

MID-WESTERN UNIVERSITY, FACULTY OF MANAGEMENT
BACHELOR IN BUSINESS ADMINISTRATION (BBA), SYLLABUS 2072 (2016)

Course Title		Entrepreneurship Development
Course Code Number		MGT 363
Year/Semester		III/VI
Credit Hours		03
Course Objectives:		
Main Objective		This course aims to develop knowledge and wisdom about creating an entrepreneurial business. The course focuses on opportunity recognition, assembly of the financial and human resources needed to develop the idea, and launching the new venture. This course focuses on entrepreneurs, business plans and also assists in exploring businesses that are appropriate for venture capital investors.
Enabling Objectives		<p>After the completion of all the learning units of the course, participants will be able to:</p> <ol style="list-style-type: none"> 1. Explain the nature of entrepreneurship as a method of business ownership 2. Explore the characteristics of an entrepreneur 3. Examine the advantages and disadvantages of entrepreneurship as a career choice 4. Provide understanding of entrepreneurship that is, initiating an innovative new business venture and developing it into a self-sustaining and profitable enterprise. 5. Provide the practical knowledge for the preparation of drafts of business plans for the development of new products, processes and services and for the financing of new enterprises.
Learning Unit (LU)	Learning Hours (LH)	Contents
LU 1	LH 4	<p>Entrepreneurship General Concept: Definition, Characteristics of Entrepreneur, Theory of Entrepreneurship, Types of Entrepreneurship, Role and Importance of Entrepreneurship in Economic Growth</p> <p>Entrepreneur- Qualities of Successful Entrepreneur, Entrepreneur and Leadership, Entrepreneur and Risk Taking Capacity, Culture, Ethics and Social Responsibilities of Entrepreneur</p>
LU 2	LH 6	<p>Promotion of Venture: Search for Business Ideas , Opportunities Analysis, Environmental Analysis, Business Selection, Legal Requirements for Establishment of a New Unit and Raising</p>

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		Fund, Source of Venture, Capital and Capital Structure Decision.
LU 3	LH 10	Small Scale Industries Concept of Self-Employment, Small Scale Industries and Cottage Industries, Legal and Statutory Environment in Setting of a Small Industry, Steps in Starting a Small Scale Industry, General Problem of Small Scale Industries in Nepal. Government Efforts to Improve Present Position of Small Scale and Cottage Industry in Nepal. Roles of Related Financial Institutions in Nepal to Promote Small Scale Industries.
LU 4	LH 6	Entrepreneurship and Management Project, Entrepreneurship and Management, Training and Development Programs, Evaluation of Entrepreneurship, Development of Support System, Setting Quality Standards, Incentives and Subsidies
LU 5	LH 6	Business Plan Introduction, Scope and Importance, Steps in Making Business Plan (Market Plan, Production and Operational Plan, Organizational Plan and Financial Plan).
LU 6	LH 8	Entrepreneurs Women Entrepreneurs: Challenge to women Entrepreneurs, Achievement of Women Entrepreneurs, Roles Models of Women Entrepreneurs. Theories of Entrepreneurs: Innovation Theory, Theory of High Achievement, X- Efficiency Theory, Theory of Profit and Theory of Social Change.
LU 7	LH 8	Social Networks For Entrepreneurship Biznik, Confound, Dreamstake, Entrepreneur Connect, Focus, Go Big Network, Linkedin, Partnerurp, Perfect Business and Ryze.
References		<ol style="list-style-type: none"> 1. Biswa Maskey and Narayan Manandhar, Small and Medium Enterprise Development in Nepal, 2001 2. Agrawal, G.R., Entrepreneurship and Small Business Management in Nepal, M.K. Publisher, Kathmandu, 2005 3. Baker Ibrahim and Willard H. Ellis (1990), Entrepreneurship and Small Business Organization, USA: Kedall / Hund Publishing Co. 4. Hisrich, Robert and Peters, Michael, (2002), Entrepreneurship, 5th Edition, McGraw Hill Education 5. Kaulgud, Aruna (2003), Entrepreneurship Management, Vikas Publishing House, Delhi

Net Contact Hour is 48 excluding the exams and tests.

Evaluation Module: 50 percent will be assessed through the internal evaluation and 50 percent will be assessed through end semester examination