

Semester I Lecture Plan

Name of the college: Government College of Arts Science & Commerce, Sanquelim						
Name of Faculty: Ms. Pritam V. Padloskar			Subject: Innovation and Start-Up (Practical)			
Paper code: COM-145			Program/Course: B.Com		Division: Practical batch I	
Academic year: 2026-27			Semester: I		Total Lectures: 60	
Course Objectives: 1. To develop an entrepreneurial mind-set. 2. To acquaint learners with skills to develop a business model. 3. To enable learners to explore funding and growth opportunities.						
Expected Course Outcome: 1. Develop an entrepreneurial mind-set by learning key skills. 2. Create and validate a business model and business plan. 3. Explore business funding opportunities. 4. Explore business growth opportunities.						
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Month	Lectures From: To:	No. of lectur es allotte d	Topic, Subtopic to be covered	Exercise and assignments	ICT Tools	
Jun-26	22 Jun – 28 Jun	4	Exploring Self-Discovery, Environment Scanning for idea generation,	Idea diary, brainstorming	Whiteboard, PPT	Kuratko – <i>Entrepreneurship</i>

June/July 2026	29 Jun – 5 Jul	4	Problem Identification and Idea Generation, Spotting Trends, Creativity and Innovation,	Creativity workshop	Mind maps, Videos	Drucker – <i>Innovation & Entrepreneurship</i>
Jul-26	6 Jul – 12 Jul	4	Idea Evaluation; Developing Model: Team, Market Understanding, Product/ Market Fit,	Group model draft	Business model canvas tool	Osterwalder – <i>Business Model Generation</i>
Jul-26	13 Jul – 19 Jul	4	Customer Validation, Business Model Canvas Preparation,	Prepare BMC in groups	Canva / MS PowerPoint	Osterwalder – <i>Business Model Generation</i>
Jul-26	20 Jul – 26 Jul	4	Preparation of Business model and Business Plan; Translating	Business plan draft	PPT + Excel	Hisrich – <i>Entrepreneurship</i>
July/August 2026	27 Jul – 2 Aug	4	Business Model into Startup: Business Planning (Finance, HR, Marketing, Distribution, Production Plan, Networking), Obtaining Business Licenses,	Business plan draft	PPT + Excel	Hisrich – <i>Entrepreneurship</i>
Aug-26	3 Aug – 9 Aug	4	Applicability of Regulations Barriers to proprietorship, Business a Opportunity	Business simulation activity	Case study videos	Gupta – <i>Business Organization</i>
Aug-26	10 Aug – 16 Aug	4	Identifying Growth Opportunities,	Comparative assignment	PPT	Khanka – <i>Entrepreneurship Development</i>
Aug-26	17 Aug – 23 Aug	4	Funding Sources of Entrepreneurship for Growth,	Startup pitch	PPT, Startup India portal	Drucker – <i>Innovation & Entrepreneurship</i>
Aug-26	24 Aug – 30 Aug	4	Ganesh Holidays			
August/September 2026	31 Aug – 6 Sep	4	Retention & Expansion Strategies,	Case study review	PPT	Kuratko – <i>Entrepreneurship</i>
Sep-26	7 Sep – 13 Sep	4	Expansion model, Maximizing Profits, Determine appropriate exit strategies for entrepreneurs;	Strategy design assignment	Whiteboard	Hisrich – <i>Entrepreneurship</i>
Sep-26	14 Sep – 20 Sep	4	Identify Funding Agencies both private and government aided,	Group debate on exit models	Case studies	Gupta – <i>Business Management</i>

Sep-26	21 Sep – 27 Sep	4	Cases in various types of fundings: Debt Funding, Bootstrap, Seed, Series	Funding pitch simulation	PPT + Video	Govt. Reports + Startup India Guide
September/October 2026	28 Sep – 4 Oct	4	Organizational Assistance by government for startup and various policies;	Funding pitch simulation	PPT + Video	Govt. Reports + Startup India Guide
Oct-26	5 Oct – 11 Oct	4	Model Presentation			
Oct-26	12 Oct – 14 Oct	4	Model Presentation			

Assessment Rubrics

Component	Max Marks
ISA 1	05
ISA 2	05
ISA 2	05
Practical	
Project	
Semester End Exam	40

Ms. Pritam V. Padloskar
Assistant Professor in Commerce