

<b>YEAR - II</b>	<b>ENTREPRENEURIAL DEVELOPMENT</b> (offered to Department of Commerce) From 2019 batch onwards	<b>CODE – 19GCM42A</b>
<b>SEMESTER – IV</b>		<b>HOURS / WEEK – 5</b>
<b>GENERIC ELECTIVE-II (A)</b>		<b>CREDIT - 4</b>

**Objective:** To understand and to develop entrepreneurial mindset among student.

**Course Outcomes (CO's):** After completing this course, the student will be able to

CO1: Understand the basic concepts and theories of entrepreneurship.

CO2: Exemplify knowledge on course contents, curriculum and constraints of EDP.

CO3: Conceive business ideas and convert them into business projects.

CO4: Become familiar with institutions support various forms of assistances and subsidies.

CO5: Learn the MSMEs schemes provided to budding entrepreneurs.

Semester	Course Code	Course Title													Hours	Credit
IV	19GCM42A	Entrepreneurial Development													5	4
Course Outcomes (COS)	Programme Outcomes (PO's)					Programme Specific Outcomes (PSO's)								Mean Score Of COS		
	P O 1	P O 2	P O 3	P O 4	P O 5	PS O 1	PS O 2	PS O 3	PS O 4	PS O 5	PS O 6	PS O 7	PS O 8			
CO1	5	5	4	4	5	5	3	5	5	4	3	4	5	4.4		
CO2	4	5	5	5	5	4	5	4	3	5	5	4	3	4.4		
CO3	5	5	5	4	5	3	5	4	3	4	5	4	4	4.3		
CO4	5	5	5	5	5	5	4	5	5	3	3	4	3	4.4		
CO5	5	4	5	5	5	3	5	3	5	3	4	5	3	4.2		
<b>Mean Overall Scores</b>													<b>4.3</b>			

**Result: The Score of this Course is 4.3 (Very High)**

<b>Association</b>	<b>1%-20%</b>	<b>21%-40%</b>	<b>41%-60%</b>	<b>61%-80%</b>	<b>81%-100%</b>
<b>Scale</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Interval</b>	<b>0&lt;=rating&lt;=1</b>	<b>1.1&lt;=rating&lt;=2</b>	<b>2.1&lt;=rating&lt;=3</b>	<b>3.1&lt;=rating&lt;=4</b>	<b>4.1&lt;=rating&lt;=5</b>
<b>Rating</b>	<b>Very Poor</b>	<b>Poor</b>	<b>Moderate</b>	<b>High</b>	<b>Very High</b>

This Course is having **VERY HIGH** association with Programme Outcomes and Programme Specific Outcomes

**Unit -I Introduction (20 Hrs)**

Entrepreneurship: Meaning- Nature-Importance-Theories- Entrepreneur: Meaning- Definition-Characteristics-Qualities-Types and Roles of an Entrepreneur-Entrepreneur vs Intrapreneur-Factors Promoting an Entrepreneur - **Women Entrepreneur: Concept and Definition - Problems of Women Entrepreneurs** - Role of entrepreneurs in India's Economic Development

**Unit -II Entrepreneurship Development Programmes (15 Hrs)**

Meaning-Needs-Objectives –Course Contents and Curriculum-Phases of EDP- Problems and Constraints of EDP- Organizations providing Entrepreneurship Development Programmes.

**Unit -III New Venture (20 Hrs)**

Meaning – Promoting New Venture –Sources of Business Ideas - Idea Generation Techniques-Project Identification-Project Selection. - Procedures to Start a New Venture- Project : Meaning- Types-formulation of Project report -Project Appraisal-Network Analysis.

**Unit –IV Institutional Support and Subsidies (20 Hrs)**

Sources of Raising Funds for an Entrepreneur- Need for Institutional Finance- Various Institutions supporting Entrepreneurial growth - Incentives and Subsidies: Meaning-Needs-**Incentives and Subsidies available to Entrepreneurs**– DIC- Industrial Estates

**Unit - V MSME Act 2006 (15 Hrs)**

Introduction- Classification of Enterprises- Memorandum of MSMEs-Registration of MSMEs- **MUDRA Scheme**, Prime Minister's Employment Generation Programme (PMEGP), STAND-UP INDIA and START-UP INDIA: Objectives-Purpose-Loan facilities available-Applying Procedures.

**Text Books**

1. Dr.S.S Khanka, Entrepreneurial Development, Sultan Chand company Ltd.
2. AbhaJaiswal Micro, Small & Medium Enterprises Development Act, (Law, Policies & Incentives), Bharat Law House Pvt. Ltd

**Reference Books**

1. Vasant Desai, Small-Scale Industries and Entrepreneurship, Himalaya Publishing House, 2017
2. Prasanna Chandra- Project Preparation, Appraisal, Implementation, Tata Mc-GrawHill, New Delhi.
3. G.N.Pande- A Complete Guide To Successful Entrepreneurship- Vikas Publishing House, New Delhi
4. C B Gupta &Srinivasan: Entrepreneurship Development in India, Sultan Chand.
5. A Gupta: Indian Entrepreneurial Culture, New Age International.

<b>YEAR - I</b>	<b>ENTREPRENEURIAL DEVELOPMENT</b>	<b>CODE – BB203A</b>
<b>SEMESTER – II</b>		<b>HOURS / WEEK – 6</b>
<b>CORE THEORY -3</b>		<b>CREDIT - 5</b>

**Objectives:**

To develop and strengthen entrepreneurial quality and motivation in students.

To impart basic entrepreneurial skills and understandings to run a small business efficiently.

**Course Outcomes (CO's): After completing this course, the student will be able to:**

CO1: Understand the basic concepts and theories of entrepreneurship.

CO2: Exemplify knowledge on course contents, curriculum and constraints of EDP.

CO3: Conceive business ideas and convert them into business projects.

CO4: Become familiar with institutions support various forms of assistances and subsidies.

CO5: Learn the MSMEs schemes provided to budding entrepreneurs.

Semester	Course Code	Course Title	Hours	Credit										
<b>II</b>	<b>BB203A</b>	<b>Entrepreneurial Development</b>	<b>6</b>	<b>5</b>										
Course Outcomes (COS)	Programme Outcomes (PO's)					Programme Specific Outcomes (PSO's)								Mean Score Of CO'S
	P O 1	P O 2	P O 3	P O 4	P O 5	PS O 1	PS O 2	PS O 3	PS O 4	PS O 5	PS O 6	PS O 7	PS O 8	
CO1	5	4	5	4	5	4	5	4	5	4	5	4	3	4.38
CO2	4	4	4	5	4	5	4	3	3	2	4	5	5	4.08
CO3	5	5	3	4	5	5	3	5	2	5	4	5	3	4.15
CO4	3	4	3	4	5	4	4	3	4	4	5	5	5	4.08
CO5	3	3	4	5	5	4	4	5	5	4	5	4	5	4.31
<b>Mean Overall Scores</b>													<b>4.20</b>	

**Result: The Score of this Course is 4.20 (Very High)**

Association	1%-20%	21%-40%	41%-60%	61%-80%	81%-100%
Scale	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Interval	$0 \leq \text{rating} \leq 1$	$1.1 \leq \text{rating} \leq 2$	$2.1 \leq \text{rating} \leq 3$	$3.1 \leq \text{rating} \leq 4$	$4.1 \leq \text{rating} \leq 5$
Rating	<b>Very Poor</b>	<b>Poor</b>	<b>Moderate</b>	<b>High</b>	<b>Very High</b>

This Course is having **VERY HIGH** association with Programme Outcomes and Programme Specific Outcomes.

**Unit -I Introduction to Entrepreneurship (20 Hrs.)**

Entrepreneurship: Meaning- Nature-Importance-Theories- Entrepreneur: Meaning- Definition-Characteristics-Qualities- Classification of Entrepreneurs - Roles of an Entrepreneur-Entrepreneur vs Intrapreneur - Women Entrepreneur: Concept and Definition - Problems of Women Entrepreneurs - Factors Promoting an Entrepreneur - Factors affecting Entrepreneurial Growth in India - Role of entrepreneurs in India's Economic Development

**Unit -II Entrepreneurship Development Programmes (15 Hrs.)**

EDP- Meaning-Needs-Objectives –Course Contents and Curriculum-Phases of EDP- Problems and Constraints of EDP- Organizations providing Entrepreneurship Development Programmes– Entrepreneurial Ecosystem.

**Unit -III New Venture (20 Hrs.)**

Meaning – Promoting New Venture –Sources of Business Ideas - Idea Generation Techniques-Sources of Product for Business - Prefeasibility Study - Criteria for Selection of Product - Procedures to Start a New Venture- Start-up – Need for Start-up- Business Plan for Starts up – Contents and Evaluation Criteria – Unicorn - Decacorn.

**Unit –IV Resource Mobilization Institutional Support and Subsidies (20 Hrs.)**

Resource Mobilization- Financial resources-Human resources-Material-Physical resources - Sources of Raising Funds for an Entrepreneur (traditional and modern sources)- Angel Investors- Venture Capital - Various Institutions supporting Entrepreneurial growth - Incentives and Subsidies: Meaning-Needs-Incentives and Subsidies available to Entrepreneurs– DIC- Industrial Estates – Business Incubators.

**Unit - V Managing MSME (15Hrs.)**

Introduction- Classification of Enterprises- Memorandum of MSMEs-Registration of MSMEs- MUDRA Scheme, Prime Minister's Employment Generation Programme (PMEGP), STAND-UP INDIA and START-UP INDIA, Sickness in small Business - Preventing Sickness and Rehabilitation of Business Units.

**Text Books**

1. Dr.S.S Khanka, Entrepreneurial Development, Sultan Chand company Ltd.
2. AbhaJaiswal Micro, Small & Medium Enterprises Development Act, (Law, Policies & Incentives), Bharat Law House Pvt. Ltd

**Reference Books**

1. Vasant Desai, Small-Scale Industries and Entrepreneurship, Himalaya Publishing House, 2017
2. Prasanna Chandra- Project Preparation, Appraisal, Implementation, Tata Mc-Graw Hill, New Delhi.
3. G.N.Pande- A Complete Guide To Successful Entrepreneurship- Vikas Publishing House, New Delhi

<b>YEAR - III</b>	<b>LEGAL ASPECTS OF BUSINESS</b>	<b>CODE – 19BB503</b>
<b>SEMESTER – V</b>		<b>HOURS / WEEK – 6</b>
<b>CORE THEORY - 11</b>		<b>CREDIT - 5</b>

**Objective:** To understand and familiarize the concepts of Legal Aspects of Business.

**Course Outcomes (CO's):**

- CO1 To Demonstrate an understanding of the nature of the company law and legal aspect.  
CO2 To understand the documents of AoA, MoM, And other securities related legal documents  
CO3 Understand the concept of management and partnership and formalities in creation, admission and dissolution of partnership firm  
CO4 Demonstrate the conceptual and practical knowledge in contract Act  
CO5 Elaborate to possessed the knowledge of special contract and bailment

Semester	Course Code	Course Title												Hours	Credit
V	19BB503	Legal Aspects of Business												6	5
Course Outcomes (COS)	Programme Outcomes (PO's)					Programme Specific Outcomes (PSO's)								Mean Score Of CO'S	
	P O 1	P O 2	P O 3	P O 4	P O 5	PS O 1	PS O 2	PS O 3	PS O 4	PS O 5	PS O 6	PS O 7	PS O 8		
CO1	5	4	3	5	3	5	4	5	3	4	5	4	3	4.1	
CO2	5	4	5	3	5	5	3	4	5	3	5	4	5	4.3	
CO3	5	3	5	5	4	4	3	5	4	3	4	5	4	4.2	
CO4	5	5	4	5	4	4	5	5	4	3	3	3	4	4.2	
CO5	4	5	5	4	5	4	3	3	4	5	4	5	4	4.2	
<b>Mean Overall Scores</b>												<b>4.2</b>			

**Result: The Score of this Course is 4.2 ( Very High)**

<b>Association</b>	<b>1%-20%</b>	<b>21%-40%</b>	<b>41%-60%</b>	<b>61%-80%</b>	<b>81%-100%</b>
<b>Scale</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Interval</b>	<b>0&lt;=rating&lt;=1</b>	<b>1.1&lt;=rating&lt;=2</b>	<b>2.1&lt;=rating&lt;=3</b>	<b>3.1&lt;=rating&lt;=4</b>	<b>4.1&lt;=rating&lt;=5</b>
<b>Rating</b>	<b>Very Poor</b>	<b>Poor</b>	<b>Moderate</b>	<b>High</b>	<b>Very High</b>

This Course is having **VERY HIGH** association with Programme Outcomes and Programme Specific Outcomes.

**Unit - I Introduction****[15 Hours]**

Administration of Company Law [including National Company Law Tribunal (NCLT), National Company Law Appellate Tribunal (NCLAT), Special Courts]; Characteristics of a company; lifting of corporate veil; types of companies including one-person company, small company and dormant company; association not for profit; formation of company, on-line filing of documents, promoters, their legal position, pre-incorporation contract; on-line registration of a company.

**Unit - II Documents****[15 Hours]**

Memorandum of association, Articles of association, Doctrine of constructive notice and indoor management prospectus-shelf and red herring prospectus, Misstatement in prospectus, GDR; Book building; Issue, allotment and forfeiture of share, Transmission of shares, Buyback and provisions regarding buyback; Issue of bonus shares.

**Unit - III Management****[15 Hours]**

**Classification of directors, women directors**, independent director, small shareholder's director; Disqualifications, director identity number (DIN); Appointment; Legal positions, powers and duties; removal of directors; Key managerial personnel, managing director, manager; Meetings of shareholders and board; Types of meeting, convening and conduct of meetings, postal ballot, meeting through video conferencing, e-voting; Committees of Board of Directors - Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee, Corporate Social Responsibility Committee

**Unit - IV Contract Act****[15 Hours]**

Law –meaning and definition-need- Indian contract act1872-meaning and nature of contract- essential classification of contracts- offer and acceptance- capacities of contract. Free Consent – Consideration – Lawful Object - Agreement declared void - Performance of Contract – Quasi Contract- -Discharge of Contracts– Remedies for Breach of Contract.

**Unit - V Special Contract****[15 Hours]**

An Overview of Special Contract – Indemnity & Guarantee – Meaning & Definitions – Essentials – Rights of indemnity holder and indemnifier – Differences between Contract of Indemnity & Guarantee- Rights of surety – Surety's liability- **Bailment** - Meaning & Definitions–Essentials–Rights and duties of bailor&bailee– **Pledge** - Meaning & Definitions–Essentials–Rights and duties of pawnor and pawnee.

**Text Books:**

1. Business Law ,N.D.kapoor, Sultan Chand, 3rd edition, New Delhi,1999.
2. Business Law,R.S.N.PillaiBagavathi,Chand& co, 1st edition,New Delhi,2000.
3. Business Law,P.C.Tulsian, Tata MCGrawell Hill, 2nd edition, New Delhi, 2002.

**Reference Books:**

1. Legal Aspects of Business ,P.saravanavel& S. Sumathi, Himalaya publication,1st edition,New Delhi,2005.
2. Business Law ,M.R.Sreenivasan,Margham publication ,1st edition, Chennai,2006.
3. Legal Aspects of Business,AkhilashwarePathek, Tata Mc-GrawHill,3rd edition,New Delhi 2005.
4. Business Law –Bulchandhani K.P, HPH, 2nd edition,New Delhi,2001.
5. Business Law ,M.C. Kuchal, Vikas Publication, 4th edition, New Delhi, 2005.

<b>YEAR - III</b>	<b>PROJECT WORK</b>	<b>CODE – 17JBB64A</b>
<b>SEMESTER – VI</b>		<b>HOURS / WEEK – 3</b>
<b>DISCIPLINE SPECIFIC ELECTIVE - 4</b>		<b>CREDIT - 2</b>

**Objective:** To provide real-time exposure and understanding of various business functions and operations.

**Course outcomes (CO's):**

C01. Know the technique how to write the introduction, familiar with research methodology and the contents are included in the introduction part.

C02. Acquire knowledge to write review of literature and organize them to suit with objectives

C03. Know how to write and organize the profile of study area and study population.

C04. Acquire knowledge to choose and apply various statistical tools and how to write interpretation.

C05. Obtain a skill to prepare a project report and organize of the contents of the project reports

Semester	Course Code	Course Title	Hours	Credit										
VI	17JBB64A	Project Work	3	2										
Course Outcomes (COS)	Programme Outcomes (PO's)					Programme Specific Outcomes (PSO's)								Mean Score Of COS
	PO1	PO2	PO3	PO4	PO5	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8	
CO1	5	4	5	4	5	4	5	4	5	4	5	4	3	4.38
CO2	3	5	4	5	4	3	4	4	5	3	4	5	6	4.23
CO3	4	4	5	5	4	5	5	5	4	4	4	4	3	4.31
CO4	5	5	5	5	5	3	4	5	5	3	3	3	2	4.08
CO5	4	3	4	5	5	4	4	5	5	4	5	4	5	4.38
<b>Mean Overall Scores</b>													<b>4.28</b>	

**Result: The Score of this Course is 4.28 (Very High)**

Association	1%-20%	21%-40%	41%-60%	61%-80%	81%-100%
Scale	1	2	3	4	5
Interval	0<=rating<=1	1.1<=rating<=2	2.1<=rating<=3	3.1<=rating<=4	4.1<=rating<=5
Rating	Very Poor	Poor	Moderate	High	Very High

This Course is having **VERY HIGH** association with Programme Outcomes and Programme Specific Outcomes.

<b>Chapter</b>	<b>Contents</b>
<b>Chapter -1</b>	Introduction
	Need for the study
	Objectives of the study
	Hypotheses of the study
	Scope of the study
	Limitations of the study
	Research Methodology <ul style="list-style-type: none"> <li>• Nature of the study</li> <li>• Study area</li> <li>• Period of study</li> <li>• Population</li> <li>• Sample size</li> <li>• Sampling technique</li> <li>• Sample collection instrument</li> <li>• Method of data collection</li> <li>• Data analysis tools (statistical tools)</li> </ul>
	Chapter Scheme
<b>Chapter -2</b>	Review of Literature <ul style="list-style-type: none"> <li>• Conceptual Literature</li> <li>• Related Literature</li> </ul>
<b>Chapter -3</b>	Company Profile / Industry profile
<b>Chapter -4</b>	Analysis and Interpretation of Data <ul style="list-style-type: none"> <li>• Frequency Tables (Percentage analysis)</li> <li>• Tools Tested Tables</li> </ul>
<b>Chapter -5</b>	Findings Suggestions Conclusion
<b>Chapter -6</b>	Appendices <ul style="list-style-type: none"> <li>• Bibliography</li> <li>• Questionnaire/Interview Schedule</li> </ul>

**Preferred domains project work shall be undertaken:**

General Management - Organisational Behaviour - Human Resource Management  
Marketing Management - Production Management - Financial Management - Investment  
Management - Financial & Capital Markets - Strategic Management - Entrepreneurship &  
Startup - Legal Aspects of Business - Industrial Relations - Supply Chain Management



### **Content Format**

- Orientation - Portrait
- Margin setup - Left (1.5”), Right (1”), Top (1”), Bottom (1”)
- Font - Times New Roman
- Font Size - headings (14) - sentence contents (12)
- Line Spacing - 1.5
- Alignment - Justify
- Page number should be specified at the bottom of the page (centre alignment).
- Title page, Bonafide page, Student declaration, Guide declaration, Acknowledgement, Table of contents, List of tables, List of charts, List of abbreviations, Chapters.

### **General Guidelines**

- Group Project shall be undertaken.
- Maximum number of students per group is five (5).
- Project work shall be done in companies (preferably) or shall be undergone free-lance.
- Project report is mandatory (in prescribed format).
- Minimum number of pages - 45 and maximum number of pages - 60.
- Hard bound copy and soft copy of the project report must be submitted to the department.

### **Examination Pattern**

- **Project report – 75 Marks (Internal)**
- **Viva Voce – 25 Marks (External)**

<b>YEAR - III</b>	<b>ENTREPRENEURIAL DEVELOPMENT</b>	<b>CODE – 17EBB64B</b>
<b>SEMESTER – VI</b>		<b>HOURS / WEEK – 6</b>
<b>DISCIPLINE SPECIFIC ELECTIVE - 4</b>		<b>CREDIT - 4</b>

**Objective:** To understand and to develop entrepreneurial mindset among student.

**Course Outcomes (CO's):** After completing this course, the student will be able to:

CO1: Understand the basic concepts and theories of entrepreneurship.

CO2: Exemplify knowledge on course contents, curriculum and constraints of EDP.

CO3: Conceive business ideas and convert them into business projects.

CO4: Become familiar with institutions support various forms of assistances and subsidies.

CO5: Learn the MSMEs schemes provided to budding entrepreneurs.

Semester	Course Code	Course Title												Hours	Credit
VI	17EBB64B	Entrepreneurial Development												6	4
Course Outcomes (COS)	Programme Outcomes (PO's)					Programme Specific Outcomes (PSO's)								Mean Score Of COS	
	PO 1	PO 2	PO 3	PO 4	PO 5	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6	PSO 7	PSO 8		
CO1	5	5	4	4	5	5	3	5	5	4	3	4	5	4.4	
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CO4	5	5	5	5	5	5	4	5	5	3	3	4	3	4.4	
CO5	5	4	5	5	5	3	5	3	5	3	4	5	3	4.2	
<b>Mean Overall Scores</b>													<b>4.3</b>		

**Result: The Score of this Course is 4.3 (Very High)**

Association	1%-20%	21%-40%	41%-60%	61%-80%	81%-100%
Scale	1	2	3	4	5
Interval	0<=rating<=1	1.1<=rating<=2	2.1<=rating<=3	3.1<=rating<=4	4.1<=rating<=5
Rating	Very Poor	Poor	Moderate	High	Very High

This Course is having **VERY HIGH** association with Programme Outcomes and Programme Specific Outcomes.

**Unit -I Introduction (20 Hrs.)**

Entrepreneurship: Meaning- Nature-Importance-Theories- Entrepreneur: Meaning- Definition-Characteristics-Qualities-Types and Roles of an Entrepreneur-Entrepreneur vs Intrapreneur-Factors Promoting an Entrepreneur - **Women Entrepreneur: Concept and Definition - Problems of Women Entrepreneurs** - Role of entrepreneurs in India's Economic Development

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Meaning-Needs-Objectives –Course Contents and Curriculum-Phases of EDP-Problems and Constraints of EDP- Organizations providing Entrepreneurship Development Programmes.

**Unit -III New Venture (20 Hrs.)**

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