

**Panipat Institute of Engineering & Technology**  
**Department of CSE-AI&DS**  
**LESSON PLAN**

**Subject Name: Entrepreneurship and Start-ups**

**Subject Code: HSS-404A**

**Session: Jan-June 2023-24**

**Semester: 8th**

S.No.	Topic	CO Covered	Assignment No	Teaching Methodology
1	Introduction to Entrepreneurship	CO1	A1	Presentations and Class Discussions
2	Meaning and concept of entrepreneurship			Presentations and Class Discussions
3	The history of entrepreneurship development			Presentations and Research Blogs
4	Role of entrepreneurship in economic development		A2	Presentations and Class Discussions
5	Myths about entrepreneurs			Video Presentations
6	Types of entrepreneurs		A3	Presentations and Class Discussions
7	Revision			
8	The skills/ traits required to be an entrepreneur	CO2	A4	Classroom Activity
9	Creative and Design Thinking			Classroom Activity and Presentations
10	The entrepreneurial decision process			Presentations and Discussions
11	Entrepreneurial success stories			Case Study
12	Revision			
13	Crafting business models and Lean Start-ups	CO3	A5	Presentations and Discussions
14	Introduction to business models			Presentations and Discussions
15	Creating value propositions-conventional industry logic, value innovation logic			Presentations and Research Blogs
16	Customer focused innovation			Video Presentations
17	Building and analyzing business models		A6	Presentations and Discussions
18	Business model canvas			Video Presentations
19	Introduction to lean start-ups			Presentations and Research Blogs
20	Business Pitching.			Presentations and Research Blogs
21	Revision			
22	Institutions Supporting Small Business Enterprises	CO4	A7	Presentations and Discussions
23	Central level institutions. State level institutions. Other agencies.		A8	Presentations and Discussions
24	Industry Associations.			Video Presentations

25	Class exercise- discussions on current government schemes supporting entrepreneurship and finding out which scheme will most suit the business plan devised by the student.			Presentations and Discussions
26	Revision			
27	Unit 1- Practicing Sample Questions and Discussion			
28	Unit 2- Practicing Sample Questions and Discussion			
29	Unit 3- Practicing Sample Questions and Discussion			
30	Unit 4- Practicing Sample Questions and Discussion			