

Objectives and Course Content of Short Term Courses

Operational Plan No.	ED-10
Name of the Course	Entrepreneurial Personality Development through Achievement Motivation Training
Objectives of Course	<ul style="list-style-type: none">• To discuss established entrepreneurial competencies• To facilitate understanding of self• To help participants understand and internalise entrepreneurial personality traits with the help of behavioural games and exercises.• To demonstrate as to what triggers entrepreneurial behaviour.• To help participants prepare an action plan for transforming themselves in to entrepreneurial personalities.
Course Content	Innovation and entrepreneurship, entrepreneurial personality, patterns of motivation, power Motivation, extension motivation and affiliation motivation, locus of central inventory, exploring self, leadership and role play. Developing personal efficacy. Importance of guidance, counselling and timely help for entrepreneurial personalities.
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