



**KARNATAK UNIVERSITY, DHARWAD  
ACADEMIC (S&T) SECTION**

**ಕರ್ನಾಟಕ ವಿಶ್ವವಿದ್ಯಾಲಯ, ಧಾರವಾಡ  
ವಿದ್ಯಾಮಂಡಳ (ಎಸ್&ಟಿ) ವಿಭಾಗ**



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'A' Grade 2014

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Date: 11 NOV 2024

**ಅಧಿಸೂಚನೆ**

ವಿಷಯ: ರಾಷ್ಟ್ರೀಯ ಶಿಕ್ಷಣ ನೀತಿಯನ್ವಯ 2024-25ನೇ ಶೈಕ್ಷಣಿಕ ಸಾಲಿನಿಂದ ಎಲ್ಲ ಸ್ನಾತಕೋತ್ತರ ಪದವಿಗಳಿಗೆ / ಸ್ನಾತಕೋತ್ತರ ಡಿಪ್ಲೋಮಾಗಳಿಗೆ ಪಠ್ಯಕ್ರಮವನ್ನು ಪ್ರಕಟಣೆ ಕುರಿತು.  
ಉಲ್ಲೇಖ: 1. ವಿದ್ಯಾವಿಷಯಕ ಪರಿಷತ್ ಸಭೆಯ ನಿರ್ಣಯ ಸಂಖ್ಯೆ: 2 ರಿಂದ 9, ದಿ: 08.11.2024.  
2. ಮಾನ್ಯ ಕುಲಪತಿಗಳ ಅನುಮೋದನೆ ದಿನಾಂಕ: 11.11.2024.

ರಾಷ್ಟ್ರೀಯ ಶಿಕ್ಷಣ ನೀತಿಯನ್ವಯ 2024-25ನೇ ಶೈಕ್ಷಣಿಕ ಸಾಲಿನಿಂದ ಅನ್ವಯವಾಗುವಂತೆ, ಕರ್ನಾಟಕ ವಿಶ್ವವಿದ್ಯಾಲಯದ ಎಲ್ಲ ಸ್ನಾತಕೋತ್ತರ ಪದವಿಗಳಾದ M.A./M.Sc / M.Com / MBA / M.Ed 1 ರಿಂದ 4ನೇ ಸೆಮಿಸ್ಟರ್‌ಗಳಿಗೆ ಮತ್ತು 1 & 2ನೇ ಸೆಮಿಸ್ಟರ್‌ಗಳ ಸ್ನಾತಕೋತ್ತರ ಡಿಪ್ಲೋಮಾಗಳಿಗೆ ವಿದ್ಯಾವಿಷಯಕ ಪರಿಷತ್ ಸಭೆಯ ಅನುಮೋದನೆಯೊಂದಿಗೆ ಈ ಕೆಳಗಿನಂತೆ ಪಠ್ಯಕ್ರಮಗಳನ್ನು ಅಳವಡಿಸಿಕೊಳ್ಳಲಾಗಿದೆ. ಕಾರಣ, ಸಂಬಂಧಪಟ್ಟ ಎಲ್ಲ ಸ್ನಾತಕೋತ್ತರ ವಿಭಾಗಗಳ ಅಧ್ಯಕ್ಷರು / ಸಂಯೋಜಕರು / ಆಡಳಿತಾಧಿಕಾರಿಗಳು / ಮಹಾವಿದ್ಯಾಲಯಗಳ ಪ್ರಾಚಾರ್ಯರುಗಳು / ಶಿಕ್ಷಕರು ಸದರಿ ಪಠ್ಯಕ್ರಮಗಳನ್ನು ಅನುಸರಿಸುವುದು ಮತ್ತು ಸದರಿ ಪಠ್ಯಕ್ರಮವನ್ನು ಕ.ವಿ.ವಿ. ಅಂತರ್ಜಾಲ [www.kud.ac.in](http://www.kud.ac.in) ದಲ್ಲಿ ಭಿತ್ತರಿಸಲಾಗಿದನ್ವು ಸಂಬಂಧಪಟ್ಟ ವಿದ್ಯಾರ್ಥಿಗಳಿಗೆ ಸೂಚಿಸುವುದು.

**Arts Faculty**

Sl.No	Programmes	Sl.No	Programmes
1	Kannada	8	MVA in Applied Art
2	English	9	French
3	Folklore	10	Urdu
4	Linguistics	11	Persian
5	Hindi	12	Sanskrit
6	Marathi	13	MPA Music
7	MVA in Painting		

**Faculty of Science & Technology**

Sl.No	Programmes	Sl.No	Programmes
1	Geography	10	M.Sc (CS)
2	Chemistry	11	MCA
3	Statistics	12	Marine Biology
4	Applied Geology	13	Criminology & Forensic Science
5	Biochemistry	14	Mathematics
6	Biotechnology	15	Psychology
7	Microbiology	16	Applied Genetics
8	Zoology	17	Physics
9	Botany	18	Anthropology

**Faculty of Social Science**

Sl.No	Programmes	Sl.No	Programmes
1	Political Science	8	Journalism m & Mass Commn.
2	Public Administration	9	M.Lib. Information Science
3	History & Archaeology	10	Philosophy
4	A.I.History & Epigraphy	11	Yoga Studies
5	Economics	12	MTTM
6	Sociology	13	Women's Studies
7	MSW		

**Management Faculty**

Sl.No	Programmes	Sl.No	Programmes
1	MBA	2	MBA (Evening)

**Faculty of Commerce**

Sl.No	Programmes	Sl.No	Programmes
1	M.Com	2	M.Com (CS)

**Faculty of Education**

Sl.No	Programmes	Sl.No	Programmes
1	M.Ed	2	M.P.Ed

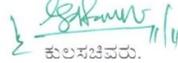
**OEC subject for PG**

Sl.No	Programmes	Sl.No	Programmes
1	Russian	5	Veman Peetha
2	Kanaka Studies	6	Ambedkar Studies
3	Jainology	7	Chatrapati Shahu Maharaj Studies
4	Babu Jagajivan Ram	8	Vivekanand Studies

**PG Diploma**

Sl.No	Programmes	Sl.No	Programmes
1	PG Diploma in Chatrapati Shahu Maharaj Studies	2	P.G. Diploma in Women's Studies
3	P.G. Diploma in Entrepreneurial Finance		

ಅಡಕ: ಮೇಲಿನಂತೆ

  
ಕುಲಸಚಿವರು.

ಗೆ,

1. ಕ.ವಿ.ವಿ. ಸ್ನಾತಕೋತ್ತರ ಅಧ್ಯಕ್ಷರುಗಳಿಗೆ / ಸಂಯೋಜಕರುಗಳಿಗೆ / ಆಡಳಿತಾಧಿಕಾರಿಗಳಿಗೆ / ಮಹಾವಿದ್ಯಾಲಯಗಳ ಪ್ರಾಚಾರ್ಯರುಗಳಿಗೆ
2. ಎಲ್ಲ ನಿಖಾಯದ ಡೀನರು, ಕ.ವಿ.ವಿ. ಧಾರವಾಡ.

ಪ್ರತಿ:

1. ಕುಲಪತಿಗಳ ಆಪ್ತ ಕಾರ್ಯದರ್ಶಿಗಳು, ಕ.ವಿ.ವಿ. ಧಾರವಾಡ.
2. ಕುಲಸಚಿವರ ಆಪ್ತ ಕಾರ್ಯದರ್ಶಿಗಳು, ಕ.ವಿ.ವಿ. ಧಾರವಾಡ.
3. ಕುಲಸಚಿವರು (ಮೌಲ್ಯಮಾಪನ) ಆಪ್ತ ಕಾರ್ಯದರ್ಶಿಗಳು, ಕ.ವಿ.ವಿ. ಧಾರವಾಡ.
4. ಅಧೀಕ್ಷಕರು, ಪ್ರಶ್ನೆ ಪತ್ರಿಕೆ / ಗೌಪ್ಯ / ಜಿ.ಎ.ಡಿ. / ವಿದ್ಯಾರ್ಥಿಗಳ (ಪಿ.ಡಿ.ಪಿ.ಎಚ್.ಡಿ) ವಿಭಾಗ/ ಸಿಸ್ಟಮ್ ಅನಾಲಿಸಿಸ್ಟ್ / ಸಂಬಂಧಿಸಿದ ಪದವಿಗಳ ವಿಭಾಗಗಳು, ಪರೀಕ್ಷಾ ವಿಭಾಗ, ಕ.ವಿ.ವಿ. ಧಾರವಾಡ.
5. ನಿರ್ದೇಶಕರು, ಕಾಲೇಜು ಅಭಿವೃದ್ಧಿ / ವಿದ್ಯಾರ್ಥಿ ಕಲ್ಯಾಣ ವಿಭಾಗ, ಕ.ವಿ.ವಿ. ಧಾರವಾಡ.
6. ನಿರ್ದೇಶಕರು, ಐ.ಟಿ. ವಿಭಾಗ, ಕ.ವಿ.ವಿ. ಧಾರವಾಡ ಇವರಿಗೆ ಕ.ವಿ.ವಿ. ಅಂತರಜಾಲದಲ್ಲಿ ಪ್ರಕಟಿಸುವುದು.

# KARNATAK UNIVERSITY, DHARWAD



## POST – GRADUATE DEPARTMENT OF STUDIES IN COMMERCE

### Regulations and Syllabi

of the P.G. Diploma in Entrepreneurial Finance

Programme(PGDEF)

( I to II Semesters)

## **Preamble:**

**The world** is witnessing a significant innovation in entrepreneurial activities. It is intriguing as to the germination and establishment these newer forms of business entities and their survival in the context of highly competitive business world. These innovative entities continue to arrive and survive.

The traditional commerce or business syllabi are devoid of all these contemporary world of new business forms emerging and as a result the student community is deprived of keeping themselves abreast of this business phenomenon. Resistance to change is also a reason for the existing undergraduate or post-graduate commerce curriculum to be stationary. However, it was felt that this gap in knowledge of the contemporary business phenomenon has to be bridged and the young learners should exit the frontals of University Education System equipped with the contemporary developments and contribute to the survival of these units and to further the entrepreneurial innovation.

The crux of the survival of all these newer forms of business entities like start-ups, unicorns, etc is the method of financing. The newer entities are seeking all creative and innovative ideas in financing. The Indian business tycoons like MrRatan Tata, MrAjizPremiji, etc are mentoring the new born entities.

Against this background, the present Post-Graduate Diploma Programme in Entrepreneurial Finance (PGDEF) is designed by the University to enable the commerce graduates to add to their kitty the wherewithals to survive in competitive world and be tremendous useful to the business community and society at large. The programme is add-on and can be completed along with the Post-Graduate Course in Commerce or even otherwise also.

# **PART-A**

## **Regulations Governing Post-Graduate Diploma in Entrepreneurial Finance**

### **(PGDEF) Programme(PGDEF)**

#### **Under the**

#### **Faculty of Commerce**

*(Framed under Section 44(1)(c) of the K.S.U. Act, 2000)*

#### **1.0 Title**

These Regulations shall be called “Regulations Governing the Post Graduate Diploma in Entrepreneurial Finance Programme(PGDEF),”Karnatak University, Dharwad.

#### **2.0 Commencement**

These Regulations shall come into effect from the date of assent by His Excellency, the Chancellor of the University.

#### **3.0 Definitions**

In these Regulations, unless otherwise provided:

- A** “**Academic Council**” means Academic Council of the University constituted according to the *Karnataka State Universities Act, 2000*.
- B** “**Board of Studies**” means P.G. Board of Studies in Commerce, Karnatak University, Dharwad.
- C** **Course** means paper, which the student admitted to P.G. Diploma in Entrepreneurial Finance Programme(PGDEF), should successfully complete to receive the Post Graduate Diploma of Entrepreneurial Finance Programme.
- D** “**Student**” means the candidate admitted to P.G. Diploma in Entrepreneurial Finance Programme(PGDEF).
- E** “**University**” means Karnatak University, Dharwad.

#### **4.0 Minimum Eligibility for Admission**

A candidate, who has successfully completed Bachelor’s Degree Programme in **Commerce (B.Com)/Bachelor’s Degree in Corporate Secretaryship (B.Com (CS), Bachelor’s Degree in Administration (BBA), Bachelor’s Degree in Management (BBM) and Master’s Degree in Administration (MBA)** of this University or of any other University

recognized as equivalent thereto by this University, shall be eligible for admission to the P.G. Diploma in Entrepreneurial Finance Programme(PGDEF) provided the candidate also satisfies the conditions like the minimum percentage of marks and other eligibility conditions as prescribed by the University from time to time. Admission shall be as per the Govt. of Karnataka Reservation Policy and directions issued in this direction by the University from time to time.

## **5.0 Duration of the Programme**

The duration of P.G. Diploma in Entrepreneurial Finance Programme(PGDEF) shall be year duration comprising of two semesters.

## **6.0 Medium of Instruction and Evaluation**

The medium of instruction of P.G. Diploma in Entrepreneurial Finance Programme(PGDEF) shall be in English. However, the students may write the examinations in Kannada if so provided by the Board of Studies in Commerce (PG).

## **7.0 Programme Structure**

7.1 The students of P.G. Diploma in Entrepreneurial Finance Programme(PGDEF) shall study the courses as may be approved by the Board of Studies in Commerce (PG), Faculty and the Academic Council of the University from time to time subject to minimum and maximum marks as outlined in these regulations.

7.2 The detailed programme structure for P.G. Diploma in Entrepreneurial Finance Programme(PGDEF) shall be as stated in Annexure –I.

## **8.0 Attendance**

8.1 Each course shall be taken as a unit for the purpose of calculating the attendance.

8.2 Each student shall sign the attendance register maintained by the Department for each course of every hour/unit of teaching. The course teachers shall submit the monthly attendance report to the Chairperson of the Department who shall notify the same on the notice board of the Department during the second week of the subsequent month.

8.3 There are no marks for attendance.

8.4 A student shall be considered to have satisfied the required attendance for each course if he/she has attended not less than 75 % of the total number of instructional hours during the semester.

8.5 There is no provision for condoning shortage of attendance.

8.6 The students who do not satisfy the prescribed requirement of attendance shall not be eligible for the ensuing examination. Such candidates may seek admission afresh to the given semester.

## **9.0 Examination**

Each course shall have Formative Assessment and Summative Assessment. Formative Associate shall carry 20 marks and Summative Assessment shall carry 80 marks.

- 9.1 The Summative Assessment at the end of each semester shall be conducted by the University carrying 80 marks of 3-hour duration.
- 9.1.2 Every student shall register for each semester-end examination as per the University Notification by submitting duly completed application form through the proper channel and shall also pay the fees prescribed.
- 9.1.3 The Office of the Registrar (Evaluation) shall allot the Register Number to the candidate at the 1st semester-end examination. That will be the Register Number of the candidate for subsequent appearances and semester-end examinations.
- 9.1.4 The Answer scripts shall be in the safe custody of the University for a period of six months from the date of announcement of results.
- 9.1.5 The programme is a fully carry-over system. A candidate reappearing for either the first or second semester examinations shall be permitted to take examinations as and when they are conducted.
- 9.1.6 Candidates who have failed, remained absent or opted for improvement in any course/ courses shall appear for such course/ courses in the two immediate successive examinations that are conducted. However, in the case of the candidates appearing for improvement of their marks, the marks secured in the previous examination shall be retained, if the same is higher.
- 9.1.7 Candidates who desire to challenge the marks awarded to them in the semester end examinations may do so by submitting an application along with the prescribed fee to the Registrar (Evaluation) within 15 days from the announcement of results.
- 9.2 **First semester**
- 9.2.1 There shall be a Board of Examiners to set, scrutinize and approve question papers.
- 9.2.2 The BOE shall scrutinize the question papers submitted in two sets by the paper setters and submit the same to the office of the Registrar (Evaluation).
- 9.2.3 The office of the Registrar Evaluation shall dispatch the question papers to the Department/ P G Centres/ Colleges who shall conduct the Examinations according to the schedule announced by the University.
- 9.2.4 The Chairperson of the Department/ Administrator of the P.G.Centre/ Principal of the College shall appoint one of their full time course teachers as Post Graduate Programme (PGP) Coordinator who shall conduct the examinations and arrange for evaluation of answer scripts for first semester.
- 9.2.5 Answer scripts shall be valued by the examiners appointed by the University. However, in those circumstances where an examiner for a particular course is not available, then the answer scripts of that course shall be dispatched to the office of the Registrar (Evaluation) who shall arrange for valuation of the same.

9.2.6 There shall be single valuation for first semester. The examiners (Internal or External) shall value the answer scripts and shall indicate the marks awarded to each question on marks list.

9.2.7 The Marks List, a copy of the Examination Attendance Sheet and the sealed bundles of the answer scripts shall be dispatched by the PGP Coordinator to the Registrar (Evaluation)'s Office at the conclusion of the valuation at the respective centres.

9.2.8 The Office of the Registrar Evaluation shall process and announce the results.

### 9.3 **Second Semester:**

9.3.1 There shall be a Board of Examiners to set, scrutinise and approve question papers.

9.3.2 As far as practicable, it will be ensured that 50% of the paper setters and examiners are from other Universities/ Research Institutes.

9.3.3 Each answer script of the semester-end examination (theory and project report) shall be assessed by two examiners (one internal and another external). The marks awarded to that answer script shall be the average of these two evaluations. If the difference in marks between two evaluations exceeds 20% of the maximum marks, such a script shall be assessed by a third examiner. The marks allotted by the third examiner shall be averaged with nearer award of the two evaluations.

Provided that in case the number of answer scripts to be referred to the third examiner in a course exceeds minimum of 5 or 20% of the total number of scripts, at the even semester-end examinations, such answer scripts shall be valued by the Board of Examiners on the date to be notified by the Chairperson of the Board of Examiners and the marks awarded by the Board shall be final.

### 9.4 **Evaluation**

9.4.1 Each Course shall have two evaluation components - Summative Assessment (IA) and the Formative Assessment.

9.4.2 The Summative Assessment component in a course shall carry 20 marks and the Semester End Examination shall carry 80 marks.

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9.4.4 Formative Assessment shall be based on one written test of 10 marks and Practical component carrying 10 marks. Each Course shall Practical Component to be conducted by the teacher to build skills amongst the students.

9.4.5 The IA marks list shall be notified on the Department notice board as and when the individual IA components are completed and the consolidated list shall be submitted to the Office of the Registrar Evaluation before the commencement of semester-end examination.

9.4.6 The tests shall be written in a separately designated book supplied by the University which shall be open for inspection by the students after evaluation.

9.4.7 There is no provision for seeking improvement of Internal Assessment marks.

9.4.8 The IA records, pertaining to Semester Examination, shall be preserved by the department/Centres/Colleges for a period of one year from the date of semester

examination. These records may be called by the University or a body constituted by the University as and when deemed necessary.

**10.0 Maximum duration for completion of the Programme**

10.1 A candidate admitted to P.G. Diploma in Entrepreneurial Finance Programme (PGDEF) shall complete it within a period, which is double the duration of the programme from the date of admission.

10.2 Whenever the syllabi are revised, the candidate reappearing shall be allowed for the examinations only according to the new syllabi.

**11.0 Declaration of Results**

11.1 The minimum marks for a pass in each course shall be 40% of the total marks including both the IA and the semester-end examinations. Further, the candidate shall obtain at least 50% of the marks in the semester-end examination. There is no minimum for the IA marks.

11.2 Candidates shall secure a minimum of 50% in aggregate in all courses of the programme in each semester to successfully complete the programme.

11.4 For the purpose of announcing the results, the aggregate of the marks secured by a candidate in two semester examinations shall be taken into account. However, Ranks shall not be awarded in case the candidate has not successfully completed each of the semesters in first attempt or has not completed the programme in the stipulated time or had applied for improvement of results.

11.5 The grading of candidates at the examination shall be as follows:

Percentage of Marks	Class
70.00 % and above	First class with Distinction
60.00 to 69.99%	First Class
50.00 to 59.99%	Second Class
Below 50%	Fail

**12.0 Marks, Credit Points, Grade Points, Grades and Grade Point Average**

12.1 The grade points and the grade letters to candidates in each course shall be awarded as follows:

Percentage of marks	Grade Points	Grade
75% and above, up to 100.00 %	7.50 to 10.00	A
60% and above but less than 75 %	6.00 and above but less than 7.5	B
50% and above but less than 60 %	5.00 and above but less than 6.0	C
40% and above but less than 50 %	4.00 and above but less than 5.00	D
Less than 40.00 %	Less than 4.00	F

12.2 Credit Point (CP): The Credit Point for each course shall be calculated by multiplying grade point obtained by the credit of the course.

12.3 The award of Grade Point Average (GPA) for any student is based on the performance in the whole semester. The student is awarded Grade Point Average for each semester based on the Total Credit Points obtained and the total number of credits opted for. The GPA is calculated by dividing the total credit points earned by the student in all the courses by the total number of credits of those courses of the semester.

12.4 The Cumulative Grade Point Average (CGPA) shall be calculated by dividing the total number of credit points obtained in all the semesters by the total number of credits in all the semesters. The CGPA to date shall be calculated by dividing the total number of credit points in all the semesters to date by the total number of credits in all the semesters to date.

$$\text{CGPA for the I Semester} = \frac{\text{Sum of the CP of the I Semester}}{\text{Sum of the credits of the I Semester}}$$

$$\text{CGPA for the II Semester} = \frac{\text{Sum of the CP of the I Sem} + \text{Sum of the CP of II Sem.}}{\text{Sum of the credits of the I Semester} + \text{II Semester}}$$

CGPA for the III and IV Semesters shall be computed accordingly.

12.5 The Grade Card at each semester examination shall indicate the courses opted by the student, the credit for the course chosen by the student, the credit points obtained in each course, the grade letter and the grade point average. No class shall be awarded for each semester and the same would only be awarded at the end of all the semesters based on Cumulative Grade Point Average.

12.6 Class shall be awarded to the successful candidates based on the Cumulative Grade Point Average (CGPA) as specified below:

Cumulative Grade Point Average (CGPA)	Class to be awarded
7.5 to 10.0	First class with Distinction
6.0 and above but below 7.5	First Class
5.0 and above but below 6.0	Second Class

**13.0 Miscellaneous**

**A** The provisions of any order, Rules or Regulations in force shall be inapplicable to the extent of its inconsistency with these Regulations.

**B** The university shall issue such orders, instructions, procedures and prescribe such format as it may deem fit to implement the provisions of this Regulations.

**C** The procedural details may be given by the University from time to time.

**D** Any unforeseen problems/ difficulties may be resolved by the Vice Chancellor, whose decision in the matter, shall be final.

# Annexure – I

## PART-B

### Detailed Course Structure of the Post Graduate Diploma in Entrepreneurial Finance Programme (PGDEF)

Semester	Subjects	Max.Marks		Total Marks	Hrs/ week
		IA	Sem. end Exam		
I	<b>Compulsory Courses</b>				
1.1	Principles of Entrepreneurship	20	80	100	04
1.2	Innovation and Entrepreneurship	20	80	100	04
1.3	Entrepreneurial Accounting	20	80	100	04
1.4	Corporate Finance-I	20	80	100	04
1.5	Entrepreneurial Finance-I	20	80	100	04
1.6	Internship	20	80	100	04
	<b>Total Marks for the First Semester</b>	<b>120</b>	<b>480</b>	<b>600</b>	<b>24</b>
II	<b>Compulsory Courses</b>				
2.1	Corporate Finance-II	20	80	100	04
2.2	Entrepreneurial Finance-II	20	80	100	04
2.3	Capital Market Financing of SMEs	20	80	100	04
2.4	Startup valuation Methods	20	80	100	04
2.5	Cost Accounting for Entrepreneurs	20	80	100	04
2.6	Project Report	20	80	100	04
	<b>Total Marks for the Second Semester</b>	<b>120</b>	<b>480</b>	<b>600</b>	<b>24</b>
	<b>GRAND TOTAL (SEMESTER I &amp; II)</b>	<b>240</b>	<b>960</b>	<b>1200</b>	<b>48</b>

**Notes:** All Courses are compulsory

## POST GRADUATE DIPLOMA IN ENTREPRENEURIAL FINANCE

### FIRST SEMESTER

### PAPER -WISE DETAILED CONTENTS

### PART-C

### Detailed Syllabi of PG Dip in Entrepreneurial Finance

#### P G DEF Semester-I

#### Discipline Specific Course (DSC)-

**Course Title:** - Principles of Entrepreneurship

**Course Code:**

Type of Course	Theory /Practical	Credits	Instruction hours per week	Total No. of Lectures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks
DSC-1	<b>Theory</b>	4	4	60 hrs.	3hrs.	20	80	100

#### Paper – 1.1: Principles of Entrepreneurship

##### Learning Objectives:

The subject aims to provide an understanding of basic principles in entrepreneurship, the knowledge of which would enable the students to pursue the remaining courses with greater deal of enthusiasm and awareness.

##### Learning Outcomes:

The following are the course outcomes:

1. The students will understand the steps involved in developing an entrepreneurial activity
2. Explain the benefits of creating entrepreneurial activity to a society
3. Explain the basic characteristics of successful entrepreneur.
4. Describe the need and objectives of institutional support for the success of entrepreneurship
5. Explain the startup activity as a part of entrepreneurial activity

Module – 1: Introduction – Meaning and concept of entrepreneurship; types of entrepreneur; need and significance; entrepreneur v/s intrapreneur; history of entrepreneurship development, role of entrepreneurship in economic development; myths about entrepreneurship; process of entrepreneurship; start-ups and their stages; agencies involved in development of entrepreneurship; entrepreneurship in Indian scenario.

- Module – 2: The Entrepreneur – Why to become entrepreneur, the skills/traits required to be an entrepreneur; creative and design thinking; the entrepreneur decision process; skill gap analysis and role models; mentors and support system; entrepreneurial success stories
- Module – 3: Entrepreneurship Process – Self-Assessment of skills and qualities; generation of ideas; assessment – micro and macro economic and market environment; feasibility study; business plan preparation, execution of business plan; role of networking in entrepreneurship.
- Module – 4: Institutional Support – meaning, objectives, significance of institutional support for entrepreneurship; Institutional support in India – at central level and state level; training; establishment, marketing, financing, research and development , etc support for entrepreneurship development in India; policy framework for the development of entrepreneurship
- Module – 5: Entrepreneurship in Start-Ups – meaning and significance of start-up entrepreneurial activities; start-ups v/s entrepreneur; economic contribution of start-ups entities; risks involved in start-ups; unicorns – concept and development; growth of start-ups and unicorn start-ups in India; Start-ups India Initiative - Scheme of Central Government; women entrepreneurship and women entrepreneurship in start-ups;

### **Suggested Readings**

1. Arya Kumar, Entrepreneurship: Creating and Leading Entrepreneurial Organization; Pearson, New Delhi
2. Khanka S S, Entrepreneurship Development, S Chand, New Delhi
3. Robert Hisrich and Michael Peters, Entrepreneurship, McGraw Hill, New Delhi
4. David H Holt, Entrepreneurship: New Venture Creation, Pearson, New Delhi
5. Poonam Gandhi, Entrepreneurship, Global Publications, New Delhi
6. T V Rao and Donald Kuratko, Entrepreneurship – A South Asian Perspective, Cengage, New Delhi
7. Sharma Sangeeta, Entrepreneurship Development, Prentice Hall, New Delhi

### **Suggested Practicals/Assignments/Activities**

**The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.**

- 1. Visit young entrepreneurs in your local area and collect information relating the purpose of enterprises**
- 2. Identify startups in your area and prepare a report on the profile of entrepreneurs**
- 3. Prepare a detailed list of institutions involved in the promotion and development of enterprises**

4. Prepare a questionnaire and collect information relating to motives and objectives of entrepreneurial activity
5. List out various government schemes available for entrepreneurship development in India and in Karnataka

Formative Assessment for Theory	
Assessment Occasion/type	Marks
Internal Assessment Test (at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20 Marks</b>
<i>Formative Assessment as per guidelines.</i>	

**P G DEF Semester-I**  
**Discipline Specific Course (DSC)-**

**Course Title:** - Innovation and Entrepreneurship

**Course Code:**

Type of Course	Theory / Practical	Credits	Instruction hours per week	Total No. of Lectures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks
DSC-1	<b>Theory</b>	<b>4</b>	<b>4</b>	<b>60 hrs.</b>	<b>3hrs.</b>	<b>20</b>	<b>80</b>	<b>100</b>

**Paper – 1.2: Innovation and Entrepreneurship**

**Learning Objectives:**

The paper is designed to impress the learners on the importance of innovation and relation between innovation and entrepreneurship development. This learning would enable the students to incorporate innovation and creativity as a part of entrepreneurship and in day-to-day living.

**Learning Outcomes:**

The following are the course outcomes:

1. Demonstrate the role of innovation in creating entrepreneurial activity
2. Explain phases involved in development of entrepreneurial activity
3. Classify innovation into incremental, disruptive, architectural and radical innovation models
4. Identify and recognize venture creation models

## 5. Develop economic models of factors determining the entrepreneurial activity

- Module – 1: Concept of innovation, objectives, need and significance of innovation; relationship between innovation and entrepreneurship growth and developments; benefits of innovation to business, employees, customers and society;
- Module – 2: Classification of innovation – incremental, disruptive, architectural and radical; innovation models – employee innovation, customers, partner/supplier, competitor and public innovation; Oslo’s classification – organizational, process, product, marketing and eco-innovation.
- Module – 3: Entrepreneurial Opportunities: Opportunities, discovery/creation, pattern identification and recognition for venture creation; prototype and exemplar models; reverse engineering; innovation process and decision-making – entrepreneurial ecosystem, ideation, development and exploitation of opportunities; negotiation, decision-making process and approaches; effectuation and causation
- Module – 4: Crafting Business Models and Lean Start-ups: Introduction to business models; creative value propositions-conventional, industry logic, value innovation logic; customer focussed innovation; analysing and building business models, introduction to lean start-ups, business pitching.
- Module – 5: Nurturing Innovation – meaning, objectives, need and significance; innovation environment; Board, Board Chairman and CEO responsibilities in developing creative and learning organization; developing structure to identify and evaluate ideas; learning from competitors; developing reward system – methods of rewarding

### **Suggested Readings**

1. Peter Drucker, Innovation and Entrepreneurship, Routledge.
2. John R Bessant and Joe Tidd, Innovation and Entrepreneurship, Wiley, New Delhi
3. Ken Banks, Social Entrepreneurship and Innovation, Kogan Page,
4. Pamela Ryan, Impact Imperative: Innovation, Entrepreneurship and Investing to Transform the Future, Greenleaf Book Group Press.
5. Paul Burns, Corporate Entrepreneurship and Innovation, Red Globe Press.
6. Carter S and D Joes Evans, Enterprise and Small Business – Principles, Practice and Policy, Pearson, New Delhi.
7. Verstraete T and Laffitte E J, A Business Model of Entrepreneurship, Edward Elgar Publications.
8. Blank Steve, The Start-Up Owner’s Manual: The Step by Step Guide for Building a Great Company, K & S Ranch publication.
9. Ries Eric, The Lean Start-up; How Constant Innovation Creates Radically Success Business, Penguin books Ltd.
10. Charles Matthews, Innovation and Entrepreneurship: Competency Framework, Routledge.

## Suggested Practicals/Assignments/Activities

The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.

1. Visit startups in your area and identify the innovation process involved in their promotion
2. Prepare an interview schedule or questionnaire of enquiring on innovative process
3. Explain the government schemes involved in developing entrepreneurial activities
4. Identify the type of startups created by various individuals and list out their educational profile and other factors responsible for innovation
5. Explain the process of idea generation, idea evaluation and idea execution by visiting indian based startups
6. Compare the entrepreneurial activity and employment opportunities created in your study and also with other contributions by startups

FormativeAssessmentforTheory	
AssessmentOccasion/type	Marks
InternalAssessmentTest(at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20Marks</b>
<i>FormativeAssessmentasperguidelines.</i>	

### P G DEF Semester-I DisciplineSpecificCourse(DSC)-

**Course Title:** - Entrepreneurial Accounting

**Course Code:**

Type of Course	Theory /Practical	Credits	Instruction hours per week	TotalNo.ofLect ures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative assessment Marks	Total Marks
DSC-1.3	<b>Theory</b>	4	4	60 hrs.	3hrs.	20	80	100

**Paper – 1.3: Entrepreneurial Accounting**

## **Learning Objectives:**

The paper aims at understanding the design of accounting system to suit to the requirements of SMEs or start-up entities and the study would enable the students to discharge effectively the role of information providers.

## **Learning Outcomes;**

1. Describe unique feature of entrepreneurial accounting and compare it with traditional accounting
2. Demonstrate the usefulness of accounting in entrepreneurial activity
3. Prepare financial statements of entrepreneurial activity
4. Explain the usefulness of projected financial statements in determining funds requirements
5. Demonstrate the reliability and relevance of financial statements
6. Explain the relevance of financial statements from lenders point of view

Module - 1: Accounting as an information system; managerial application of accounting information; accounting concepts and conventions; accounting standards and their applicability to MSMEs

Module – 2: Accounting cycle – recording, classifying and summarizing and generation of accounting statements of entrepreneurial entities – interim and annual financial statements;

Module – 3: Cash Flow Analysis: Meaning and classification of cash flow – operating investing and financing cash flows; measuring operating cash flows; funds from operations and cash from operations; computation of cash flows

Module – 4: Ratio Analysis – Meaning, objectives and significance of ratio analysis; types of accounting ratios; historical and budgeted ratios; computation of functional financial ratios – liquidity, structural, efficiency and profitability ratios; limitations of ratio analysis.

Module – 5: Comparison between traditional and contemporary measurement of operating performance; measuring Operating Performance and Prediction - Return on cash adjusted assets, return on sales, return on market value of assets, cash flow return on assets; use of percentage change to detect abnormal operating performance; time adjusted and inflation adjusted ratios; Prediction of industrial sickness through ratios – univariate and multivariate models – Altman's and L C Gupta models.

## **Suggested Readings**

1. Frank J Fabozzi, Entrepreneurial Finance and Accounting for High-Tech Companies, MIT Press
2. Tycho Press, Accounting for Small Business Owners, Tycho Press, Berkeley, California
3. Gregory Becker, Accounting Principles: The Ultimate Beginner's Guide to Accounting,

## Suggested Practicals/Assignments/Activities

The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.

1. Collect financial statements of startups in your area and identify the accounting principles underlying the statements.
2. Using financial statements analyze the financial position of the unit
3. Visit startups in your local area and learn the process of accounting of transactions
4. Prepare cash flow statement of startup of your area and identify the types of cash flows generated by the unit
5. Compute ROA and ROE using three, four and five factor DuPont Analysis

FormativeAssessmentforTheory	
AssessmentOccasion/type	Marks
InternalAssessmentTest(at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20Marks</b>
<i>FormativeAssessmentasperguidelines.</i>	

### P G DEF Semester-I DisciplineSpecificCourse(DSC)-

**Course Title:** - Corporate Finance - I

*Course Code:*

Type of Course	Theory /Practical	Credits	Instruction hours per week	Total No. of Lectures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks
DSC-1	<b>Theory</b>	4	4	60 hrs.	3hrs.	20	80	100

### Paper – 1.4: Corporate Finance – I

#### Learning Objectives

This subject aims at elaborating the students the basic financial decisions in corporate entities and their applications in start-up entities and SMEs. This

knowledge would enable students to perform effectively the allocation of capital resources.

## **Learning Outcomes**

### **The following are the outcomes of the course**

1. The student collect financial statements and identify the various sources of finance
2. Compute the percentage of various sources of funds employed by the startups
3. Analyse the working capital position of startups promoted in your local area
4. Analyse the capital budgeting decisions of the startup with which your familiar
5. Identify the methods of incorporating risk or uncertainty
6. Identify the objectives of startup financial management

Module – 1: Basics of Corporate Finance – Concept of Finance and Business Finance; emergence of corporate finance and reasons for its growth; nature and scope of finance function; objectives of finance function – profit maximization v/s wealth maximization; financial decisions and risk-return trade-off; finance function in start-up and SMEs

Module – 2: Leverage Analysis and Capital Structure Decision: Concept of Leverage and Classification – Significance and Measurement of Operating, Financial and Total Leverage; leverage analysis in start-up and SMEs

Module – 3: Designing Optimum Capital Structure – Theoretical Explanation – Net Income and Net Operating Approaches; MM Model, Traditional Approach, Trade-off models, pecking order hypothesis and signalling hypothesis; determinants of capital structure decision; capital structure decisions in Start-up and SMEs

Module – 4: Capital Budgeting Decisions: Concept of Capital Budgeting – features, significance and types of capital budgeting decisions; measurement of project's cash inflows and outflows; evaluation criteria – accounting rate of return, payback methods; discounted cash flow methods – NPV, IRR, PI, NTV; Conflict between NPV and IRR – cross rate and MIRR; multiple IRRs; capital rationing Decisions; complex investment projects; capital budgeting in start-up and SMEs.

Module – 5: Capital Budgeting Decisions under Risk and Uncertainty – Concept of risk and uncertainty and comparison; methods of incorporating risk/uncertainty – traditional and statistical methods; decision – tree method; risk or uncertainty in start-ups and SMEs

## **Suggested Readings**

1. Pandey I M, Financial Management, Vikas Publications, New Delhi
2. M Y Khan and P K Jain, Financial Management, McGraw Hill, New Delhi
3. Prasanna Chandra, Financial Management, McGraw Hill, New Delhi
4. Damodaran, Corporate Finance, Wiley Publications, New Delhi
5. S N Maheswari, Financial Management, Sultan Chand & Sons, New Delhi

6. Ravi M Kishore, Financial Management, Taxmann's Publications, New Delhi
7. Brealey, Myers, Allen and Mohanty, Principles of Corporate Finance, McGraw Hill, New Delhi
8. Ross, Westerfield, Jaffe and Kakan, Corporate Finance, McGraw Hill, New Delhi
9. Brigham and Ehrhardt, Financial Management – Theory and Practice, Cengage, New Delhi

### Suggested Practicals/Assignments/Activities

The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.

Formative Assessment for Theory	
Assessment Occasion/type	Marks
Internal Assessment Test (at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20 Marks</b>
<i>Formative Assessment as per guidelines.</i>	

### P G DEF Semester-I

#### Discipline Specific Course (DSC)-

**Course Title:** - Entrepreneurial Finance - I

**Course Code:**

Type of Course	Theory / Practical	Credits	Instruction hours per week	Total No. of Lectures / Hours / Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks
DSC-1.5	<b>Theory</b>	4	4	60 hrs.	3hrs.	20	80	100

### Paper 1.5: Entrepreneurial Finance - I

#### Learning Objectives:

This subject is introduced with an object of enabling students to learn the basics of financial requirements of entrepreneurial activities. The study enables the students to occupy eminent positions in the emerging star-up and other forms of new ventures.

#### Learning Outcomes

**The course has the following outcomes**

- 1. Demonstrate the distinction between the traditional finance and entrepreneurial finance**
- 2. Explain the principles of entrepreneurial finance**
- 3. Identify the relevance of series funding of Startups in India**
- 4. List out the total Startups promoted in India and state-wise establishment of Startups**
- 5. List out the unicorns of India and the method of identifying the Startups as unicorns**
- 6. Demonstrate the use of projected financial statements in determining additional funds**

Module - 1: Introduction: Concept of entrepreneurship – entrepreneurial process – entrepreneurial traits – sources of entrepreneurial opportunities – societal changes, demographic changes, technological changes,; entrepreneurial finance – meaning, definition and principles of entrepreneurial finance – objectives of entrepreneurial finance; entrepreneurial finance v/s corporate finance; role of entrepreneurial finance

Module – 2: Startup Financing: meaning, objectives and importance of Startups – types of Startups– scalable, small business, lifestyle, buyable, etc; advantages and disadvantages of Startups- unicorns – meaning and features; list of Unicorns in India; types of unicorns; gazelles, cheetahs, successful venture life cycle – development stage, Startups stage, survival stage, rapid-growth stage, early-maturity stage; financing through the venture life cycle – types and sources of financing by life-cycle stage;– successful venture life cycle; growth of entrepreneurial finance in US, UK and other western countries and in India;

Module – 3: Business Planning: Difference between various plans of new ventures and established small business; purpose and importance of business plans; elements of sound business plan; financial aspects of a business plan; due diligence to the entrepreneur and outside investors; implementation and revision of business plan; reasons for failure of business plan

Module – 4: Financial Planning and Forecasting: Concept of financial planning and process of financial planning; preparing and using financial statements – business assets, liabilities and owners' equity; sales, expenses and profits; statement of cash flows; operating breakeven analysis – survival break-even; evaluating operating and financial performance – using financial ratios – cash burn and build rates and liquidity ratio; profitability and efficiency ratios- ROA and ROE; forecasting sales for seasoned firms – forecasting sales for early-stage ventures; estimating sustainable sales growth rates; estimating additional financing needs; percent – of sales projected financial statements

Module – 5: Venture Capital: Meaning, objectives and nature of venture capital; advantages and disadvantages of venture capital; history of venture capital financing; organizing venture capital firms; factors considered before investing; securities

involved in venture financing – common stocks, convertible bonds, convertibles preferred, warrants and options; pre-investment stage –deal flow, selection and evaluation; investment stage –ownership structure and contracting; post-investment stage – behaviour growth and success/failure; venture life cycle ad financing through venture life cycle

**Suggested Readings**

1. Marco Da Rin and Thomas Hellman, Fundamentals of Entrepreneurial Finance, Oxford University Press, Oxford
2. Simon Hulme and Chris Drew, Entrepreneurial Finance, Red Globe Press.
3. Phillip Adelman and Alan Marks, Entrepreneurial Finance, Pearson, New Delhi
4. Chris Leach and Ronald Melicher, Entrepreneurial Finance, Cengage, New Delhi.
5. Smith J K, Smith R L and Bliss R T, 2011, Entrepreneurial Finance: Strategy, Valuation and Deal Structure, Stanford, Stanford University Press, 2011.
6. Abor J Y, Introduction to Entrepreneurial Finance, Palgrave Macmillan
7. Klonowski, Strategic Entrepreneurial Finance: From Value Creation to Realization, Routledge
8. Alhabeeba M J, Entrepreneurial Finance: Fundamentals of Financial Planning and Management for Small Business, Hoboken, New Jersey
9. Frank J Fabozzi, Entrepreneurial Finance and Accounting for High-Tech Companies, MIT Press

**Suggested Practicals/Assignments/Activities**

**The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.**

1. Visit the startup in your local area and enquire about the sources of funds
2. Prepare a report or document of stages of financing and the amount of financing employed by the startups stage-wise
3. Collect information on various government employed in seed financing and startup financing
4. Collect venture capital funds agencies list in India and types of venture capital funds used by the startups
5. Visit the local area startups and estimate the ales growth rate and its use in estimating the funds requirements

<b>FormativeAssessmentforTheory</b>	
<b>AssessmentOccasion/type</b>	<b>Marks</b>

Internal Assessment Test (at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20 Marks</b>
<i>Formative Assessment as per guidelines.</i>	

PGDEF Semester – I  
*Compulsory*

**Course Title: - INTERNSHIP**

*Course Code: -----*

Course Title: <b>INTERNSHIP</b>	Course Credits: 4
Total Contact Hours: 50	Duration of ESA:
Formative Assessment Marks: 20	Summative Assessment Marks: 80

**Course Outcomes (COs):**

Education must generate skills among students to obtain gainful employment soon after conclusion of education. In this connection internship becomes essential. The Internship is being viewed world over as the technique of equipping students with hand-on experience. The students are asked to work in look – alike business condition and learn the art of running and operating business entities or learn any other activity. The following can be taken as course objectives/outcomes:

1. Understand the real business conditions in decision making
2. Explain the difference between class room learning and business reality
3. Learn the art of communicating with real workers.

Thus, the University prescribe PGDEF programme students to undergo the Internship course at the end of the Second Semester or at the commencement of the Third Semester. The student shall have to undergo INTERNSHIP in SELECTED Industrial/Business/Service/Banking/Insurance etc., organizations for 20 days in the study area or nearby industrial city.

The internship involves working in the industrial organizations on the area of specialization subjects to be chosen by the candidate. The INTERNSHIP will continue even during the THIRD semester till the end of the THIRD Semester on weekends.

The candidate, should submit a report on the INTERNSHIP (two copies) before the commencement of the Third Semester examination

The project shall carry 20 marks for Formative Assessment and 80 marks for Summative Assessment classified into 35 marks for report Evaluation and 45 marks for Presentation. The report shall be evaluated by the External Examiner. The University shall arrange to pay for TA/DA and Remuneration as per University rules. The marks must be uploaded along with internal assessment.

### **SYLLABI of INTERSHIP**

<b>Title: INTERNSHIP</b>	
<b>Instructions:</b>	
	<p>In this module, the student can select any particular topic and undergo internship on the topic chosen in any business unit. The unit could be government or non-government, small business or large; manufacturing, trading or services. The objective being the student should undergo internship for the period. The topic for internship may be from any courses studied :</p> <ol style="list-style-type: none"> <li>1. Financial Accounting</li> <li>2. Cost Accounting</li> <li>3. Income Tax</li> <li>4. General Management</li> <li>5. Marketing Management etc.</li> </ol> <p>The internship is done in consultation with the teacher allotted to the student. Detailed theoretical understanding of the concepts is also required to complete the internship</p>
	<p>The local area is scouted for the availability of suitable business organizations. The list of business units in the local area may be prepared by visiting the District Industries Centre or Chambers of Commerce. MOU or any other means of communication may be used to accommodate the students of the college interested in internship. If cost accounting area is selected for internship, the student learns during the period of internship the skills or art of managing the cost in real business situation.</p>
	<p>A report is submitted to the college detailing one's experience in internship. The report must be finalized in consultation with the guide and for its evaluation. The viva be</p>

	held for 20 marks	
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**Recommended books:**

1. The selection of text books depends on the topic chosen for internship chosen.

**Pedagogy**

1. Select the topic for internship and visit the unit selected
2. Hold the regular discussion with the employees or managers
3. Visit libraries for collecting reports submitted in previous years.
4. List out the number of chapters created in the report.

<b>Summative and Formative Assessment</b>	
<b>Summative Assessment</b>	<b>Marks</b>
Internship Report Evaluation	35
Presentation	45
<b>Formative Assessment</b>	20
Report Evaluation by the guide and Viva Voce	
Total	<b>100 Marks</b>

**(NOTE: In view of practical difficulties in internship, the stud**

## POST GRADUATE DIPLOMA IN ENTREPRENEURIAL FINANCE

### SECOND SEMESTER

#### PAPER -WISE DETAILED CONTENTS

#### P G DEF Semester–II

#### *Discipline Specific Course (DSC)-*

**Course Title:** - Corporate Finance - II

**Course Code:**

Type of Course	Theory /Practical	Credits	Instruction hours per week	Total No. of Lectures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks
DSC-2.1	<b>Theory</b>	4	4	60 hrs.	3hrs.	20	80	100

#### Paper –2.1: Corporate Finance – II

##### Learning Objectives

This subject aims at elaborating the students the basic financial decisions in corporate entities and their applications in start-up entities and SMEs. This knowledge would enable students to perform effectively the allocation of capital resources.

##### Learning Outcomes:

1. Explain various sources of finance available
2. Compute the cost of capital of the sources employed by startups. demonstrate the dividend decisions in startup enterprises
3. Understand the concept of working capital and demonstrate its arrangement in startup enterprises
4. Explain the art of managing various components of working capital, i.e., cash, inventory, debtors and creditors management by startups.
5. Appraise the process of raising bank funds and schedule payments of startups

Module – 1: Cost of Capital and Measurement – Concept, significance and types of cost of capital; cost of specific source of capital – debt, preference, retained earnings and external equity; overall cost of capital – book value weights, market value weights and marginal weights; cost of capital in start-ups and SMEs

- Module – 2: Dividend Decisions – pay-out and retention ratios and market value behaviour; dividend theories – Walter’s, Gordon’s and MM models; residual theory; determinants of dividend decisions; stock dividends and stock splits; dividend decision in start-ups and SMEs
- Module – 3: Working Capital Management Decisions – Concepts of working capital and need; types of working capital; investment and financing working capital – liquidity and profitability tangle; determinants of working capital and computation – operating cycle approach to measurement; WCM practices in Start-ups and SMEs
- Module – 4: Inventory, Debtors and Payables Management – Meaning and objectives of holding inventories; inventory management techniques; analysis of investment in inventory and inventory control techniques; receivables management – credit policy and optimum credit policy; monitoring receivables ad factoring; payables management - meaning and cost of credit; techniques of payables management;
- Module – 5: Cash Management Practices – Facets of Cash Management and motives for holding cash; cash planning – cash forecasting and budgeting – short-term cash forecasts and long-term cash forecasting; determining the optimum cash balance; investing surplus cash in marketable securities; cash management practices in start-ups and SMEs

#### **References:**

1. Pandey I M, Financial Management, Vikas Publications, New Delhi
2. M Y Khan and P K Jain, Financial Management, McGraw Hill, New Delhi
3. Prasanna Chandra, Financial Management, McGraw Hill, New Delhi
4. Damodaran, Corporate Finance, Wiley Publications, New Delhi
5. Brealey, Myers, Allen and Mohanty, Principles of Corporate Finance, McGraw Hill, New Delhi
6. Ross, Westerfield, Jaffe and Kakan, Corporate Finance, McGraw Hill, New Delhi
7. Brigham and Ehrhardt, Financial Management – Theory and Practice, Cengage, New Delhi

#### **Suggested Practicals/Assignments/Activities**

**The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.**

1. Prepare a list of startups in your local area , in the State of Karnataka and in India
2. Prepare a report on the dividends shared by the startups with the owners of the Startups
3. Find the cost of resources employed by the startups

4. Analyze and prepare a report on working position of SMEs/Starts in the study area \
5. Explain the factors influencing working capital decision of the enterprises

<b>FormativeAssessmentforTheory</b>	
<b>AssessmentOccasion/type</b>	<b>Marks</b>
InternalAssessmentTest(at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20Marks</b>
<i>FormativeAssessmentasperguidelines.</i>	

**P G DEF Semester–I**

**DisciplineSpecificCourse(DSC)-**

**Course Title:** - Entrepreneurial Finance - II

**Course Code:**

Type of Course	Theory /Practical	Credits	Instruction hours per week	TotalNo.ofLect ures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative assessment Marks	Total Marks
<b>DSC-2.2</b>	<b>Theory</b>	<b>4</b>	<b>4</b>	<b>60 hrs.</b>	<b>3hrs.</b>	<b>20</b>	<b>80</b>	<b>100</b>

**Paper – 2.2: Entrepreneurial Finance - II**

**Learning Objectives:**

This subject is introduced with an object of enabling students to learn the various sources of entrepreneurial finance. The knowledge of these sources would enable students to perform more effectively the role of financial executives.

**Learning Outcomes:**

The course is expected to have the following outcomes:

1. Understand the objectives and significance of entrepreneurial finance
2. Explain the concept of crowdfunding and its relevance to SMEs/startups
3. Describe the role of incubators in developing startups
4. Describe the seed capital scheme of Central and State Governments and their objectives
5. State the role played by mentors and the process of mentorship
6. Describe the growth of venture capital financing and their relevance
7. Demonstrate the relevance of royalty and revenue based methods of financing new and young enterprises

- Module – 1: Seed Financing – meaning, objectives and features – merits and demerits of seed financing – seed capital v/s venture capital; pre-seed financing; sources of seed financing – own, family & friends, angel investors, crowdfunding, etc., government scheme – Start-up India; Seed Fund Scheme – objectives, eligibility criteria, corporate Seed Fund Scheme – Debt Funds – Seed Venture Capital Firms; Revenue-based Financing or Royalty-Based Financing (RBF): Meaning and history; RBF v/s bank financing; working of RBF, application of RBF; RBF qualifications and application process; RBF v/s venture capital; pros and cons of RBF; RBF v/s conventional loans;
- Module – 2: Angel Investment – Meaning, definition, objectives and importance angel investors; advantages and disadvantages of angel investment; how –to-secure-angel investment – angel investors platforms – process of selecting angel firm-returns to angel investors – angel investors in India; growth of angel investment in India; incubators – meaning, objectives and role of incubators; Accelerators – meaning, objectives and role of accelerators; cost of angel financing;; ownership benefits; harvesting by angel investors; superangel – meaning and features; useful tips on getting funds from business angels
- Module – 3: Series or round Financing – Meaning of Series - Series A Funding, Series B Funding, Series C Funding, Series D Funding, Series E Funding, How many series financing in India; series funding rounds does a startup need:., factors affecting series funding; - Financing Mentor Financing: What do mentors do? Characteristics of good mentor; hot to find a mentor; what to look for in a mentor; nurturing the mentoring relationship, learning from a mentor through apprenticeship
- Module – 4: Crowd Funding: Meaning, history and types of crowd funding; reward based equity, software value token, debt-based, duration based; role of crowd funding; platforms – meaning and services; significant campaign; benefits and risks involved in crowd funding; crowd funding platforms meaning and objectives; crowdfunding in India – important platforms – funds raised for seed and startup financing; crowd sourcing – definition and historical examples
- Module – 5: Mezzanine Financing – Meaning, usage and significance - uses; mezzanine debt; mezzanine tools; Equity-Based Financing of Startups – benefits - Private Equity and Buy Outs: meaning and key features; investment in private equity; investor categories; direct v/s indirect investment; private equity market; private equity v/s hedge funds; buy-outs – meaning, history and role of buyouts in financing start-ups; variations in buyouts – LBOs, MBOs, Public to Private; issue of high risk bonds (junk bonds); restrictions on issue of junk bonds; growth of junk bonds market the world over.

### **Suggested Readings**

1. Marco Da Rin and Thomas Hellman, Fundamentals of Entrepreneurial Finance, Oxford University Press, Oxford

2. Simon Hulme and Chris Drew, Entrepreneurial Finance, Red Globe Press.
3. Phillip Adelman and Alan Marks, Entrepreneurial Finance, Pearson, New Delhi
4. Chris Leach and Ronald Melicher, Entrepreneurial Finance, Cengage, New Delhi.
5. Smith J K, Smith R L and Bliss R T, 2011, Entrepreneurial Finance: Strategy, Valuation and Deal Structure, Stanford, Stanford University Press, 2011.
6. Abor J Y, Introduction to Entrepreneurial Finance, Palgrave Macmillan
7. Klonowski, Strategic Entrepreneurial Finance: From Value Creation to Realization, Routledge
8. Alhabeeba M J, Entrepreneurial Finance: Fundamentals of Financial Planning and Management for Small Business, Hoboken, New Jersey
9. Frank J Fabozzi, Entrepreneurial Finance and Accounting for High-Tech Companies, MIT Press

### Suggested Practicals/Assignments/Activities

The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.

1. Collect the list of startups and/or entrepreneurial ventures and ascertain the sources of funds employed
2. **Analyze the cost of angel financing by angel investors and the percent of ownership stake shared.**
3. **Search the BSE and NSE websites for possible for IPOs placed in the markets and the resources raise by startups**
4. **Visit local startups enterprises and prepare the list of resources employed**
5. **Visit the SME Exchange of BSE and learn the technical details involved in raising resources.**
6. **Enquire on angel financing opportunities in Hubli-Dharwad**
7. **Prepare a report on crowdfunding platforms and their effective use the enterprises**
8. **Prepare the list of incubators and mentoring organizations and their contribution to entrepreneurial development in Hubli-Dharwad**
9. **Prepare a report on the working of various government schemes relating to seed capital and startup finance.**

Formative Assessment for Theory	
Assessment Occasion/type	Marks
Internal Assessment Test (at the end of 2 <sup>nd</sup> month)	10

Assessment of Practicals	10
<b>Total</b>	<b>20Marks</b>
<i>FormativeAssessmentasperguidelines.</i>	

**P G DEF Semester–II**  
**DisciplineSpecificCourse(DSC)-**

**Course Title:** - Capital Market Financing of SMEs

**Course Code:**

Type of Course	Theory /Practical	Credits	Instruction hours per week	Total No. of Lectures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks
<b>DSC-2.3</b>	<b>Theory</b>	<b>4</b>	<b>4</b>	<b>60 hrs.</b>	<b>3hrs.</b>	<b>20</b>	<b>80</b>	<b>100</b>

**Paper -2.3: Capital Market Financing of SMEs**

**Learning Objectives:**

This subject is introduced to explore the alternative sources of financing in capital market for SMEs and the knowledge would enable the students in understanding the methods of financing.

**Learning Outcomes:**

The courses expects the following course outcomes:

1. Explain the justification for capital market financing of small enterprises
2. Demonstrate the significance of SME Stock Exchange of NSE/BSE and find the IPOs issued and forthcoming
3. State the benefits of market financing of startups and benefits of listing on
4. Explain the need and significance of bonds financing of SMEs
5. State the historical background of debt financing of startups
6. Explain the major provisions of debt financing by banks and other financing institutions

Module – 1: Introduction to SMEs Financing: Meaning and functions of capital markets; Capital market and its constituents; need and significance of capital market financing; sources of financing MSMEs; problems involved in raising funds in capital market; SMEs Capital Markets – meaning and historical background; types of SME capital markets – exchange market – domestic market and international market; non-exchange market form – OTC market; market for unlisted SME shares.

Module – 2: SME Equity Markets: Meaning and establishment of independent SME stock exchanges; Alternative Investment Market (AIM); platform; board; SMEs Stock

- Exchanges in India by BSE and NSE – establishment, objectives and functioning; challenges involved in development of SME stock exchanges;
- Module – 3: Benefits of SME Listing; SEBI norms for listing; eligibility criteria; modes of listing, difference from main board listing; global comparison; SMEs and IPOs – listed SMEs and Current IPOs; standardised lot size for SME exchange; SME listing agreement; direct listing on BSE SME Platform; migration from SME Exchange to main board.
- Module – 4: SMEs Debt Market – meaning and historical background; need and significance; types of SMEs Bond Instruments – SME collective note, SMEs joint bond and SME private placement bond.
- Module – 5: Regulatory Structure: Need and significance of regulatory structure – SEBI (Issue of Capital and Disclosure Requirement) Regulation 2009 (SEBI ICDR Regulations); ICDR Regulations applicable to SMEs; market makers obligations; market makers and SEBI guidelines;

### Suggested Practicals/Assignments/Activities

The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.

1. Collect historical background of debt financing of startups in India and prepare a report
2. Prepare a report on various types of bond instruments issued by SMEs in India
3. Prepare a report on regulatory structure of SEBI relating to SMEs/Startup bond Financing in India
4. Compare and contrast the mainframe stock exchanges and SME stock exchanges
5. List out the benefits of listing on stock exchanges and identify companies pursuing listing activities SME exchanges

<b>FormativeAssessmentforTheory</b>	
<b>AssessmentOccasion/type</b>	<b>Marks</b>
InternalAssessmentTest(at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20Marks</b>
<i>FormativeAssessmentasperguidelines.</i>	

**P G DEF Semester–I**  
**Discipline Specific Course (DSC)-**

**Course Title:** - Startup Valuation Methods

**Course Code:**

Type of Course	Theory / Practical	Credits	Instruction hours per week	Total No. of Lectures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks
<b>DSC-2.4</b>	<b>Theory</b>	<b>4</b>	<b>4</b>	<b>60 hrs.</b>	<b>3hrs.</b>	<b>20</b>	<b>80</b>	<b>100</b>

**Paper – 2.4: Start-Up Valuation Methods**

**Learning Objectives:**

The subject is designed to understand complexity involved in valuation of firms especially start-ups who lack historical and accurate information. The knowledge of the approaches and methods would enable students in valuation of start-ups in mergers, takeovers, financing decisions etc.

**Learning Outcomes**

The course has the following outcomes:

1. Explain the value and methods of determining such value
2. Compare and contrast the ROE and ROA models of valuation
3. Identify the data requirement for relative valuation of startups
4. Explain the merits and demerits earnings multiples, revenue multiples and other relative valuation method
5. State difficulties in valuation using historical cost and replacement cost methods
6. Explain how merger valuation is done by in startups enterprises

Module – 1: Introduction: Concept and objectives of valuation; business valuation – meaning and objectives; foundations of new venture valuations – myths about new venture valuation; challenges involved in valuation of start-ups; overview of valuation models

Module – 2: Valuation in Practice – Criteria for selecting start-up valuation models; implementing the continuing value concept; Discounted Cash Flow Methods – meaning and measurement of cash flows; two stage and three-stage growth models; free cash flow to equity models; free cash flow to all stakeholders and adjusted present value approach; excess return models – economic value added; capital structure and firm value

- Module – 3: Other Valuation Methods – Relative Valuation Methods – earnings multiples; book value or replacement value, revenue multiples; the Berkus Method, Scorecard Valuation Method; Cost-to-Duplication Method; Risk Factor Summation Method; Venture Capital Method; First Chicago Method;
- Module – 4: Real World Start-up Valuation Models – Standard Earnings Multiple Method; Human Capital Plus Market Value Method; Exit Method, Customer-Based Valuation Model; Comparison Valuation Method; Combo Platter Method; etc
- Module – 5: Entrepreneurs’ Perspective on Value: Opportunity Cost and choosing entrepreneurship; entrepreneur as on under diversified investor; factors influencing entrepreneurs cost of capital; valuing partial commitment investment; implementing partial commitment; short cuts and extensions; benefits of diversification

### **Suggested Readings**

1. Murat Akkaya, Start-Up Valuation: Theories, Models and Future,
2. Antonella Puca, Early Stage Valuation, Wiley Publications, New Delhi.
3. Christopher Mercer and Travis Harms, Business Valuation – An Integrated Theory, Wiley Publications, New Delhi.
4. AshwathDamodaran, Damodaran on Valuation, Wiley Publications, New Delhi
5. Palepu, Healy and Bernard, Business Analysis and Valuation, Cengage Learning, New Delhi
6. Stephen Penman, Financial Statement Analysis and Security Valuation, McGraw Hill, New Delhi
7. Greg Shields, Business Valuation, Infinite Books, New Delhi
8. Erik Peek, Business Analysis and Valuation: IFRS edition, Sunrise Publishers, New Delhi
9. AswathDamodaran, Investment Valuations, Wiley India, New Delhi

### **Suggested Practicals/Assignments/Activities**

**The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.**

1. **Collect information relating to valuation essentials for startups**
2. **Prepare a report how banks and angel investors employ valuation approaches**
3. **Identify valuation methods adopted by Indian Startups and SMEs**
4. **Visit local commercial bank offices and understand the data requirement for SME/Startup valuation**
5. **Identify comparable cost methods employed in valuation of SMEs**

**FormativeAssessmentforTheory**

Assessment Occasion/type	Marks
Internal Assessment Test (at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20 Marks</b>
<i>Formative Assessment as per guidelines.</i>	

**P G DEF Semester-I**

**Discipline Specific Course (DSC)-**

**Course Title:** - Cost Accounting for Entrepreneurs

**Course Code:**

Type of Course	Theory / Practical	Credits	Instruction hours per week	Total No. of Lectures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks
DSC-1	<b>Theory</b>	<b>4</b>	<b>4</b>	<b>60 hrs.</b>	<b>3hrs.</b>	<b>20</b>	<b>80</b>	<b>100</b>

**Paper 2.5: Cost Accounting for Entrepreneurs**

**Learning Objectives:**

The subject aims at analyzing the contributions of cost accounting system to the entrepreneurial entities to further their development. This would help the students to contribute in cost minimization efforts in start-ups and SMEs.

**Learning Outcomes**

The course has the following course outcomes on its completion of study:

1. State the relevance of cost data in decision making process of startups and SMEs
2. Demonstrate the application of marginal cost principles of pricing and output determination
3. Explain the relevance of various cost concepts in business decision-making process
4. Demonstrate the distinction between job costing contracts and process costing methods
5. Bring out the relevance of break even analysis and its application in startups.
6. State the usefulness of adopting budgetary control programme in cost minimization and optimization
7. Demonstrate the relative benefits of standard costing and its impact on the performance of enterprises

Module – 1: Introduction: Concept of Cost Accounting – meaning, nature and characteristics; functions of cost accounting; managerial applications; financial accounting v/s cost and management accounting; techniques of cost accounting

- Module – 2: Cost Concept and Classification; meaning of cost and classification – element-wise, behaviour, functional, traceability, controllability, etc., managerial classification of cost – implied or opportunity cost, sunk cost, etc., managerial uses of cost classification in start-ups and SMEs
- Module – 3: Product/Service Costing Methods and their applications in start-ups and SMEs: concept of output, job and operating costing methods – cost accumulation, analysis and measurement of unit cost; process costing – features, computation of gain or loss and measurement of unit cost;
- Module – 4: Marginal Costing and Break-even Analysis – meaning, nature and assumptions of marginal cost; marginal costing v/s absorption costing; marginal costing equation; managerial applications of marginal costing; break-even analysis – meaning, nature and assumptions, contribution margin ratio and managerial applications of breakeven analysis; merits and demerits of marginal costing
- Module – 5: Budgetary Control and Standard Costing Techniques – Concept of budget and budgetary control; budget process; preparation of various functional budgets and variance analysis; flexible budgeting; standard costing system – concept of standard cost and standard costing; developing cost standards for various elements of cost and analysis of variances; application in start-ups and SMEs

### **Suggested Readings**

1. S P Jain and K L Narang, Advanced Cost Accounting, Kalyani Publishers Ludhiana
2. M N Arora, Cost Accounting, Vikas Publications, New Delhi
3. S N Maheswari, Cost and Management Accounting, Sultan Chand, New Delhi
4. Saxena and Vashist, Cost Accounting – Theory and Practice, Sultan Chand, New Delhi
5. Gupta and Gupta, Cost and Management Accounting, Sultan Chand, New Delhi
6. Sunil Keswani, Cost and Management Accounting, Bharat Law House, New Delhi
7. Babatosh Banerjee, Cost Accounting – Theory and Practice, Prentice Hall, New Delhi.
8. Ravi M Kishore, Cost and Management Accounting, Taxmann Publications, New Delhi
9. Colin Drury, Cost and Management Accounting, Cengage, New Delhi.
10. Horngren, Foster and Datar, Cost Accounting: A Managerial Emphasis, Prentice Hall, New Delhi.

### **Suggested Practicals/Assignments/Activities**

**The course has to be taught by conducting the following skill-oriented practicals/activities and this assignment shall carry 10 marks.**

1. Visit SMEs operating in your area and identify the employment of cost accounting methods
2. Visit local startups and analyse the cost records or books maintained
3. Study the material procurement , storing and issue methods adopted by SMEs in your

4. Analyse the labor recruitment, training, promotion, remuneration and incentives schemes for labour
5. List various methods of overhead allocation employed by startups and appraise them the benefits of ABC
6. Prepare a questionnaire or interview schedule and enquire with the startups on various cost management tools like Just-In-Time costing; backflush costing, kaizen costing, BSC application, etc

<b>FormativeAssessmentforTheory</b>	
<b>AssessmentOccasion/type</b>	<b>Marks</b>
InternalAssessmentTest(at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20Marks</b>
<i>FormativeAssessmentasperguidelines.</i>	

## PGDEF Semester – II

### *Discipline Specific Course (DSC)-*

**Course Title:** - Project Report and Viva Voce

*Course Code:*

Type of Course	Theory /Practical	Credits	Instruction hours per week	Total No. of Lectures/Hours /Semester	Duration of Exam	Formative Assessment Marks	Summative Assessment Marks	Total Marks

DSC-4.6E	Theory	4	4	60 hrs.	3hrs.	20	80	100
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#### 4.6: Project Report and Viva Voce

### Project Work

#### Broad Guidelines relating to Project Work/Report

The PGDEF pursuing student shall take up project work in the Fourth semester of PGDEF Programme in the elective group selected by the student.

The avowed objective of NEP is to develop a trained, skilled and industry-ready student. With this goal, the PGDEF Programme provides a practical exposure to student to inculcate research skills by working on project work. The project work shall be on topics out of specialization group chosen by him or her.

The project may be:

1. A comprehensive case study
2. Inter-organizational study
3. Field study

#### Project Report Guidance

1. The department/college/centre shall share/allocate students among the Faculty, permanent, teaching assistants and guest faculty randomly and weekly 04 working hours are allowed to each guide.
2. The four-hour should be spent in engaging classes for the group allotted or in guidance, checking, discussion, corrections, etc
3. Student should be asked to sign soon after the class or guidance.
4. A separate attendance register must be maintained by the department/centre/college guide-wise. 75% attendance is mandatory. Students who fail to maintain 75% attendance make themselves ineligible for the presentation and evaluation.
5. Monthly attendance must be shown, candidate-wise, on the notice board.

#### Topics for the Project Report

1. The research topic must be out of specialization chosen.

2. The list of assigned topics must be sent to the P G Department for final approval by the Chairman to avoid repeated topics , overlapping topics, unrelated topics, etc.

## Project Report Contents

1. The contents of the project report is left to the discretion of the guide and the student allotted
2. Generally, the project is divided into five chapter
  - a. Introduction
  - b. Conceptual Framework
  - c. Profile of Repondents/Company
  - d. Data Analysis and Interpretation
  - e. Findings, suggestions and conclusions including separate pages for Bibliography and Scope for Further Research
3. Three Spiral or hard-bound copies (One copy to the University, One Guide Copy, and One Personal Copy) must be submitted
4. Total number of pages may be between 50 to 70 pages including certificates and scope for further research
5. The centres, affiliated colleges and government colleges students should attend viva-voce at the main campus as per time table or schedule given by the University and one copy of the report should be submitted to the department.
6. The report shall carry 50 marks for evaluation and 50 marks for viva voce.
7. The evaluation and viva voce shall be done by the regular Faculty of the department or the external examiner.
8. The Chairman of the P G Department shall schedule the vivavoxce of the project by spreading the colleges/centres over a week and inform the colleges/centres in advance about the date of the viva-voce.
9. Soon after viva-voce, the marks list of evaluation and viva-voce along with attendance sheet shall be submitted to the Registrar Evaluation for inclusion in the marks card.
10. Candidates who miss viva-voce shall appear viva-voce in the next year only.
11. A minimum of 40 marks should be procured of both report valuation and project viva-voce. There are no minimum mark in viva-voce or project evaluation.

<b>FormativeAssessmentforProject Report</b>	
<b>AssessmentOccasion/type</b>	<b>Marks</b>
InternalAssessmentTest (at the end of 2 <sup>nd</sup> month)	10
Assessment of Practicals	10
<b>Total</b>	<b>20Marks</b>
<i>FormativeAssessmentasperguidelines.</i>	