LESSON PLAN

(Academic Session: Jan.-June, 2026)

Program Name	Computer Engineering Engineering
Course Title	Entrepreneurship and Start-ups
Course Code	HS302
Semester	6th
Course Teacher Name	Sunaina Stan

Evaluation Scheme

Sr. N o.	Subject Code	Su bje ct	Study Scheme			Tota l Stud y Hou rs	Cred its	Evaluation Scheme							Tota l Mar ks
								Internal Assessment			External Assessment				
			T h	P r	DC S			T h	P r	Tot al	T h	Hr s	P r	Hr s	Tot al
1	HS302	E & S	4	-	-	4	4	4 0	-	40	6 0	3			100	100

References Books

- Entrepreneurship Development – S.S. Khanka
- Generic Skills and Entrepreneuship Development -A.K. Gupta
- Innovation and Entrepreneurship – Peter F. Drucker
- Start-Up Nation: The Story of Israel's Economic Miracle – Dan Senor and Saul Singer
- Generic Skills and Entrepreneuship Development -Yogesh Chabra

Course Outcomes (Cos)

CO-1	Understand the fundamental concepts of entrepreneurship and the startup ecosystem
CO-2	Identify the process of idea generation, business model development, and funding strategies.
CO-3	Develop the ability to create a business plan and pitch it to investors.

Teaching Plan

Period	Unit No.	Topic(s)	Proposed Dates	Actual Date	Remarks
1.		Introduction to Entrepreneurship	27-01-2026		
2.		Introduction to Entrepreneurship	28-01-2026		
3.		Introduction to Entrepreneurship (contd.)	30-01-2026		
4.		Introduction to Entrepreneurship (contd.)	02-02-2026		
5.		Definitions on Entrepreneurship	03-02-2026		
6.		Traits of an entrepreneur	04-02-2026		
7.		Traits of an Intrapreneurship	06-02-2026		
8.		Traits of an Intrapreneurship contd.	09-02-2026		
9.	Unit 1	Traits of Motivation	10-02-2026		
10.		Types of Business Structures	11-02-2026		
11.		Types of Business Structures	13-02-2026		
12.		Types of Business Structures Contd.	16-02-2026		
13.		managers	17-02-2026		
14.		Similarities/differences between entrepreneurs and managers.	18-02-2026		
15.		differences between entrepreneurs and managers.	20-02-2026		
16.		Business Ideas and their implementation	23-02-2026		
17.		Business Ideas and their implementation contd.	24-02-2026		
18.		Discovering ideas and visualizing the business	25-02-2026		
19.	Unit 2	Discovering ideas and visualizing the business	27-02-2026		
20.		Discovering ideas and visualizing the business contd.	02-03-2026		
21.		Activity Plan for Business Ideas	03-03-2026		
22.		Activity Plan for Business Ideas	06-03-2026		
23.		Business Plan	09-03-2026		
24.		Business Plan contd.	10-03-2026		
25.		REVISION	11-03-2026		
26.		Class Test 1	13-03-2026		
27.		Idea to Start-up	16-03-2026		
28.		Market Analysis–Identifying the target market,	17-03-2026		
29.	Unit 3	Competition evaluation and Strategy Development,	18-03-2026		
30.		Competition evaluation and Strategy Development contd.	20-03-2026		
31.		Marketing and accounting,	23-03-2026		
32.		Marketing and accounting contd	24-03-2026		
33.		Risk analysis	25-03-2026		

Period unit No.		Topic (s)	Proposed Dates	Actual Date	Remarks
34.		Risk analysis contd.			
35.		Management	27-03-2026		
36.		Company's Organization Structure,	30-03-2026		
37.		Company's Organization Structure contd.	31-03-2026		
38.		Recruitment and management of talent.	06-04-2026		
39.			07-04-2026		
40.	Unit 4	Recruitment and management of talent contd.	08-04-2026		
			10-04-2026		
41.		Financial organization and management	13-04-2026		
42.		Financial organization and management	17-04-2026		
43.		Financial organization and management contd.	20-04-2026		
44.		**Class Test 2**	21-04-2026		
45.		Financing and Protection of Ideas	23-04-2026		
46.		Financing and Protection of Ideas	24-04-2026		
47.		Financing methods available for start-ups in India	27-04-2026		
48.			28-04-2026		
49.			29-04-2026		
50.	Unit 5		04-05-2026		
51.		Communication of Ideas to potential investors–Investor Pitch	05-05-2026,		
52.		Communication of Ideas to potential investors–Investor Pitch contd.	06-05-2026		
53.		Patenting and Licenses	08-05-2026		
54.			11-05-2026		
55.		Revision for House Test	12-05-2026		
56.		Revision for House Test	13-05-2026		
57.		Exit strategies for entrepreneurs	15-05-2026		
58.		Exit strategies for entrepreneurs	18-05-2026		
59.	Unit 6	bankruptcy	19-05-2026		
60.		succession and harvesting strategy. 8	20-05-2026		
61.			22-05-2026		
62.			25-05-2026		
63.		Revision	26-05-2026		

Home Assignments

Ass. No	Contents of Syllabus Covered	Proposed date	Actual Date	Remarks
1	Unit-1&2	23.02.2025		
2	Unit-3&4	23.03.2025		
3	Unit-5&6	20.04.2025		

Class /House Test

Name of Test	Syllabus Covered in Tests (Unit/Chapter Wise)	Proposed date	Actual Date	Remarks
Class Test-I	Unit-1&2	As per HPTSB Academic Calendar Schedule		
Class Test-II	Unit-3& 4			
House Test	80% of whole syllabus			

Signature of Course Teacher with Name

Sunaina Stan

Approved by
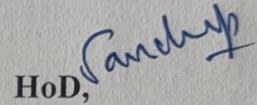
HoD,
Computer Department