

**Department of Applied Sciences & Humanities**  
**Govt. Polytechnic for Women Rehan**  
**Distt. – Kangra (H.P.) - 176022**



**LESSON PLAN**

Program Name	Civil Engineering
Subject Name	Entrepreneurship and Start-ups
Subject Code	HS302
Semester	6 <sup>th</sup>
Subject Teacher Name	Virender Singh

**Evaluation Scheme**

Sr. No.	Subject Name	Study scheme (Hrs/Week)		Marks in Evaluation Scheme					
				Internal Assessment			External Assessment		
				Th	DCS	Th	Pr	Total	Th
1.	Entrepreneurship and Start-ups	4		40	-	40	60	-	60
Reference Books		(i) The Start up Owner's Manual: The Step-by-Step Guide for Building a Great Company Steve Blank and Bob Dorf K & S (ii) Demand: Creating What People Love Before They Know They Want It Adrian J. Slywotzky With Karl Weber							

**Course Outcomes (COs)**

CO – 1	Understanding the dynamic role of entrepreneurship and small businesses
CO – 2	Organizing and Managing a Small Business
CO – 3	Financial Planning and Control ,Forms of Ownership for Small Business
CO – 4	Strategic Marketing Planning , New Product or Service Development , Business Plan Creation

**Teaching Plan**

	Name of Topic	Proposed Date	Actual Date	Remarks
UNIT-1	– Introduction to Entrepreneurship and Start-Ups	28/01/26 29/01/26		
	Definitions, Traits of an entrepreneur	30/01/26 31/01/26		
	Intrapreneurship	4/02/26		
	Motivation.	5/02/26		
	Business Structures,	6/02/26		
	Types of Business Structures,	7/02/26 11/02/26		
UNIT 2	Similarities/differences between entrepreneurs and managers.	12/02/26 13/02/26		
	Business Ideas and their	18/02/26		

	implementation	19/02/26		
	Discovering ideas and visualizing the business	20/02/26 21/02/26		
	Activity map, Business Plan	25/02/26 26/02/26		
<b>UNIT - 3</b>	Idea to Start-up	27/02/26		
	Market Analysis–	28/02/26 5/03/26		
	Identifying the target market	6/03/26		
	Competition evaluation and	7/03/26		
	Strategy Development	11/03/26		
	Marketing	12/03/26		
	accounting,	13/03/26		
	Risk analysis	18/03/26		
<b>UNIT- 4</b>	–Management	19/03/26		
	Company’s Organization	20/03/26		
	Organization Structure,	25/03/26		
	Recruitment	27/03/26		
	management of talent	28/03/26		
	Financial organization	1/04/26		
	Financial management	2/04/26		
<b>UNIT -5</b>	-Financing	4/04/26		
	Protection of Ideas	8/04/26		
	Financing	9/04/26		
	Financing methods	10/04/26		
	Methods for start-ups in India	16/04/26		
<b>UNIT -6</b>	potential investors	17/04/26		
	Communication of Ideas to potential investors–	18/04/26		
	Investor Pitch	22/04/26		
	Exit strategies for entrepreneurs	23/04/26		
	bankruptcy	24/4/26		
	succession strategy.	25/04/26		
	harvesting strategy.	29/04/26		
	Revision of important topics	30/04/26		
		02/05/26		
		6/05/26		
		7/05/26		
		8/05/26		
		14/05/26		
		15/05/26		

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**Assignments**

		16/05/26		
		20/5/26		
		21/5/26		
		22/05/26		
		23/5/26		


Assignment No	Contents of Syllabus Covered	Proposed Date	Actual Date	Remarks
A-1	Unit-1 ,2,3	20/03/2026		
A-2	Unit-4,5,6	29/04/2026		

**House Test/Class Test**

Name of test	Syllabus for Tests	Proposed Date	Actual Date	Remarks
Class Test -1	Unit-1 13/3/26	As per HPTSB Academic Schedule		
Class Test -2	Unit-2 10/4/26			
House Test - 1	Unit-1, Unit-2 and Unit-3			

  
(Signature of Teacher)  
Virender Singh  
Lecturer English

  
(Signature of HOD)

Approved  
  
Principal  
Govt. Polytechnic for Women  
Rehan Distt. Kangra (H.P.)