



SHARDA
UNIVERSITY
Beyond Boundaries



SHARDA SCHOOL OF
LAW



— COURSE —

**ENTREPRENEURSHIP
FOR LAWYERS
(NV90010)**

VALUE ADDED
COURSE BROCHURE-30 HRS
2026-27

ABOUT THE UNIVERSITY

Sharda University envisions to serve the society by being a global University of higher learning in pursuit of academic excellence, innovation and nurturing entrepreneurship. It has 13,000+ students from 95+ countries, 29 states, and Union Territories, providing cultural diversity and global exposure to students. It has 26,000+ alumni who are today leaders in their realms. Sharda University is NAAC A+ University with Overall NIRF Rank of 87. Teaching Learning Centre at Sharda University equips faculty members with the expertise, skills and knowledge needed for capacity building of students. Teaching as a profession requires highly specialized skills and knowledge to significantly impact student learning, and therefore teachers must refine their conceptual and pedagogical skills.

VISSION & MISSION OF THE UNIVERSITY

Vision

To serve the society by being a global University of higher learning in pursuit of academic excellence, innovation and nurturing entrepreneurship.

Mission

1. Transformative educational experience.
2. Enrichment by educational initiatives that encourage global outlook.
3. Develop research, support disruptive innovations and accelerate entrepreneurship.
4. Seeking beyond boundaries.

VISION & MISSION OF THE SHARDA SCHOOL OF LAW

Vision

To emerge as a leading school of law in pursuit of academic excellence, innovation and nurturing entrepreneurship.

Mission

1. To prepare students as legal professionals through transformative educational experience.
2. To encourage global outlook of the students by providing enriched educational initiatives.
3. To promote research, innovations and entrepreneurship.
4. To inculcate ethical and moral values among the budding lawyers, judges and legal professionals and motivate them to serve the society.

SHARDA SCHOOL OF LAW

Sharda University, School of Law (SSOL) is a dynamic and progressive Law School situated in the clean and green environment of Greater Noida (National Capital Region). SSOL is considered to be one of the most prestigious Law schools in the National Capital Region, offering BCI-approved Five Year B.A. LL.B. (Hons.), B.B.A. LL.B. (Hons.), One Year LL.M. (Corporate Law, Criminal Law, International Law, Human Rights, Energy Law) and Ph.D. Programmes.

The School of Law, permitted by Bar Council of India letter no. BCI:D:815/2012 dated 19.04.2012, has been established as a constituent of Sharda University, a private University. The Bar Council of India, after inspection of the academic and physical infrastructure, has permitted Sharda University to run five-year integrated B.A. LL.B. (Hons.), BBA LL.B. (Hons.), LL.M. & Ph.D. programmes. School of Law aims at equipping its law students not only with traditional professional expertise to become successful advocates and solicitors but for a wide range of career options viz. business partnerships, managerial assignments, politics, diplomacy, social work, consultancy assignments, teaching and research work through its wide-based curriculum, with an aim to develop intellectual competence and analytical skills coupled with an ethical sense of role and purpose. School of Law provides Moot Court facility, Debates, Quizzes, Guest lectures, Seminars, Conferences, Case Study, Mentoring, Faculty Development Programs, Summer internship, etc. for the students.

FACULTY PROFILE

Dr. Insha Quyoom

Dr. Insha Quyoom is an accomplished legal scholar with a PhD in Law from Jamia Millia Islamia, specialising in Public Health Law and Constitutional Law. She is a recipient of the prestigious UGC Savitribai Phule Single Girl Child Scholarship (JRF) for her doctoral research. Her research focuses on the critical intersections of health governance, constitutional frameworks, and human rights, with a specific emphasis on epidemic laws and access to healthcare in India. She has a robust publication record in various journals and has presented her work at numerous national and international conferences, receiving a Best Paper Award in 2023. She brings valuable experience from her role as a researcher on a UKRI GCRF project with LSE/Middlesex University and the e-Nyayaganga project with NLIU Bhopal. She is committed to employing innovative pedagogical methods and empirical legal research to enrich the academic experience at Sharda University.

ABOUT COURSE

The course provides foundational knowledge on various aspects of entrepreneurial venture creation and management during its life-cycle. This course has been designed to address multidisciplinary audiences. The objective of the course is to teach key issues faced by entrepreneurs and managers at different stages of the life-cycle of an enterprise and is relevant for aspiring entrepreneurs. Topics can be classified under major themes such as: making a choice to create an entrepreneurial venture, current trends in technology entrepreneurship, how to start a start-up, identifying opportunities, factors driving competitive advantage, organisational structure, basic knowledge of financial statements and project reports, introductory knowledge of marketing management, human resource management and strategic management, risk analysis, legal aspects of business, entrepreneurial leadership and startup growth, and how to raise funds during the life-cycle of a new venture.

COURSE SCHEDULE

Week	Content	Duration Hrs.
1	Foundations of Entrepreneurship	3
2	Entrepreneurial Mindset and Competitive Advantage	3
3	Learning from Successful Entrepreneurs (Case Study)	3
4	Marketing Strategies for Startups	3
5	Business Models and Value Proposition	3
6	Entrepreneurial Leadership, Decision-Making and Startup Growth	3
7	Human Resource Management in Startups	3
8	Business Planning and Pitching	3
9	Design Thinking and Innovation for Startups	3
10	Government Support, Funding, and Legal Framework	3
	Total	30

1. Course Code	NV90010
2. Course Title	Entrepreneurship for Lawyers
3. Credits	Audit Course
4. Contact Hours (L-T-P)	30 Hours
Course Type	Value added course
5. Course Objective	1. Familiarise with the concepts of Entrepreneurship. 2. Equip with essential entrepreneurial skills. 3. Acquaint with key issues faced by entrepreneurs and managers at different stages of the life-cycle of an enterprise. 4. Enable a choice to create an entrepreneurial venture, current trend of entrepreneurship. 5. Familiarize with entrepreneurial leadership, decision-making, startup growth strategies, networking, and human resource management. 6. Acquaint with the legal aspect of business.
6. Course Outcomes	CO1: Recall the concepts of entrepreneurship. CO2: Demonstrate the entrepreneurial skills. CO3: Apply the skills to make choices for entrepreneurial venture. CO4: Analyse factors driving competitive advantage. CO5: Evaluate entrepreneurial leadership skills, startup growth strategies, and human resource requirements for startups. CO6: Develop a business plan and strategies to raise fund.
7. Course Description	The course provides foundational knowledge on various aspects of entrepreneurial venture creation and management during its life-cycle. This course has been designed to address multidisciplinary audiences. The objective of the course is to teach key issues faced by entrepreneurs and managers at different stages of the life-cycle of an enterprise and is relevant for aspiring entrepreneurs. Topics can be classified under major themes such as: making a choice to create an entrepreneurial venture, current trend of technology entrepreneurship, how to start a start-up, identifying opportunities, factors driving competitive advantages, organizational structure, basic knowledge of financial statements and project reports, introductory knowledge of marketing management, human resource management and strategic management, risk analysis, legal aspects of business, entrepreneurial leadership, startup growth, innovation, networking, and how to raise funds during the life-cycle of a new venture.
8. Outline syllabus	
Unit 1	Introduction to Entrepreneurship
A	Concepts: Definition, motivation and types of entrepreneurship, vision, mission, values, Entrepreneurial Journey, economic contribution of entrepreneurs.
B	Myths & Realities about entrepreneurship, entrepreneurial qualities, why start-ups fail? Factors driving competitive advantage.
C	Case study of two inspiring entrepreneurs.
Unit 2	Marketing & Business Model
A	Marketing for startups, marketing research
B	Business model, value proposition, Illustration of business model
C	Features of winning business model, Business model innovation
Unit 3	Startup Growth and Human Resource (Revised)
A	Entrepreneurial Leadership and Decision Making
B	Startup Growth, Networking and Entrepreneurial Ecosystem
C	Human Resource Management in startups
Unit 4	Business Plan and Design Thinking
A	How to make a business plan, Pitching, market strategies
B	Design Thinking, Design-Driven Innovation, Systems thinking
C	How to start a start-up
Unit 5	Government incentives & Legal aspects
A	Government incentives for entrepreneurship
B	Incubation, acceleration, Funding new ventures — bootstrapping, crowd sourcing, Angel investors, debt financing, due diligence
C	Legal aspects of business (IPR, GST, Labour laws)
Mode of Examination	Quiz/Assignment

CO-PO Mapping:

COs	PO1	PO2	PO3	PO4	PO5	PO6
CO1	1	2	3	2	1	1
CO2	3	2	3	2	1	1
CO3	3	2	3	2	2	2
CO4	1	2	1	1	1	1
CO5	3	2	3	2	1	1
CO6	3	2	3	2	1	1

1-Slight (Low) 2-Moderate (Medium) 3-Substantial (High)

Books & References

- Effective Entrepreneurial Management: Strategy, Planning, Risk Management, and Organization — Robert D. Hisrich, Veland Ramadani, Springer (2017)
- Entrepreneurship — Theory, Process, Practice — Kuratko & Hodgetts, Thompson South-Western Publication
- Entrepreneurship — Robert D. Hisrich (Edition-9)