

CERTIFICATE COURSE ON SOFT SKILLS



For
Entrepreneurship Development

COURSE DETAIL

Duration of the Course: One Month

Starting From: 20-02-2023

Number of Participants: 100 (50 students of each college)

Participants: ELP students of COH & COF, Nauri Solan

Assessment Test: The questions posed to the students would be MCQs covering the entire course content and situation reaction tests will be administered to the students. 50% pass marks required for completion of the Certificate Course.

Attendance: 75% attendance is compulsory for appearing in the assessment test.

Awarding Body:

**Department of Business Management,
Dr YS Parmar University of Horticulture & Forestry, Nauri Solan.**

INTRODUCTION

Entrepreneurial activities are the incubators of technological innovation; they provide employment opportunity and increase competitiveness. University students' are the "seed beds for entrepreneurs" and in the knowledge society they are an important source of nascent entrepreneurship. Every year many students graduate from different colleges and universities with professional degrees. The lack of job opportunities or inability to find the right job render these students' unemployed. Unemployment comes with a large number of consequences which include personal and social costs.

Increasing opportunities have emerged for developing entrepreneurship in agri-business sector especially agriculture, horticulture, floriculture, sericulture, animal husbandry and veterinary, fishery, etc. The skills that prospective entrepreneurs need to develop and hone demands greater attention. The attention is being shifted more from the hard skills/technical skills to soft skills or person skills. The individuals who are able to innovate, are adaptable to the changing situations, handle the stressful situations resiliently, resolve the conflicts wisely, communicate effectively, inspire and motivate others in team, believe in strong work ethic, adheres to the deadlines, interacts empathetically, are emotionally intelligent, etc., excel in their work as well as personal lives. Although the soft skills are difficult to acquire yet education and training can play a significant role enabling the young minds in mastering these skills. Promoting entrepreneurial intentions of university students' can effectively increase possibility that the students' will engage in entrepreneurship. Further, training courses on soft skills for entrepreneurship development can drive an individual towards an entrepreneurial career.

OBJECTIVES OF THE COURSE

To inculcate entrepreneurial spirit among the students and equip them with the skill set required for entrepreneurship.

- To enhance ability of students to be fully aware of their weaknesses and strengths, and teaching them the ways to overcome their weaknesses and build upon the strengths.
- To create prospective young entrepreneurs with soft skills required to handle any adverse situations at workplace.
- To develop human resource capital with intellectual, professional, emotional and social competencies who are able to create an impact in their professional and personal lives.

LEARNING OUTCOMES

After attending the course the students are expected to:

- Have a clear understanding of effective modes of communication, have an understanding of role of body language in effective communication, understand the importance of listening skills, is able to practice the ways and means learned during the course to improve communication skills.
- Develop and deliver professional presentations.
- Be aware of their inner self, are able to assess their strengths and weaknesses, will be able to practice the skills learned in managing intrapersonal as well as interpersonal relations effectively.
- Reflect desired behavioural, ethical and social etiquettes in interpersonal behaviour.
- Understand the significance of team building skills and acquire the skills for effective team building.
- Acquire, practice and demonstrate time management skills, anger management skills, conflict management skills, leadership skills.
- Understand the basics and importance of entrepreneurship and have increased willingness for entrepreneurship.

COURSE OUTLINE

Topics	Pedagogy
<p>Communication Skills</p> <p>Effective Communication: Modes of communication, Barriers to effective communication.</p> <p>Non Verbal Communication</p> <p>Body language, posture, gestures, facial expressions, eye contact, voice tone, modulation, etc.</p> <p>Presentation Skills</p> <p>Preparing and organizing a presentation, Effective use of visual aids, Effective integration of communication and presentation techniques in delivery of professional presentations, pronunciation, fluency, Presentation to heterogenic group</p> <p>Listening Skills</p> <p>Reception, attention, interpretation, openness, clarification, understanding non verbal cues.</p>	<p>Lectures (augmented with videos), extempore, group discussions, presentations, demonstrations</p>
<p>Intra/Interpersonal Skills</p> <p>Self awareness <i>reflection and introspection</i>, tools of self awareness</p> <p>Self motivation and self regulation</p> <p>Emotional intelligence, Resilience</p> <p>Anger management, Conflict management,</p> <p>Interpersonal behaviour: Ettiquettes and social norms in interpersonal relationships</p>	<p>Expert lectures, role plays, group exercises, case study analysis, projective techniques, Johari window</p>
<p>Team Building Skills</p> <p>Effective Team worker, Promote cooperation, Clarifying goals, roles and responsibilities of team members, Eliciting commitment, constructive criticism, feedback, team problem solving, managing conflicts in team.</p>	<p>Expert lectures, team building games, group work case analysis, video clips, projective techniques, situation reaction techniques, role plays</p>
<p>Time Management Skills</p> <p>Goal setting, planning, setting deadlines, prioritizing and scheduling of the activities, overcoming procrastination, self determination, coping with stress and anxiety, enthusiasm, achievement orientation, persistence.</p>	<p>Expert lectures learning by doing, In basket exercises, behavioural descriptive methods</p>
<p>Leadership Skills</p> <p>Mentoring, Inspiring trust, Motivating, fostering teamwork, Networking, Empathesising, Problem solving, giving and receiving feedback</p>	<p>Expert lectures, Case analysis, success stories, role plays, inspirational videos</p>
<p>Entrepreneurial Skills</p> <p>Assessing business environment, generation of business idea, creative thinking, negotiating skills, risk taking orientation</p>	<p>Expert lectures, case analysis, success stories, use of group and individual brainstorming techniques</p>
<p>Field Visits</p> <p>Visits of the students to the villages and interaction with the farmers for assessment of the soft skills learned during the course.</p>	

CONTACT DETAILS

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