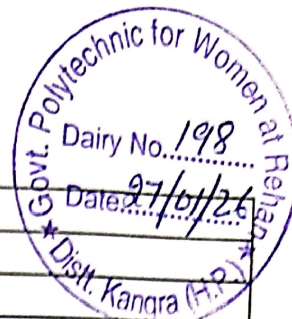


Department of Applied Sciences & Humanities
 Distt. - Kangra (H.P.) - 176022
 Govt. Polytechnic for Women Rohan
LESSON PLAN



Program Name	Computer Engineering
Subject Name	Entrepreneurship and Start-ups
Subject Code	HS302
Semester	6 th
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		(iv) The Start up Owner's Manual: The Step-by-Step Guide for Building a Great Company Steve Blank and Bob Dorf K & S (v) 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 02/02/26		
	Intrapreneurship	04/02/26 05/02/26		
	Motivation.	06/02/26 9/02/26		
	Business Structures,	11/02/26 12/02/26		
	Types of Business Structures,	13/02/26 16/02/26		
UNIT 2	Similarities/differences between entrepreneurs and managers.	18/02/26 19/02/26		
	Business Ideas and their implementation	20/02/26 23/02/26		
	Discovering ideas and	25/02/26		

UNIT - 3	Activity map, Business Plan	27/02/26 02/03/26	
UNIT - 4	Idea to Start-up	5/03/26 6/03/26	
	Market Analysis–	9/03/26 11/03/26	
	Identifying the target market	12/03/26	
	Competition evaluation and	13/03/26	
	Strategy Development	16/03/26	
	Marketing	18/03/26	
	accounting,	19/03/26	
	Risk analysis	20/03/26	
	–Management	23/03/26	
	Company’s Organization	25/03/26	
	Organization Structure,	27/03/26	
	Recruitment	30/03/26	
	management of talent	01/04/26	
	Financial organization	02/04/26	
Financial management	6/04/26		
-Financing	8/04/26		
Protection of Ideas	9/04/26		
Financing	10/04/26		
Financing methods	13/04/26		
Methods for start-ups in	16/04/26		
India			
potential investors	17/04/26		
Communication of Ideas to	20/04/26		
potential investors–			
Investor Pitch	22/04/26		
Exit strategies for	23/04/26		
entrepreneurs			
bankruptcy	24/04/26		
succession strategy.	27/04/26		
harvesting strategy.	29/04/26		
Revision of important	30/04/26		
topics	4/05/26		
	6/05/26		
	7/05/26		
	8/05/26		
	14/05/26		
	15/05/26		
	18/05/26		
	20/05/26		


		21/5/26	
		22/5/26	
		25/5/26	


Assignments


Assignment No	Contents of Syllabus Covered	Proposed Date	Actual Date	Remarks
A-1	Unit-1	11/03/2026		
A-2	Unit-2	10/04/2026		
A-3	Unit-3	07/05/2026		

House Test/Class Test

Name of test	Syllabus for Tests	Proposed Date	Actual Date	Remarks
Class Test -1	Unit-1 12/3/26	As per HPTSB Academic Schedule		
Class Test -2	Unit-2 13/4/26			
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.)