Proprietorship: Discuss ownership, control, and decision-making processes. Merits: Highlight advantages such as ease of formation, complete control, and tax benefits. Demerits: Discuss disadvantages including unlimited liability and limited capital. URLs for Reference: Industrial Ownership Overview YouTube Video Reference: Sole Proprietorship Explained Quiz Questions: What is a sole proprietorship? List two advantages of a sole proprietorship. <ul style="list-style-type: none"> What is a significant disadvantage of this ownership form?
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation from students on these. <ul style="list-style-type: none"> Briefly review the definition of entrepreneurship and the different types of entrepreneurs. Suggested Reading <ul style="list-style-type: none"> Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013 <p>Spend 5 minutes to wrap up and consolidate the learning's</p>
Evaluation	<ol style="list-style-type: none"> Reflective Questions. Allow students to answer and discuss. <ul style="list-style-type: none"> What is the definition of entrepreneurship? Why are there different types of entrepreneurs? Who is a social entrepreneur, and what are their goals?



Model Institute of Engineering & Technology (Autonomous) Lesson Plan

Kot Bhalwal, Jammu



Spend 5 minutes to evaluate student assimilation of the lesson contents





Lesson Plan No. 18	Course Name: Entrepreneurship and Innovation Topic: Partnership	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: a. Define partnership and its types. b. Analyze the features, merits, and demerits of partnerships. c. Discuss the importance of partnership agreements.
Teaching Aids (if any)	a. Whiteboard b. Power Point Presentations
Teaching Development	Introduction (5 minutes):
Closure	Introduce the concept of partnership, emphasizing collaboration in business.
Evaluation	1. Reflective Questions. Allow students to answer and discuss. - What is the definition of entrepreneurship? - Why are there different types of entrepreneurs? - Who is a social entrepreneur, and what are their goals? Spend 5 minutes to evaluate student assimilation of the lesson contents



Lesson Plan No. 19	Course Name: Entrepreneurship and Innovation Topic: Joint Stock Company	Course No.: BBALLB-405
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Objectives	At the end of the lesson the student shall be able to: <ol style="list-style-type: none"> What are the two main types of partnerships? What is a key advantage of forming a partnership? How can a partnership agreement benefit the partners?
Teaching Aids (if any)	<ol style="list-style-type: none"> Whiteboard Power Point Presentations
Teaching Development	<ol style="list-style-type: none"> Introduction (5 minutes) <ul style="list-style-type: none"> Ask questions. To define entrepreneurship and give examples of successful entrepreneurs? Introduce the topic of different types of entrepreneurs. Explain the importance of understanding different entrepreneurial profiles. Development (30 minutes) <ol style="list-style-type: none"> Introduce the following main types of entrepreneurs: <ul style="list-style-type: none"> Small Business Entrepreneur: Focuses on creating and running a small business to meet local needs. Scalable Startup Entrepreneur: Aims to build a high-growth business with the potential for rapid expansion. Social Entrepreneur: Creates businesses to address social and environmental issues. Large Company Entrepreneur: Works within a large corporation to innovate and create new products or services. Explain the characteristics, motivations, and challenges faced by each type of entrepreneur. Case of company: Phool How Amul gave employment to rural women? Exercise (5 minutes) – <ul style="list-style-type: none"> One minute paper
Closure	<ol style="list-style-type: none"> Summarize the Lesson Learning Outcomes and get affirmation from students on these. <ul style="list-style-type: none"> Briefly review the definition of entrepreneurship and the different types of entrepreneurs. Suggested Reading <ul style="list-style-type: none"> Book: Fundamentals of Entrepreneurship, H. Nandan, Prentice Hall India , Edition 3, 2013



	Spend 5 minutes to wrap up and consolidate the learning's
Evaluation	<ol style="list-style-type: none">1. Reflective Questions. Allow students to answer and discuss.<ul style="list-style-type: none">- What is the definition of entrepreneurship?- Why are there different types of entrepreneurs?- Who is a social entrepreneur, and what are their goals? <p>Spend 5 minutes to evaluate student assimilation of the lesson contents</p>