

Dr. B. B. HEGDE FIRST GRADE COLLEGE, KUNDAPURA

Accredited by NAAC with B++ Grade (Cycle I)

Affiliated to Mangalore University

(A Unit of Coondapur Education Society (R.), Kundapura)



Certificate Course

on

ENTREPRENEURIAL AND SKILLS DEVELOPMENT

This is to certify that Mr./Miss _____

BINCY

has successfully completed **ENTREPRENEURIAL AND SKILLS DEVELOPMENT**

Certificate Course with 0 grade during the year 2023-24

Chief Co-ordinator

Principal
Dr. B.B. Hegde First Grade College
Kundapura -576201

Prof. K. Umesh Shetty
Principal

Dr. B. B. HEGDE FIRST GRADE COLLEGE, KUNDAPURA

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Certificate Course

on

ENTREPRENEURIAL AND SKILLS DEVELOPMENT

This is to certify that Mr./Miss _____

DEEKSHA

has successfully completed **ENTREPRENEURIAL AND SKILLS DEVELOPMENT**

Certificate Course with **A++** grade during the year 2023-24

Chief Co-ordinator

Principal

Dr. B.B. Hegde First Grade College
Kundapura -576201

Prof. K. Umesh Shetty
Principal

Dr. B. B. HEGDE FIRST GRADE COLLEGE, KUNDAPURA

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Certificate Course

on

ENTREPRENEURIAL AND SKILLS DEVELOPMENT

This is to certify that Mr./Miss _____

NAGARATHNA

has successfully completed _____

ENTREPRENEURIAL AND SKILLS DEVELOPMENT

Certificate Course with 0 grade during the year 2023-24

Chief Co-ordinator

Principal
Dr. B.B. Hegde First Grade College
Kundapura -576201

Prof. K. Umesh Shetty
Principal

Dr. B.B HEGDE FIRST GRADE COLLEGE, KUNDAPURA

CERTIFICATE COURSES: 2023-24

CERTIFICATE COURSE NAME: ENTREPRENEURIAL SKILLS DEVELOPMENT

COURSE CO-ORDINATOR: MR. SHARATH KUMAR

STUDENTS ENROLLMENT

SL. NO.	ROLL NO.	CLASS & SECTION	NAME OF THE STUDENTS
1	BCM23014	I BCOM'A'	BINCY
2	BCM23017	I BCOM'A'	DAYANANDA
3	BCM23018	I BCOM'A'	DEEKSHA
4	BCM23025	I BCOM'A'	K.N.KRUTHIKA
5	BCM23033	I BCOM'A'	NAGARATHNA
6	BCM23037	I BCOM'A'	POOJA R
7	BCM23055	I BCOM'A'	SANKETH
8	BCM23058	I BCOM'A'	SHARATH KUMAR
9	BCM23059	I BCOM'A'	SHASHANKA
10	BCM23065	I BCOM'A'	SUMANTH
11	BCM23085	IBCOM'B'	ARJUNA
12	BCM23093	IBCOM'B'	DHANYA N. MESTHA
13	BCM23096	IBCOM'B'	H.M SAQEEB
14	BCM23100	IBCOM'B'	MANIRAJA
15	BCM23102	IBCOM'B'	MEGHA M.MESTHA
16	BCM23124	IBCOM'B'	RASHMITHA
17	BCM23125	IBCOM'B'	RASHMITHA
18	BCM23127	IBCOM'B'	RISHITH
19	BCM23145	IBCOM'B'	SUMANTH
20	BCM23147	IBCOM'B'	SUPRAJ KUMAR
21	BCM23174	IBCOM'C'	DARSHAN
22	BCM23186	IBCOM'C'	MANOJ U
23	BCM23211	IBCOM'C'	SHASHANK SHETTY
24	BCM23217	IBCOM'C'	SHRIKUMAR
25	BBA23001	I BBA	AISHWARYA
26	BBA23006	I BBA	BHOOMIKA R
27	BBA23011	I BBA	KARTHIK
28	BBA23013	I BBA	KAVYA ISHWAR NAIK
29	BCA23069	I BCA	AKASH M DEVADIGA
30	BCA23112	I BCA	SHISHIR SHETTY
31	BCA23119	I BCA	SUBRAMANYA HEBBAR

Sharath
COURSE CO-ORDINATOR

[Signature]
PRINCIPAL
Dr. B.B. Hegde First Grade College
Kundapura -576201

Dr. B.B. HEGDE FIRST GRADE COLLEGE, KUNDAPURA

CERTIFICATE COURSES: 2023-24

Result Sheet

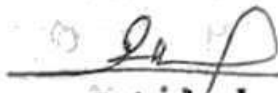
Total Marks: 40 marks

Course Name: Entrepreneurial skills Development

Co-ordinator: Mr. Sharath Kumar

Sl. No.	Roll No.	Name	Class & Section	Marks Obtained	Grade Point	Alpha Sign Grade
1.	Bcm23014	Bincy	I B.com A'	38	9	O
2.	Bcm23017	Dayananada	I B.com A'	36	9	O
3.	Bcm23018	Deeksha	I B.com A'	33	8	A++
4.	Bcm23025	K.N. Karuthika	I B.com A'	39	9	O
5.	Bcm23033	Nagawathna	I B.com A'	40	9	O
6.	Bcm23037	Pooju R	I B.com A'	40	9	O
7.	Bcm23055	Sanketh	I B.com A'	36	9	O
8.	Bcm23058	Sharath Kumar	I B.com A'	40	9	O
9.	Bcm23059	Shashanka	I B.com A'	14	3	C
10.	Bcm23065	Sumanth	I B.com A'	28	7	A+
11.	Bcm23085	Aruna	I B.com B'	34	8	A++
12.	Bcm23093	Dhanya N. Mestha	I B.com B'	40	9	O
13.	Bcm23096	H. M Sajeer	I B.com B'	39	9	O
14.	Bcm23100	Maniraja	I B.com B'	34	8	A++
15.	Bcm23102	Megha m. Mestha	I B.com B'	40	9	O
16.	Bcm23124	Rashmitha	I B.com B'	40	9	O
17.	Bcm23125	Rashmitha	I B.com B'	38	9	O
18.	Bcm23127	Rishith	I B.com B'	AB	AB	AB
19.	Bcm23145	Sumanth	I B.com B'	40	9	O
20.	Bcm23147	Supraj Kumar	I B.com B'	34	8	A++
21.	Bcm23174	Darshan	I B.com B'	37	9	O

22.	B1m23186	Manoj U	I B. (am'c)	38	9	0
23.	B1m23211	Shahank shetty	I B. (am'c)	38	9	0
24.	B1m23217	Shonikumar	I B. (am'c)	36	9	0
25.	BBA23001	Aishwarya	I B. BBA	39	9	0
26.	BBA23006	Bhoomika R	I BBA	40	9	0
27.	BBA23011	Karthik	I BBA	31	7	A+
28.	BBA23013	Kavya Ishwar Naik	I BBA			
29.	BLA23069	Atash M. Devadiga	I BLA	35	8	A++
30.	BLA23112	Shishir shetty	I BLA	39	9	0
31.	BLA23119	Subramanya Hebbar	I BLA	40	10	0
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Principal

Dr. B.B. Hegde First Grade College
Kundapura -576201

SECTION-A

Answer the following questions:

(25×1=25)

1. Which of the following is a characteristic of an entrepreneur?
 - a) Working for someone else
 - b) Taking risks
 - c) Following instructions
 - d) Avoiding challenges
2. What does the term "entrepreneurship" mean?
 - a) Being employed by a company
 - b) Starting and running a business
 - c) Working as a doctor or engineer
 - d) None of the above
3. What is a skill?
 - a) Something you learn in school
 - b) Something you're born with
 - c) An ability you develop through practice and experience
 - d) A type of food
4. What is a target market?
 - a) The market with the highest competition
 - b) The market with the lowest prices
 - c) The specific group of customers a business aims to serve
 - d) The global market for a particular product
5. What is market research?
 - a) The process of selling products in a marketplace
 - b) The process of understanding customer needs and preferences
 - c) The process of setting prices for products
 - d) The process of producing goods for the market
6. What is innovation?
 - a) The process of starting a new business
 - b) The process of creating new ideas or improving existing ones
 - c) The process of marketing a product
 - d) The process of hiring employees for a business

7. What is branding?
- The process of designing a business logo
 - The process of advertising a product or service
 - The process of creating a unique identity for a business
 - The process of packaging products for sale
8. What is digital marketing?
- The process of marketing products through television advertisements
 - The process of marketing products through online platforms and channels
 - The process of marketing products through print media
 - The process of marketing products through radio advertisements
9. What is market segmentation?
- The process of dividing a market into smaller groups based on similar characteristics
 - The process of marketing products internationally
 - The process of creating new markets for existing products
 - The process of targeting all customers in a market
10. What is entrepreneurship education?
- Education focused on teaching students how to start and run a business
 - Education focused on teaching students how to be professional athletes
 - Education focused on teaching students how to become doctors
 - Education focused on teaching students how to become teachers

11. Which one is correct Accounting Equations

- $\text{Assets} = \text{Capital} - \text{Liabilities}$
- $\text{Capital} = \text{Liabilities} + \text{Assets}$

- $\text{Assets} = \text{Capital} + \text{Liabilities}$
- $\text{Liabilities} = \text{Capital} + \text{Assets}$

12. Which one is not an Example of Asset

- Land
- Stock

- Machinery
- Salary

13. Journal entry for Rent Paid

- Rent A/c Dr
 To Bank A/c

- Bank A/c Dr
 To Expenses A/c

- Bank A/c Dr
 To Rent A/c

- Expenses A/c Dr
 To Bank A/c

14. Indian Contract Act

- 1872
- 1982

c) 1986

d) 1932

15. Which one is not the Characteristics of a Partnership
- a) Sharing of profits and losses
 - b) Limited liability
 - c) Unlimited liability
 - d) Lawful business
16. "Consumer Protection Act 1986" protect the interest of
- a) Consumer
 - b) whole seller
 - c) Retailer
 - d) All the above
17. Companies are incorporated under
- a) Partnership Act
 - b) Companies Act
 - c) Consumer Protection Act
 - d) Sale of Goods Act
18. "SWOT Analysis" where "S" stands for
- a) Sweet
 - b) Strength
 - c) Sweat
 - d) Strong
19. Not an Example of B2C E-Commerce Business Model
- a) Amazon
 - b) Flipkart
 - c) Meesho
 - d) OLX
20. Which one is not a Payment platform
- a) Phone Pay
 - b) Google Pay
 - c) WhatsApp
 - d) Telegram
21. "DEALER" where "R" stands for
- a) Result
 - b) Revenue
 - c) Right
 - d) Rich
22. What is Break Even Analysis
- a) loss Situation
 - b) Profit Situation
 - c) No Profit, no Loss Situation
 - d) None of the Above
23. Rent is example for
- a) Asset
 - b) Liability
 - c) Income
 - d) Expenses
24. Hp is a
- a) Bike Company
 - b) Car Company
 - c) Refrigerator Company
 - d) Laptop Company
25. Founder of Amazon
- a) Sachin Bansal
 - b) Binny Bansal
 - c) Jeff Bezos
 - d) Bill Gates

SECTION-B

Answer any One of the following questions:


(1×15=15)

26. Develop one new product and explain its feature advantages and marketing strategy.
27. Explain the Qualities of a successful Entrepreneur.

Percentage of Marks for declaration of grades:

Aggregate percentage	Grade point	Alpha sign grade	class
90% and above	9	O	First Class with Distinction
80% and above but below 90%	8	A++	
70% and above but below 80%	7	A+	
60% and above but below 70%	6	A	First Class
55% and above but below 60%	5	B+	High Second class
50% and above but below 55%	4	B	Second Class
35% and above but below 50%	3	C	Pass Class
Below 35%	2	D	Fail

Shanesh
1-07-24
Co-ordinator


Principal
Dr. B.B. Hegde First Grade College
Kundapura -576201

Principal

Dr. B. B. Hegde First Grade College, Kundapura
Department of commerce
CERTIFICATE COURSE
Entrepreneurship & Skill Development (BBHCESD)
SYLLABUS 2023-24

Objectives:

- To develop basic understanding about Entrepreneurship
- To develop Basic Entrepreneurial skill
- To orient graduates for their own venture setup
- To boost start-ups.

UNIT 1: INTRODUCTION TO ENTREPRENEURSHIP

8 Hour

Meaning of Entrepreneur, Role of Entrepreneurs, Barriers to entrepreneurship, Entrepreneurs, managers and intrapreneurs, Qualities of successful entrepreneur, Process of Entrepreneurship, Emerging trends in entrepreneurship (technopreneurship, netpreneur, agripreneurs, Women Entrepreneurship, Portfolio Entrepreneurship, Franchising Case study analysis

UNIT 2: ACCOUNTING FOR ENTREPRENEURS

6 Hour

Introduction to Accounting concepts and conventions, – Journal and ledger, Trading profit and loss account, Balance sheet, Cashflow statement, Bank Reconciliation Statement, ratio analysis, Break- Even Analysis

UNIT 3: POLICIES AND LEGAL ASPECTS

6 Hour

Indian Contract Act 1872, Sale of Goods Act 1930, Partnership Act 1932, Consumer Protection Act 1986, Company's Act 2013, Competition act 2002

UNIT 4: EXPLORING BUSINESS OPPORTUNITIES AND MARKET SURVEY

5 hour

Introduction, SWOC analysis, Business opportunity, Process of Selection, Final Selection project

Market survey(steps in market survey, Questionnaire and key components)

UNIT 5: E-COMMERCE FOR ENTREPRENEUR

5 hour

Introduction, Traditional v/s E-Commerce, Road map of E-Commerce in India, E-Commerce infrastructure, E-Commerce Model, E-Enterprise, Security issue, E- payment system

Dr. B. B. Hegde First Grade College, Kundapura
Department of commerce
CERTIFICATE COURSE
Entrepreneurship & Skill Development (BBHCESD)
SYLLABUS 2023-24

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6 Hour

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Dr. B. B. HEGDE FIRST GRADE COLLEGE KUNDAPURA

Department of Commerce
Entrepreneurial Skill Development
Budget for the year 2023-24

Receipts	₹	Payments	₹
Fees Collection from students (31 X 400)	12,400	Certificate	1,000
		Photocopy and materials	1,000
		Remuneration to the staff	8000
		Refreshments	2,000
		Miscellaneous	400
	12,400		12400

Shravan
10-1-24
Coordinators

Principal

Principal
Dr. B.B. Hegde First Grade College
Kundapura -576201

Dr. B. B. Hegde First Grade College,
Application for Certificate Course : 2023-24

Name of the Student : Poja. R
Class & Section : Ist B.Com 'A'
Roll No. : BCM 23035
Father's Name : Ravindra
Mother's Name : Shobada
Guardian's Name :
Contact Number : 8762849765
Email ID : Raveendraravi 1977@gmail.com
Permanent Address : Kencora, Bhorhana keppige (P)
Sogara (T) Shimoga (D)



Preference in Numbers from 1 to 10 :

- | | |
|--------------------------------------|----|
| 1. Entrepreneurial Skill Development | 2 |
| 2. Functional English | 4 |
| 3. Yakshagana | 10 |
| 4. Event Management | 1 |
| 5. Aviation & Hospitality Management | 5 |
| 6. Computer Fundamentals | 6 |
| 7. Fashion Designing | 9 |
| 8. Yoga and Fitness | 9 |
| 9. Soft Skills Development | 3 |
| 10. Stock Marketing Operations | 8 |

Undertaking :

I abide all the rules and regulations relating to the certificate courses offered by the Departments.

^{OL}
Signature of the Parent

^{Bo}
Signature of the Student

Date : 3/04/2023

Place : Kundapura

(For office use only)

Admitted to ESD (Entrepreneurial Skill Development) Certificate Course during the Academic Year 2023-24.

Chief Coordinator

Principal
Dr. B.B. Hegde First Grade College
Kundapura - 576201
Principal

Dr. B. B. Hegde First Grade College,

Application for Certificate Course : 2023-24

Name of the Student : Shashank
Class & Section : I B.com A.
Roll No. :
Father's Name : Suresha Poojazi
Mother's Name : Jayalaxhmi
Guardian's Name :
Contact Number : 8310602824
Email ID : Shashankpoojazi@gmail.com
Permanent Address : Bandy kodkodi, utupi distaid, Kundapurathalaku.

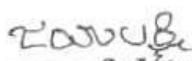


Preference in Numbers from 1 to 10 :

- | | |
|--------------------------------------|--------------------------------|
| 1. Entrepreneurial Skill Development | <input type="text" value="2"/> |
| 2. Functional English | <input type="text"/> |
| 3. Yakshagana | <input type="text"/> |
| 4. Event Management | <input type="text"/> |
| 5. Aviation & Hospitality Management | <input type="text" value="3"/> |
| 6. Computer Fundamentals | <input type="text" value="1"/> |
| 7. Fashion Designing | <input type="text"/> |
| 8. Yoga and Fitness | <input type="text"/> |
| 9. Soft Skills Development | <input type="text"/> |
| 10. Stock Marketing Operations | <input type="text" value="4"/> |

Undertaking :

I abide all the rules and regulations relating to the certificate courses offered by the Departments.


Signature of the Parent


Signature of the Student

Date : 3/09/2023

Place : Kundapura

(For office use only)

Admitted to Entrepreneurial Skill Development Certificate Course during the Academic Year 2023-24.


Chief Coordinator


Principal
Dr. B.B. Hegde First Grade College
Kundapura 576201