

	Evaluation Component	Weightage (%)
1	Activities	20
2	Project/Presentation	20
3	Attendance	10
4	End Term Examination	50

VAC060	BECOMING A SOCIAL ENTREPRENEUR
Contact Hours	30 Hours
Prerequisite	Nil

Course Description

This 30-hour course on Becoming a Social Entrepreneur is designed to equip individuals with the knowledge and skills to create and manage ventures that address pressing social and environmental challenges. Participants will explore the principles of social entrepreneurship, develop innovative solutions to social problems, and understand the strategies and tools needed to launch and sustain social enterprises.

Course Objectives

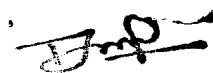
The student will be able to:

- Understand the concept of social entrepreneurship and its role in addressing social and environmental issues.
- Develop the skills to identify and analyze pressing social challenges and opportunities for innovative solutions.
- Create and refine social enterprise concepts with a focus on impact, sustainability, and scalability.
- Learn practical strategies for funding, scaling, and managing social ventures.
- Explore the ethical considerations and responsibilities of social entrepreneurs.
- Engage in hands-on experiences and real-world projects to apply social entrepreneurship principles.
- Foster critical thinking and problem-solving skills in the context of social innovation.

Course Outcomes

Upon successful completion of this course, students will be able to:

CO1: Define and explain the concept of social entrepreneurship.



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- CO2: Identify and analyze social and environmental challenges suitable for social entrepreneurship solutions.
- CO3: Develop a social enterprise concept with a focus on impact, sustainability, and scalability.
- CO4: Apply practical strategies for funding, scaling, and managing social ventures.
- CO5: Discuss the ethical considerations and responsibilities of social entrepreneurs.
- CO6: Engage in real-world projects and apply social entrepreneurship principles.
- CO7: Use critical thinking and problem-solving skills to innovate and address social problems.

Course Content

Module 1: Introduction to Social Entrepreneurship 2 hours

- Defining Social Entrepreneurship
- The Role of Social Entrepreneurs
- Historical Perspectives and Contemporary Trends
- Ethical Considerations in Social Entrepreneurship

Module 2: Identifying Social Challenges 3 hours

- Social and Environmental Issues
- Systems Thinking and Root Cause Analysis
- Needs Assessment and Market Research
- Identifying Opportunities for Innovation

Module 3: Developing Social Enterprise Concepts 4 hours

- Creating a Mission and Vision
- Theory of Change and Impact Measurement
- Business Model Development
- Prototyping and Testing

Module 4: Funding and Scaling Social Ventures 5 hours

- Funding Sources: Grants, Impact Investment, and Crowdfunding
- Scaling Strategies and Growth Planning
- Marketing and Branding for Social Enterprises
- Managing Operations and Sustainability

Module 5: Ethical Considerations and Responsibility 3 hours

- Ethics in Social Entrepreneurship
- Social Responsibility and Stakeholder Engagement
- Building and Nurturing a Values-Driven Organization
- Legal Considerations for Social Ventures



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Harvard Business School (Harvard)

Module 6: Real-World Projects and Hands-On Experience**6 hours**

- Developing and Presenting Social Enterprise Proposals
- Social Enterprise Pitch Competitions
- Collaborative Projects with Local Social Enterprises
- Guest Speakers and Industry Insight

Module 7: Practicum and Application**5 hours**

- Group Projects: Developing and Refining Social Enterprise Concepts
- Business Plan Development
- Presentation of Social Enterprise Proposals
- Reflection on Course and Future Social Entrepreneurship Opportunities

Practicum

The course includes a practicum where participants will work in groups to develop and refine social enterprise concepts, create business plans, and present their proposals to the class. This practical experience allows students to apply social entrepreneurship principles.

Textbooks

1. Bornstein, D., & Davis, S. (2010). Social Entrepreneurship: What Everyone Needs to Know. Oxford University Press.
2. Elkington, J. (1997). Cannibals with Forks: The Triple Bottom Line of 21st Century Business. Capstone.
3. Yunus, M. (2007). Creating a World Without Poverty: Social Business and the Future of Capitalism. PublicAffairs.
4. Dees, J. G., Emerson, J., & Economy, P. (2001). Enterprising Nonprofits: A Toolkit for Social Entrepreneurs. Wiley.

Reference Books

1. Martin, R. L., & Osberg, S. (2007). Social Entrepreneurship: The Case for Definition. Stanford Social Innovation Review.
2. Mair, J., & Marti, I. (2006). Social Entrepreneurship Research: A Source of Explanation, Prediction, and Delight. Journal of World Business.

	Evaluation Component	Weightage (%)
1	Activities	20
2	Project/Presentation	20



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E D U C A T I O N F O R L I F E
(Recognized by UGC and a member of AIU)

Ref.No.:KRMU/Admin./Notice/2020-21/ 2116(A) Dated: 10th December, 2020

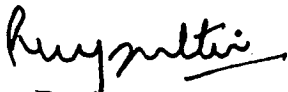
NOTICE

This is to put for information that School of Management & Commerce is offering Value-Added Course (VAC) for all interested students during Even Semester as per the following specifications.

Course Code	Course Title	Coordinating Department / School	Duration
VAC055	Positive Leadership and Competency Development	SOMC	30 Hrs.
VAC057	Fundraising for Community Initiatives	SOMC	30 Hrs.
VAC060	Becoming a Social Entrepreneur	SOMC	30 Hrs.

- a) *Maximum 100 seats are available for the course.*
- b) *Course Start Date: 02 January 2021*
- c) *Couse End Date: 19 March 2021*

All interested students are required to confirm their registration with the Dean-School of Management & Commerce latest by **26th December, 2020.**

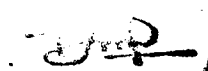


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Copy to:

- Vice Chancellor
- Dean (Academics Affairs)
- Controller of Examinations
- All Deans/ School Coordinators
- All Faculty Members/ Mentors
- Notice Board
- Office Copy

: For kind information


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K.R. Mangalam University
Sohna Road, Gurugram (Haryana)



ATTENDANCE SHEET

VAC COURSE FOR ACADEMIC YEAR 2020-21

COURSE CODE: VAC060

COURSE TITLE: BECOMING A SOCIAL ENTREPRENEUR

ROLL NO	NAME	PROG	SEMESTER	2-Jan-21	3-Jan-21	4-Jan-21	7-Jan-21	9-Jan-21	10-Jan-21	11-Jan-21	14-Jan-21	15-Jan-21
1902570001	HARSH GOYAL	ME	Semester IV	P	P	P	P	P	P	P	P	P
1902570002	ABHISHEK KUMAR YOGI	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570003	SUMIT WADHWA	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570004	SIDDHARTH DUBEY	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570005	KRISHAN	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570006	KOMAL YADUVANSHI	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570008	GAURAV GUPTA	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570009	NISHA ACHARJEE	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570010	DEEPANSHI AHUJA	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570011	POOJA	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570012	DHOTE PRANAV VIJAY	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570013	KANISHKA SINGH	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902570014	DEEPANSHU CHOUDHARY	MBA	Semester IV	P	P	P	P	P	P	P	P	P
1902580001	KANIKA VERMA	M.Com	Semester IV	P	P	P	P	P	P	P	P	P
1902580002	PRERNA VERMA	M.Com	Semester IV	P	P	P	P	P	P	P	P	P
1902580003	SANJANA GUPTA	M.Com	Semester IV	P	P	P	P	P	P	P	P	P
1902580004	MOHIT YADAV	M.Com	Semester IV	P	P	P	P	P	P	P	P	P
1902580005	HARISH TANWAR	M.Com	Semester IV	P	P	P	P	P	P	P	P	P

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Haryana 120103



VAC COURSE FOR ACADEMIC YEAR 2020-21
COURSE CODE: VAC060
COURSE TITLE: BECOMING A SOCIAL ENTREPRENEUR

ROLL NO	NAME	16-Jan-21	18-Jan-21	21-Jan-21	24-Jan-21	28-Jan-21	30-Jan-21	1-Feb-21	4-Feb-21	5-Feb-21	6-Feb-21	7-Feb-21
1902570001	HARSH GOYAL	P	A	P	P	A	P	P	P	A	P	P
1902570002	ABHISHEK KUMAR YOGI	P	A	P	P	A	P	P	P	P	P	P
1902570003	SUMIT WADHWA	P	P	A	P	P	P	P	P	P	P	P
1902570004	SIDDHARTH DUBEY	A	P	P	P	P	P	P	A	A	P	A
1902570005	KRISHAN	P	P	P	A	P	P	P	A	P	P	P
1902570006	KOMAL YADUVANSHI	P	P	P	P	P	P	P	P	P	A	P
1902570008	GAURAV GUPTA	A	P	P	P	P	P	P	P	P	P	P
1902570009	NISHA ACHARJEE	P	P	P	P	P	A	P	P	A	A	P
1902570010	DEEPANSHI AHUJA	P	A	P	A	P	A	P	P	P	P	P
1902570011	POOJA	A	A	A	P	P	P	P	P	P	P	P
1902570012	DHOTE PRANAV VIJAY	P	P	P	A	P	P	P	P	P	P	A
1902570013	KANISHKA SINGH	P	P	P	A	P	P	P	P	P	P	P
1902570014	DEEPANSHU CHOUDHARY	P	P	P	P	A	P	P	P	A	P	P
1902580001	KANIKA VERMA	P	P	A	P	P	P	P	P	P	P	P
1902580002	PRERNA VERMA	A	P	P	P	P	P	P	A	A	P	A
1902580003	SANJANA GUPTA	P	P	P	A	P	P	P	A	P	P	P
1902580004	MOHIT YADAV	P	P	P	P	P	P	P	P	P	A	P
1902580005	HARISH TANWAR	A	P	P	P	P	P	P	A	P	A	P

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VAC COURSE FOR ACADEMIC YEAR 2020-21

COURSE CODE: VAC060

COURSE TITLE: BECOMING A SOCIAL ENTREPRENEUR

ROLL NO	NAME	8-Feb-21	11-Feb-21	12-Feb-21	14-Feb-21	15-Feb-21	19-Feb-21	22-Feb-21	25-Feb-21	1-Mar-21	6-Mar-21	12-Mar-21
1902570001	HARSH GOYAL	A	P	P	A	P	P	P	P	P	P	P
1902570002	ABHISHEK KUMAR YOGI	P	P	P	P	P	A	P	P	A	P	P
1902570003	SUMIT WADHWA	P	P	P	A	P	A	A	P	P	A	A
1902570004	SIDDHARTH DUBEY	P	A	P	P	P	P	P	P	P	P	P
1902570005	KRISHAN	P	A	P	P	P	P	A	P	A	P	P
1902570006	KOMAL YADUVANSHI	P	P	P	A	P	P	P	A	P	P	A
1902570008	GAURAV GUPTA	A	P	P	A	P	P	P	P	P	P	P
1902570009	NISHA ACHARIEE	P	P	P	P	A	P	P	P	P	P	P
1902570010	DEEPANSHI AHUJA	P	P	P	P	P	P	P	P	P	P	P
1902570011	POOJA	P	P	A	P	P	P	P	P	P	P	A
1902570012	DHOTE PRANAV VIJAY	A	P	P	A	P	P	P	P	A	P	A
1902570013	KANISHKA SINGH	A	P	P	P	P	A	P	P	P	P	A
1902570014	DEEPANSHU CHOUDHARY	P	A	P	P	P	P	A	P	P	P	P
1902580001	KANIKA VERMA	P	P	P	A	P	A	A	P	P	A	P
1902580002	PERNA VERMA	P	A	P	P	P	P	P	P	P	P	P
1902580003	SANJANA GUPTA	P	A	P	P	P	P	A	P	A	P	P
1902580004	MOHIT YADAV	P	P	P	P	P	P	P	A	P	P	A
1902580005	HARISH TANWAR	A	P	P	A	P	A	P	P	P	A	P

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School of Management & Commerce (SOMC)
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Sohna road, Gurugram
Haryana-122002



VAC COURSE FOR ACADEMIC YEAR 2020-21

COURSE CODE: VAC060

COURSE TITLE: BECOMING A SOCIAL ENTREPRENEUR

ROLL NO	NAME	14-Mar-21	15-Mar-21	18-Mar-21	19-Mar-21	TOTAL	Present	Percentage
1902570001	HARSH GOVAL	P	P	P	A	35	29	82.86
1902570002	ABHISHEK KUMAR YOGI	P	A	P	P	35	30	85.71
1902570003	SUMIT WADHWA	P	P	A	P	35	28	80.00
1902570004	SIDDHARTH DUBEY	P	P	P	P	35	30	85.71
1902570005	KRISHAN	P	P	P	P	35	28	80.00
1902570006	KOMAL YADUVANSHI	P	A	P	P	35	28	80.00
1902570008	GAURAV GUPTA	P	P	P	P	35	31	88.57
1902570009	NISHA ACHARIEE	P	P	P	P	35	30	85.71
1902570010	DEEPANSHI AHUJA	P	P	P	P	35	31	88.57
1902570011	POOJA	A	P	A	P	35	27	77.14
1902570012	DHOTE PRANAV VIJAY	A	P	A	P	35	27	77.14
1902570013	KANISHKA SINGH	A	P	P	P	35	27	77.14
1902570014	DEEPANSHU CHOUDHARY	P	P	P	P	35	29	82.86
1902580001	KANIKA VERMA	P	P	A	P	35	29	82.86
1902580002	PRERNA VERMA	P	P	P	P	35	30	85.71
1902580003	SANJANA GUPTA	P	P	P	P	35	28	80.00
1902580004	MOHIT YADAV	P	P	P	P	35	30	85.71
1902580005	HARISH TANWAR	P	P	P	P	35	27	77.14

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THE COMPLETE WORLD OF EDUCATION

VALUE ADDED COURSE (VAC)

ACADEMIC YEAR 2020-21

COURSE CODE: VAC060

COURSE TITLE: BECOMING A SOCIAL ENTREPRENEUR

COURSE OFFERED BY: SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)

LIST OF STUDENTS COMPLETING THE COURSE

S.NO	SESSION	ROLL NO	NAME	PROGRAMME	SEMESTER	COURSE CODE	COURSE TITLE	SCHOOL
1	2020-21	1902570001	HARSH GOYAL	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
2	2020-21	1902570002	ABHISHEK KUMAR YOGI	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
3	2020-21	1902570003	SUMIT WADHWA	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
4	2020-21	1902570004	SIDDHARTH DUBEY	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
5	2020-21	1902570005	KRISHAN	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
6	2020-21	1902570006	KOMAL YADUVANSHI	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
7	2020-21	1902570008	GAURAV GUPTA	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
8	2020-21	1902570009	NISHA ACHARJEE	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
9	2020-21	1902570010	DEEPANSHI AHUJA	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
10	2020-21	1902570011	POOJA	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
11	2020-21	1902570012	DHOTE PRANAV VIJAY	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
12	2020-21	1902570013	KANISHKA SINGH	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
13	2020-21	1902570014	DEEPANSHU CHOUDHARY	MBA	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
14	2020-21	1902580001	KANIKA VERMA	M.Com	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
15	2020-21	1902580002	PRERNA VERMA	M.Com	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
16	2020-21	1902580003	SANJANA GUPTA	M.Com	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
17	2020-21	1902580004	MOHIT YADAV	M.Com	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)
18	2020-21	1902580005	HARISH TANWAR	M.Com	Semester IV	VAC060	BECOMING A SOCIAL ENTREPRENEUR	SCHOOL OF MANAGEMENT AND COMMERCE (SOMC)

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This is to certify that **HARSH GOYAL**, University Enrolment No **1902570001** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

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This is to certify that **ABHISHEK KUMAR YOGI**, University Enrolment No **1902570002** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060** (**Becoming a Social Entrepreneur**) during Academic Session **2020-21** (Even Semester).

Date: 23.08.2021

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This is to certify that **SUMIT WADHWA**, University Enrolment No **1902570003** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

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This is to certify that **SIDDHARTH DUBEY**, University Enrolment No **1902570004** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060** (**Becoming a Social Entrepreneur**) during Academic Session **2020-21** (Even Semester).

Date: 23.08.2021

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This is to certify that **KRISHAN**, University Enrolment No **1902570005** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

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CERTIFICATE OF COMPLETION

This is to certify that **KOMAL YADUVANSHI**, University Enrolment No **1902570006** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060** (**Becoming a Social Entrepreneur**) during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

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CERTIFICATE OF COMPLETION

This is to certify that **GAURAV GUPTA**, University Enrolment No **1902570008** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

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Sohna Road, Gurgaon, (Haryana)



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CERTIFICATE OF COMPLETION

This is to certify that **NISHA ACHARJEE**, University Enrolment No **1902570009** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

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CERTIFICATE OF COMPLETION

This is to certify that **DEEPANSHI AHUJA**, University Enrolment No **1902570010** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060** (**Becoming a Social Entrepreneur**) during Academic Session **2020-21** (Even Semester).

Date: 23.08.2021

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CERTIFICATE OF COMPLETION

This is to certify that **POOJA**, University Enrolment No **1902570011** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

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CERTIFICATE OF COMPLETION

This is to certify that **DHOTE PRANAV VIJAY**, University Enrolment No **1902570012** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060** (**Becoming a Social Entrepreneur**) during Academic Session **2020-21** (**Even Semester**).

Date: 23.08.2021

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This is to certify that **KANISHKA SINGH**, University Enrolment No **1902570013** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

hachajan

Controller of Examination

Registrar
K.R. Mangalam University
Sohna Road, Gurugram, (Haryana)



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This is to certify that **DEEPANSHU CHOUDHARY**, University Enrolment No **1902570014** of **MBA** programme has successfully qualified **VALUE ADDED COURSE VAC060** (**Becoming a Social Entrepreneur**) during Academic Session **2020-21** (**Even Semester**).

Date: 23.08.2021

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This is to certify that **SANJANA GUPTA**, University Enrolment No **1902580003** of **M.Com** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

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This is to certify that **MOHIT YADAV**, University Enrolment No **1902580004** of **M.Com** programme has successfully qualified **VALUE ADDED COURSE VAC060 (Becoming a Social Entrepreneur)** during Academic Session **2020-21 (Even Semester)**.

Date: 23.08.2021

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This is to certify that **HARISH TANWAR**, University Enrolment No **1902580005** of **M.Com** programme has successfully qualified **VALUE ADDED COURSE VAC060** (**Becoming a Social Entrepreneur**) during Academic Session **2020-21** (**Even Semester**).

Date: 23.08.2021

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