



G.PULLAIAH COLLEGE OF ENGINEERING AND TECHNOLOGY::KURNOOL
(AUTONOMOUS)
ACCREDITED BY NAAC 'A' GRADE OF UGC AND NBA OF AICTE
DEPARTMENT OF MANAGEMENT STUDIES

DATE: 08-04-2021

To
The Principal,
GPCET,
Kurnool.

Sir,

Sub: Approval of ADD-ON course for II-Year MBA Students-Regard

The department of MBA requests you to accept the proposal for conducting ADD-ON Course on "ENTREPRENEURSHIP DEVELOPMENT PROGRAM" for the odd semester of II-Year, II-Semester MBA Students scheduled for the duration of 40 classes. Kindly accept the proposal.

Thanking you sir,

Yours Sincerely

HOD-MBA

Edinix
PRINCIPAL

G.Pullaiah College of Engg & Tech.
Nandikotkur Road, VENKAYAPALLI
KURNOOL-518 452 (A.P)



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Department Circular –ADD-ON Course

DATE: 08-04-2021

The MBA IV-Semester Students are informed to enroll their names for the ADD-ON Course on "ENTREPRENEURSHIP DEVELOPMENT PROGRAM" with their respective class-in-charge on or before 19-04-2021. The course commences from 19th April and the duration of the course is 40 classes. The course is conducted from 4.00 PM to 5.00 PM regularly.

The bus facility is made available soon after the class work.

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**G. PULLAIAH COLLEGE OF
ENGINEERING AND TECHNOLOGY
(AUTONOMOUS)**

Department of Management Studies

ADD ON COURSE



Topic: ENTREPRENEURSHIP DEVELOPMENT
Target Audience: II-Year MBA Students
Total Course Duration: 40 Hrs
**Selection Procedure: Registration on First
come First serve basis**

FREE

**Register
Now**

Date of commencement of the course: 19 April, 2021.

End of Course: 28 June, 2021.

Exam Date: 29 June, 2021.



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DEPARTMENT OF MANAGEMENT STUDIES

ENTREPRENEURSHIP DEVELOPMENT PROGRAM

SYLLABUS

Unit- I: Introduction to Entrepreneurship

Concept, Meaning of Entrepreneur and Entrepreneurship, Functions, Present Scenario, Importance, Need & Practice, Entrepreneurship Development Process, Approaches for Entrepreneurship Development, Personality Traits of an Entrepreneur.

Unit- II: Entrepreneurial Support Ecosystem

MoMSME, NSIC, NSTEDB, EDII, NRDCI, DIC, SFC, SIDC, SIADB. Other institutions: TCO, NGOs, Business Incubators, Accelerators, Venture Capitalists, Angel Investors, Impact Investors, Government Schemes and Programs.

Unit- III: How to identify Business Opportunity and IPRs

How to Identify Business Opportunities: Environment Scanning, Business opportunity Identification: Sources of Information, Technology Sourcing: Support available from R & D Institutions, Promoting Innovative Ventures: Role of IPRs, Pattern, Copy Rights, Trade Mark and Industrial Management.

Unit- IV: Planning & Start-up Creation

The concept of Project Planning, Feasibility Studies, Business Plan, Writing a Business Plan, Marketing, Advertising, Branding, Financing, Legal Structures for Start-up Registration, and Ethical Considerations in Entrepreneurship, Challenges of Entrepreneurs.

Unit- V: Sectoral Opportunities in Entrepreneurship

Technology Entrepreneurship, Social Entrepreneurship, Agriculture Entrepreneurship, Women Entrepreneurship, Rural Entrepreneurship, Eco-Entrepreneurship, Tourism Entrepreneurship & Case studies.



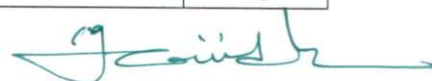
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ENTREPRENEURSHIP DEVELOPMENT SESSIONS

S.No	Topic	No. of Hours
1.	Concept, Meaning of Entrepreneur and Entrepreneurship, Functions,	1
2.	Present Scenario, Importance, Need & Practice,	2
3.	Entrepreneurship Development Process, Approaches for,	1
4.	Personality Traits of an Entrepreneur	2
5.	MoMSME, NSIC, NSTEDB, EDII, NRDCI, DIC, SFC, SIDC, SIADB.	2
6.	TCO, NGOs, Business Incubators, Accelerators,	2
7.	Venture Capitalists, Angel Investors, Impact Investors,	1
8.	Government Schemes and Programs	2
9.	How to Identify Business Opportunities: Environment Scanning,	2
10.	Sources of Information, Technology Sourcing: Support available from R & D Institutions, Promoting Innovative Ventures,	2
11.	Role of IPRs, Patent, Copy Rights, Trade Mark and Industrial Management.	2
12.	The concept of Project Planning, Feasibility Studies,	2
13.	Business Plan, Writing a Business Plan,	2
14.	Marketing, Branding, Financing, Legal Structures for Start-up Registration,	2
15.	Ethical Considerations in Entrepreneurship, Challenges of Entrepreneurs.	2
16.	Technology Entrepreneurship,	2
17.	Social Entrepreneurship,	2
18.	Agriculture Entrepreneurship,	2
19.	Women Entrepreneurship,	3
20.	Rural Entrepreneurship,	2
21.	Eco-Entrepreneurship,	1
22.	Tourism Entrepreneurship & Case studies.	1
TOTAL		40

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ENTREPRENEURSHIP DEVELOPMENT PROGRAM
List of Students enrolled for the course

Program Name	Name of the Student	Student Roll Number	Academic Year of Enrolment
MBA	19AT1E0001	S Abdul Imran	2020-2021
MBA	19AT1E0002	P. Ramapriyadarshini	2020-2021
MBA	19AT1E0003	S Afreen	2020-2021
MBA	19AT1E0004	Shaik Ameer Basha	2020-2021
MBA	19AT1E0006	N Aparna	2020-2021
MBA	19AT1E0007	Shaik Aqhlak Basha	2020-2021
MBA	19AT1E0008	Ch. Ashok	2020-2021
MBA	19AT1E0009	J.Ashok Reddy	2020-2021
MBA	19AT1E0010	Shaik Asma Farid	2020-2021
MBA	19AT1E0011	R Ayesha Almas	2020-2021
MBA	19AT1E0012	Rampeta Ayesha Parveen	2020-2021
MBA	19AT1E0013	Tiriviri Balasai	2020-2021
MBA	19AT1E0014	C Bhavana	2020-2021
MBA	19AT1E0015	P. Chamundeshwari	2020-2021
MBA	19AT1E0016	G Chandana	2020-2021
MBA	19AT1E0017	G Chandra Kishore Babu	2020-2021
MBA	19AT1E0018	Kotike Chandra Sekhar	2020-2021
MBA	19AT1E0019	M Chinna Mastan	2020-2021
MBA	19AT1E0021	C.Devisree	2020-2021
MBA	19AT1E0022	C Dharani	2020-2021
MBA	19AT1E0023	M. Gayathri	2020-2021
MBA	19AT1E0024	Shaik.Gousiabi	2020-2021
MBA	19AT1E0025	Pasupula Govardhini	2020-2021
MBA	19AT1E0026	B.Haripriya	2020-2021
MBA	19AT1E0027	G.Harshitha	2020-2021
MBA	19AT1E0028	S Hemanth Kumar	2020-2021
MBA	19AT1E0029	G.Indupriya	2020-2021
MBA	19AT1E0030	Juwariya Khan	2020-2021
MBA	19AT1E0031	S. Jaya Lakshmi	2020-2021
MBA	19AT1E0032	Lagiseti Kalyan Kumar	2020-2021
MBA	19AT1E0033	Gowli Karthik	2020-2021
MBA	19AT1E0034	E Kavitha Goud	2020-2021
MBA	19AT1E0035	T.Keerthi	2020-2021
MBA	19AT1E0036	C.Kiran Kumar	2020-2021
MBA	19AT1E0037	M.V. Koulini Devi	2020-2021
MBA	19AT1E0038	Boya Krishnaveni	2020-2021
MBA	18AT1E0039	C Lakshmi Devi	2020-2021
MBA	19AT1E0040	Shaik . Mahaboob	2020-2021
MBA	19AT1E0041	C Mahesh	2020-2021
MBA	19AT1E0042	M.Mamatha	2020-2021
MBA	19AT1E0043	Gondi Manohar	2020-2021
MBA	19AT1E0044	Kaipa Maruthesh Reddy	2020-2021

MBA	19AT1E0045	B.Mounika	2020-2021
MBA	19AT1E0046	Paramaturi Mounika	2020-2021
MBA	19AT1E0047	P. Mukesh Babu	2020-2021
MBA	19AT1E0049	E. Narahari	2020-2021
MBA	19AT1E0050	Eerapogu Pavan Kumar	2020-2021
MBA	19AT1E0051	Karmuru Poojitha	2020-2021
MBA	19AT1E0052	C. Poornima	2020-2021
MBA	19AT1E0053	Sidige Prabhakar	2020-2021
MBA	19AT1E0054	Katepogu Prashanth Kumar	2020-2021
MBA	19AT1E0055	Repalle Pratap Reddy	2020-2021
MBA	19AT1E0056	T. Praveen Kumar	2020-2021
MBA	19AT1E0057	Boya Radha	2020-2021
MBA	19AT1E0058	K Rafi	2020-2021
MBA	19AT1E0059	Raghavendra S	2020-2021
MBA	19AT1E0060	V Rakesh Kumar Reddy	2020-2021
MBA	19AT1E0061	Pasupula Rama	2020-2021
MBA	19AT1E0062	B Ramakrishnan	2020-2021
MBA	19AT1E0063	E Ramesh Goud	2020-2021
MBA	19AT1E0064	Thantravahi Ramyasree	2020-2021
MBA	19AT1E0065	D.Renuka	2020-2021
MBA	19AT1E0066	Venna Renuka Devi	2020-2021
MBA	19AT1E0067	K.Sai Bharghav	2020-2021
MBA	19AT1E0069	Bangi Sai Sravani	2020-2021
MBA	19AT1E0070	P.Sandeep	2020-2021
MBA	19AT1E0071	Sarita Sahoo	2020-2021
MBA	19AT1E0072	Shaik Shagufta Shahwar	2020-2021
MBA	19AT1E0073	S.Shaiksha Vali	2020-2021
MBA	19at1e0074	Shaik Shaista Faraz	2020-2021
MBA	19AT1E0075	Sangala Sharnitha	2020-2021
MBA	19AT1E0076	K.Shiva Ram	2020-2021
MBA	19AT1E0077	B Shyamala Reddy	2020-2021
MBA	19AT1E0078	Shaik Simran Sulthana	2020-2021
MBA	19AT1E0079	Syed Sohail Aqtar	2020-2021
MBA	19AT1E0080	Sravani Gandla	2020-2021
MBA	19AT1E0081	P Sreepathi Acharyulu	2020-2021
MBA	19AT1E0082	Chilukala Srividya	2020-2021
MBA	19AT1E0083	M.C.Suryapriya	2020-2021
MBA	19AT1E0084	M.Swaroopa Rani	2020-2021
MBA	19AT1E0085	Gaddale Swetha	2020-2021
MBA	19AT1E0086	Pinjari Syed Hussain	2020-2021
MBA	19AT1E0087	Shaik Tehsin	2020-2021
MBA	19AT1E0088	K. Tejaswini	2020-2021
MBA	19AT1E0090	K.Vani	2020-2021
MBA	19AT1E0091	Chakali Venkat Shiva	2020-2021
MBA	19AT1E0092	Boya Venugopal	2020-2021
MBA	19AT1E0093	Vydehi	2020-2021
MBA	19AT1E0094	Batchu Vyshnavi	2020-2021
MBA	19AT1E0095	Shaik Abdulhaq	2020-2021
MBA	19AT1E0097	Kuruva Bharathi	2020-2021
MBA	19AT1E0098	Divyanjali Nallamothu	2020-2021

Instructor Signature



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ENTREPRENEURSHIP DEVELOPMENT
ASSESSMENT TEST

1. The term Entrepreneur came from
 - a) Latin
 - b) French
 - c) English
 - d) None of the given
2. ----- viewed the entrepreneur as a risk taker
 - a) Richard Cantillon
 - b) Edward Hariman
 - c) Eli Whitney
 - d) Thomas Edison
3. A Business where an individual is both the owner and conductor of the business affairs
 - a) Proprietorship[p
 - b) Partnership
 - c) Corporation
 - d) None of the given
4. An Entrepreneurs Primary motivation for starting business is
 - a) To make Money
 - b) To be Independent
 - c) To be Famous
 - d) To be Powerful
5. To be successful entrepreneurial venture, you need?
 - a) Money
 - b) Hard work
 - c) Luck
 - d) Good Idea
6. Which of the following is not belongs to entrepreneurship
 - a) Innovative
 - b) Imitative
 - C) Fabian
 - d) Drone
7. Who is the Decision maker in the business?
 - a) Entrepreneur
 - b) Manager
 - c) Employee
 - d) None of the given
8. Entrepreneurship is an advantage to the?
 - a) Individual
 - b) Nation
 - c) Both
 - d) None of the given

9. India's leading business sector in employment, turnover and exports?
 - a) Small Scale Industry
 - b) Medium Scale
 - c) Large Scale Industry
 - d) None of the given
10. Corporate Social Responsibility leads towards?
 - a) Customer
 - b) Government
 - c) Employee
 - d) All of the given
11. The initial investment supply by the entrepreneur to start a venture is called
 - (a) Seed Capital
 - (b) Debt Capital
 - (c) Venture Capital
 - (d) None
12. Which of the following relates to 'Angel Investment'?
 - (a) Corporate Angel
 - (b) Professional Angel
 - (c) Enthusiastic Angel
 - (d) All
13. Record Keeping helps the entrepreneurs in maintain?
 - (a) General Account Books
 - (b) Bank Records
 - (c) E-Mails of Finance
 - (d) All
14. Which of the following is a source of Recruitment?
 - (a) Campus Recruitment
 - (b) Consultancies
 - (c) Data Banks
 - (d) All
15. What makes employee to motivate?
 - (a) Salary & Perks
 - (b) Company Name
 - (c) Superior & Subordinates
 - (d) Job Itself
16. The Commercial transactions through electronic medium?
 - (a) E-Commerce
 - (b) Internet Advertising
 - (c) Online Business
 - (d) None
17. Joint Venture is created in association with
 - (a) 1 company
 - (b) 2 companies
 - (c) 2 or more
 - (d) Many more
18. The Franchising follows with building?
 - (a) Chain Stores
 - (b) Retail Stores
 - (c) Super Market
 - (d) None

19. During Public Issues company will sell their
 - (a) Securities
 - (b) Bonds, warrants & capital notes
 - (c) All
 - (d) None
20. Identify that Factors affecting plant location.
 - (a) Market
 - (b) Raw Material
 - (c) Labour
 - (d) All
21. The process of Entrepreneurship is divided into two parts & they are
 - (a) Idea Generation and Feasibility study
 - (b) Innovation generation and Distribution Channel
 - (c) Creativity and Development
 - (d) Profit and Economic Development.
22. The idea generation process of entrepreneurship are
 - (a) Germination
 - (b) Preparation
 - (c) Incubation
 - (d) All of these
23. The feasibility study process of entrepreneurship are
 - (a) Illumination
 - (b) Verification
 - (c) Both (a) & (b)
 - (d) None of these
24. The application for registration of a small scale unit should be submitted to
 - (a) General Manager, DIC
 - (b) Director, DIC
 - (c) General Manager, NSIC
 - (d) Director, NSIC
25. "Think big, Think fast, Think Ahead. Ideas are no one's monopoly" is given by
 - (a) Azim Premjee
 - (b) Mukesh Ambani
 - (c) Vijay Mallya
 - (d) Dhirajlal Hirachand Ambani

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ENTREPRENEURSHIP DEVELOPMENT
List of Students qualified in the assessment test

S.No	Name of the Student	Student Roll Number	Marks (50)
1	19AT1E0001	S Abdul Imran	45
2	19AT1E0002	P. Ramapriyadarshini	47
3	19AT1E0003	S Afreen	48
4	19AT1E0004	Shaik Ameer Basha	44
5	19AT1E0006	N Aparna	45
6	19AT1E0007	Shaik Aqhlak Basha	36
7	19AT1E0008	Ch. Ashok	37
8	19AT1E0009	J.Ashok Reddy	31
9	19AT1E0010	Shaik Asma Farid	44
10	19AT1E0011	R Ayesha Almas	43
11	19AT1E0012	Rampeta Ayesha Parveen	46
12	19AT1E0013	Tiriviri Balasai	47
13	19AT1E0014	C Bhavana	45
14	19AT1E0015	P. Chamundeshwari	47
15	19AT1E0016	G Chandana	42
16	19AT1E0017	G Chandra Kishore Babu	44
17	19AT1E0018	Kotike Chandra Sekhar	45
18	19AT1E0019	M Chinna Mastan	36
19	19AT1E0021	C.Devisree	22
20	19AT1E0022	C Dharani	37
21	19AT1E0023	M. Gayathri	44
22	19AT1E0024	Shaik.Gousiabi	43
23	19AT1E0025	Pasupula Govardhini	46
24	19AT1E0026	B.Haripriya	47
25	19AT1E0027	G.Harshitha	45
26	19AT1E0028	S Hemanth Kumar	36
27	19AT1E0029	G.Indupriya	35
28	19AT1E0030	Juwariya Khan	37
29	19AT1E0031	S. Jaya Lakshmi	44
30	19AT1E0032	Lagiseti Kalyan Kumar	43
31	19AT1E0033	Gowli Karthik	46
32	19AT1E0034	E Kavitha Goud	47
33	19AT1E0035	T.Keerthi	45
34	19AT1E0036	C.Kiran Kumar	47
35	19AT1E0037	M.V. Koulini Devi	33
36	19AT1E0038	Boya Krishnaveni	44
37	18AT1E0039	C Lakshmi Devi	46
38	19AT1E0040	Shaik . Mahaboob	47
39	19AT1E0041	C Mahesh	45
40	19AT1E0042	M.Mamatha	23
41	19AT1E0043	Gondi Manohar	45
42	19AT1E0044	Kaipa Maruthesh Reddy	47
43	19AT1E0045	B.Mounika	44

44	19AT1E0046	Paramaturi Mounika	45
45	19AT1E0047	P. Mukesh Babu	48
46	19AT1E0049	E. Narahari	45
47	19AT1E0050	Eerapogu Pavan Kumar	47
48	19AT1E0051	Karmuru Poojitha	44
49	19AT1E0052	C. Poornima	47
50	19AT1E0053	Sidige Prabhakar	45
51	19AT1E0054	Katepogu Prashanth Kumar	36
52	19AT1E0055	Repalle Pratap Reddy	35
53	19AT1E0056	T. Praveen Kumar	37
54	19AT1E0057	Boya Radha	44
55	19AT1E0058	K Rafi	43
56	19AT1E0059	Raghavendra S	46
57	19AT1E0060	V Rakesh Kumar Reddy	47
58	19AT1E0061	Pasupula Rama	45
59	19AT1E0062	B Ramakrishnan	36
60	19AT1E0063	E Ramesh Goud	35
61	19AT1E0064	Thantravahi Ramyasree	31
62	19AT1E0065	D.Renuka	44
63	19AT1E0066	Venna Renuka Devi	45
64	19AT1E0067	K.Sai Bharghav	36
65	19AT1E0069	Bangi Sai Sravani	24
66	19AT1E0070	P.Sandeep	37
67	19AT1E0071	Sarita Sahoo	44
68	19AT1E0072	Shaik Shagufta Shahwar	43
69	19AT1E0073	S.Shaiksha Vali	46
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74	19AT1E0078	Shaik Simran Sulthana	36
75	19AT1E0079	Syed Sohail Aqtar	35
76	19AT1E0080	Sravani Gandla	31
77	19AT1E0081	P Sreepathi Acharyulu	44
78	19AT1E0082	Chilukala Srividya	43
79	19AT1E0083	M.C.Suryapriya	46
80	19AT1E0084	M.Swaroopo Rani	47
81	19AT1E0085	Gaddale Swetha	45
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84	19AT1E0088	K. Tejaswini	33
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89	19AT1E0094	Batchu Vyshnavi	31
90	19AT1E0095	Shaik Abdulhaq	44
91	19AT1E0097	Kuruva Bharathi	43
92	19AT1E0098	Divyanjali Nallamothu	46

Instructor Signature



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