

Annexure - 1

MBA/PGDM in Innovation, Entrepreneurship & Venture Development

AICTE Start-up Policy Implementation Unit

New Delhi

Academic Phase		Year	Semester	Academic Modules (M)	Course Length	Credit Breakup	Tentative Academic Streams/Courses	Integrated with Educational Learning Activities			
A	Foundation of Management and Entrepreneurship Track: (Immersion into Incubation Facility and Resource)	1st Year	1st Semester	*Induction	15-21 Days (2-3 Week)	Mandatory	Know and Manage Your Entrepreneurial Talent: Vision and Mission Building	Psychometric test, Tools to Tests Entrepreneurial Ability - Self assessment, Reflection, Feedback & finally a Create a Career Development Plan			
				M-I: Innovation, Entrepreneurial Skill and Opportunity Identification	2 - 2.5 Months (8-10 Weeks)	14Credits (Class Room Core Credit - 4, Elective - 4 Skill Certification - 2, Capstone Project - 4)	Principles of Technology-Innovation-Management	Exercise/Simulations that Challenge Students to Apply Business Skill for Real Problem Solving, Practice Leadership, Team Work Skills, Idea Feasibility Analysis, Apply Ethical and Social Responsible Reasoning, Examine Decisions etc.			
							Theories & Models of Techno-Entrepreneurship				
							Opportunities Mapping - Sector and Competitive Analysisof Start-up Ecosystem of Region & Nation				
							Research Methods - Data, Models and Decisions				
							Skill Development Programs: Participate in Trainings on Ideation, Business Model Canvas, Design Innovation, Technological Innovation & Designing, Entrepreneurship, Data Analytics etc				
			Capstone Course/Project -I: Creative Problem Solving/Idea-Proof-of-Concept and Submission	Work on Idea and Develop Proof-of-Concept							
			Idea/POC Project Evaluation Followed by a Week Break								
			M-II: Management Skill for Entrepreneurs and Managing for Value Creation	2 - 2.5 Months (8-10 Weeks)	14 Credits (Class Room Core Credit - 4, Elective - 4 Skill Certification - 2, Capstone Project - 4)	Innovation Development and Management	Exposure, Familiar and Hands on Activities and Trainings on Analytical Tools (Case Studies, Exercises, and Other Action Learning Methodologies) and Perspective Essentials to Value Creation: Demand and Forecast, Market Segmentation, Pricing Strategy, Budgeting, Social Responsible Managerial Decision Making				
						Managerial Economics for Entrepreneurs					
						Entrepreneurial Finance: Concept & Management					
						Start-up Law, Ethics and Environment in India					
						Start-up Ecosystem Management – I: Concept and Best Practices of Pre-Incubation Services Facilities					
						Skill Development Programs: Participate in Trainings on Enterprise Development, Management, Negotiation, Marketing & Research, Lean Start-up Models etc.					
			Capstone Course/Project-II: Development of Innovation/Prototype & Submission	Work on Proof-of-Concept to a Prototype/ Innovation Model Development							
			Innovation/Prototype Evaluation Week Followed by a Semester Break (2 Weeks)								
			2nd Semester	M-III: Creating and Sustaining Enterprise Model &Organizational Effectiveness	2.5 Months (10 Weeks)	14 Credits (Class Room Core Credit - 4, Elective - 4 Skill Certification - 2, Capstone Project - 4)	Entrepreneurial Leadership - Org Behaviour	Exercise, Training and Simulation focus on building and implementing competitive capabilities and developing high performance organizations			
Corporate and Social Entrepreneurship											
New Venture Establishment & Management											
Measuring and Managing Strategic Performance of Existing and New Ventures											
Innovation, Technology & Operation Management in Start-ups											
Start-up Ecosystem Management – II: Concept and Best Practices of Incubation and Acceleration Services Management for Start-ups											
Skill Development Programs: Participate in Trainings on Leadership, Lean Start-up, Venture Planning &Management, Operation Management, Performance Management etc.											
Capstone Course/Project-III: Development of Business Model for the Innovation & Submission	Developing a Minimum Viable Product & Business Model to get into the Market										
Start-up Business Model/Enterprise Model Evaluation Followed by a Week Break											

B	Experiential Learning Track: (Co learning&Contributing to Incubation Unit/Incubated Start-ups)			Action Learning Segment -I	2 Months (8 Weeks)	14 Credits	Start-up/Incubation/Acceleration Residency Learning Program: Action Based Learning on <Market Research and Customer Feedback><Innovation and Business Model Validation><Dummy Business & Service Portfolio Build><Fund & Resource Generation Strategy> <Managing Resources in Start-up Environment>	In addition to get work with other Start-ups, the Candidates will also get access to Co-working Space in Pre-Incubation &Incubation/AccelerationUnit of Institute for Working on their own Business Model Validation
		Candidates have option to rejoin the program to complete MBA/PGDM with in maximum year gap of two years. Institute/Incubator may issue a certificate those will complete first year successfully and wish to not continue the second year.						
		Annual Break (2 Weeks): Entry to 2nd Year Through a Competitive Selection Phase and Getting Admitted into an Incubation Unit						
C	Entrepreneurship Intensity Track (Immersion into Acceleration/ Incubation Facility and Resource)	2nd Year	3rd Semester	*Orientation	1 Week	Mandatory	Intensify and Manage Your Entrepreneurial Talent: Revisit Vision and Mission Statement	Tools to Tests Entrepreneurial Ability, Self assessment, Reflection, Feedback &Review Career Development Plan
				M-IV: Advanced Start-up Skill Competency Development	2.5 Months (10 Weeks)	14 Credits (Core – 4, Electives - 6 + Skill Certification 4)	Venture Financing: M&A, Funding Stages, Mechanism, Tools and Techniques etc.	Exercise, Training and Simulation focus on building and implementing competitive capabilities and developing high performance organizations
							Digital Marketing of Innovations	
							Venture Growth Strategies	
							Buying/Selling a Small Business – M&A	
			Test of Entrepreneurial Competency Evaluation				14 Credits (Core – 4, Electives - 6 + Skill Certification 4)	Exercise, Training and Simulation focus on building and implementing competitive capabilities and developing high performance organizations
			M-V: Creating and Growing New Ventureand National &Global Business Environment	2.5 Months (10 Weeks)	Government Strategies & Policies and International Economy			
					Technology & Global BusinessLinkage Opportunities			
							Global Start-up Exchange Incubation Program	
							IPR Management, Training on Advance Competency Development etc.	
		Business Model/Enterprise Model Evaluation Week Followed by a Week Break						
D	Start-up Establishment Track: (Access to Incubation Space)		4th Semester	Action Learning Segment -II: (Venture Establishment Phase)	6 Months (24 Weeks)	20 Credits + Skill Certification 4	Real Time Venture Establishment and Management in Incubation/Acceleration Unit: Action Based Learning on <Establish Enterprise& Registration><Undertake Product Customer Validation><Raise Seed Fund and Investment Readiness><Partnership and Stakeholder Management>	Receive Incubation Support in Incubation/Acceleration Unit
		Final Exit						
		Completion of "MBA/PGDM in Innovation, Entrepreneurship &Venture Development " Degree						

Total Credit Summary:

Year	Semester	Core Credit (Class Room)	Elective Credit (Class Room)	Credit through Acquiring Relevant Skill Programs outside Classroom Learning	Capstone Credit	Action Learning Credit	Total
1 st Year	1 st Semester	8	8	4	4 + 4	-	28
	2 nd Semester	4	4	2	4	14	28
2 nd Year	3 rd Semester	8	12	4	-	-	24
	4 th Semester	-	-	4	-	20	24
Total		20	24	14	12	34	104

** Course may be of 2-3Credits and One credit equal to 10 hours. Capstone Project is 6 Credit. AL-1 is 14 Credit and AL-2 is 20 Credit