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Evolution of the Concept of Entrepreneur–Characteristics of An Entrepreneur–Distinction Between an Entrepreneur and A Manager–Functions of An Entrepreneur–Theories of Entrepreneurship–Concept of Entrepreneurship–Growth of Entrepreneurship in India–Role of-Entrepreneurship in Economic Development–Concept of Entrepreneurship–Functions, Growth, Problems, Development, Recent Trends of Women Entrepreneurship–Meaning of and-Need for Rural Entrepreneurship–Problems and Development of Rural Entrepreneurship.

Unit-II: Factors Affecting Entrepreneurial Growth

Economic and Non-Economic Factors–Government Actions; Entrepreneurial Motivation; Entrepreneurial Competencies; Entrepreneurial Mobility; and Entrepreneurship Development Programmes (EDPs)–Need for, Objectives, Course Contents and Curriculum, Phases, Evaluation of EDPs.

Unit-III: Small Enterprises

Definition–Characteristics–Relationship with Large Units–Rationale–Objectives–Scope of Small Enterprises–Opportunities for an Entrepreneurial Career–Role of Small Enterprises in Economic Development–Their Problems–Project Identification and Selection–Project Formulation–Project Appraisal–Financing–Ownership Structures, MSME Act.

Unit-IV: Institutional Finance to Entrepreneurs

Commercial Banks–Other Major Financial Institutions such as IDBI, IFCI, IIBI, LIC, UTI, NABARD, SFCs, SIDCs, SIDBI, and EXIM Bank; Need for Institutional Support to Entrepreneurs–Role of NSIC, SSIB, SSICs, MSMEDI, DICs, Industrial Estates, Specialized Institutions, and TCOs, Microfinance Institutions.

Unit-V: Venture Capital

Venture Capital Financing Concept and Features, Need, Relevance and Development of Venture Capital Funds. Structure and Regulatory Framework of Venture Capital Financing in India. Investment Process and Evaluation – Conventional Valuation Method, the First Chicago Method, Revenue Multiplier Method. Structuring Venture Capital Financing. Investments Nurturing Methodologies – Valuation of Venture Capital Portfolio. Performance of TDICI and Other Venture Capital Firms in India. Exit Strategies of Venture Capital Financing. Policy Imperatives of VCF Development in India. Role of Private Equity.

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