

UNIVERSITY OF DELHI

ACAD-I/UGCF/ASSESSMENT/2025/482

Dated: 09.09.2025

NOTIFICATION

SUB: AMENDMENT TO ORDINANCE V

In continuation with the Notification No. CNC-II/093/1/EC-1273/2024-25/449 dated 10.02.2025, regarding the Specific Outcomes for the three tracks namely Dissertation writing/ Academic Project/ Entrepreneurship of the 4<sup>th</sup> Year of UGCF 2022, the following addition be made:

**Guidelines for assessment of the Research work (i.e. Dissertation Writing and Academic Projects), Translation work (as part of Academic Project) and Entrepreneurship Outcomes to be achieved in Semester VII of the 4<sup>th</sup> Year of UGCF 2022**

**I - Guidelines for Assessment of Learning Outcomes of Semester VII for Research work - Dissertation Writing and Academic Projects (excluding Translation work)**

The Undergraduate Curriculum Framework (UGCF) 2022, aligned with the National Education Policy (NEP) 2020, emphasizes holistic, multidisciplinary, and experiential learning. A key element of this framework is the inclusion of research as a vital component in the 4<sup>th</sup> year of the curriculum. The research experience is intended to nurture creativity, problem-solving ability, and evidence-based reasoning, while also preparing students for advanced studies, professional careers, and meaningful societal contributions. By embedding research in the UGCF, students acquire lifelong learning skills and bridge the gap between knowledge acquisition and knowledge creation.

At the undergraduate level, the research component is introduced through Dissertation writings or Academic Project work, enabling students to gain practical experience in problem identification, data collection, analysis, and presentation. This component provides a foundational understanding of academic research while guiding students through a self-conceived research project under faculty supervision. Equal emphasis is placed on research ethics and academic integrity, ensuring that students develop not only methodological skills but also scholarly values.

By the end of the 4<sup>th</sup> year, students are expected to achieve the Outcomes of the research track which are already notified (refer to the link below)

[https://www.du.ac.in/uploads/new-web/1202025-ugc-nep-Final\\_Notification\\_merge.pdf](https://www.du.ac.in/uploads/new-web/1202025-ugc-nep-Final_Notification_merge.pdf)

One of such outcomes is to prepare and submit a comprehensive research dissertation or academic project report that demonstrates clarity, depth, and originality. The document should include all essential components such as statement of problem, literature review, objectives, rationale, research questions (and hypotheses, wherever applicable), methodology, experimental/fieldwork details, as applicable, findings/results with figures and tables, data analysis, interpretation, and discussion/ conclusion with suggestions. These components may vary in the case doctrinal study. It should be ensured that the work reflects systematic inquiry and scholarly standards.

The supervision for research may be done as per Guidelines issued in this regard. (link below)

[https://www.du.ac.in/uploads/new-web/06082025\\_Amendment-%20Ordinance-V-XII.pdf](https://www.du.ac.in/uploads/new-web/06082025_Amendment-%20Ordinance-V-XII.pdf) The dissertation/project report must be prepared with the approval of the Advisory Committee of Research (ACR) or the Subject Research Committee (SRC).

The research work on one topic so selected and approved, shall span both in the seventh and eighth semesters. The Dissertation or the Project Report should be submitted towards the end of VIII semester (separate guidelines shall be issued for the Semester VII). However, students must submit the components listed at 1, 2 and 3 of the "Assessment Parameters" below. Students must also follow an appropriate referencing style relevant to their discipline (MLA, APA, CMS, ASA, CSE, ACS, Blue Book, etc.) while preparing the dissertation/project report.

*The following learning outcomes are expected by the end of the Semester VII:*

1. Identification of the research problem
2. Review of literature
3. Formulation of Research Design (preparation of abstracts and research outline)
4. Commencement of experimentation, data collection, fieldwork, or similar task.

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**Assessment Parameters (Total: 240 Marks)**

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1. **Identification of the Research Problem** **(20 Marks)**
  - a) Potential contribution to existing knowledge or Novelty / Innovation in approach (15 marks)

- b) Contemporary relevance of the research / originality of the topic in terms of above mentioned research in the domain area. (5 marks)

**2. Review of Literature (30 Marks)**

- a) Use of appropriate databases (e.g., PubMed, Web of Science, Scopus) and relevance of search keywords/phrases (5 marks)
- b) Range and quantum of literature reviewed should be appropriate and cover landmark and recent studies, balance of primary research articles vs. reviews (15 marks)
- c) Identification of the research gaps emerging from the literature review (10 marks)

**3. Formulation of Research Design (120 Marks)**

- i. **Statement of Problem:** Alignment with identified research gaps (10 marks)
- ii. **Scope of Research:** Clear boundaries, justification, and rationale (10 marks)
- iii. **Aims and Objectives:** Coherence with title and problem statement (3–5 objectives) (20 marks)
- iv. **Research Questions:** Concise, lucid, and aligned with objectives (3–7 questions) (20 marks)
- v. **Hypothesis** (if applicable): Well-defined variables, measurability of the variables, null hypothesis, and operational definitions (10 marks)
- vi. **Research Methodology:** Justification and appropriateness of chosen methods in relation to objectives and hypotheses (40 marks)
- Follow A or B from below as appropriate:

***I. RM (A) In empirical research, the following must be clearly stated:***

- a. Universe/Population
- b. Area of study (if not covering the entire population)
- c. Sampling techniques and justification, along with sample size
- d. Tools/techniques for data collection and analysis, including software used, accuracy of data, and treatment of outliers

***II. RM (B) In scientific research, the following must be clearly stated:***

- a. Materials and Methods clearly defined (organisms, strains, reagents, instruments, databases used etc)
- b. Justification of techniques chosen
- c. Controls, replicates, and reproducibility addressed
- d. Safety and ethical considerations included

e. Data Analysis and visualization

vii. **Limitations of the research** (10 Marks)

**4. Commencement of data collection, fieldwork, experiment work, or equivalent activities (30 Marks)**

- a) Minimum 10–20% of experiments / data collection completed. (15 Marks)
- b) Details and operationalisation of the tools used for data collection, for questionnaire and review of the questionnaires **OR** Demonstrated optimization/standardization of at least one methodology and preliminary results presented (figures, tables, pilot data). (15 Marks)
- c) In case of doctrinal research, draft of at least two chapters should be ready wherein each chapter can be marked out of 15 marks. (15 x 2 = 30 Marks)

**5. End-term assessment of Semester VII (40 Marks)**

- i. **Presentation** - Presentation of the research design including the research problem, objectives, literature review, methodology, scope, limitations and hypothesis and tentative chapterisation, presentation skills, clarity, use of ICT.  
For science projects/ dissertations: preliminary experimental results/standardization steps, figures, or pilot data. Assessment will focus on clarity, scientific accuracy, logical flow, presentation skills, and effective use of ICT/visual aids. (20 marks)
- ii. **Viva Voce**- A viva voce to check the performance of the student will be conducted towards the end of the semester. This will be based on the work done during the entire semester. (20 Marks)

The composition of the viva voce board will consist of -

- a. One external subject/domain expert
- b. Supervisor and co-supervisor (if any)
- c. One member from Student Advisory Committee or College Research Committee (preferably from a different discipline to assess clarity of cross-disciplinary communication).

**Dissertation/ Academic Project Work Assessment Table**

**Key Points to be assessed based on above mentioned parameter:**

**Total Credit- 6**

**Marks per Credit- 40**

**Total Marks- 240**

Sl. No.	Assessment Parameters	Marks	Sub-division
1	<b>Identification of the research problem</b>	<b>20</b>	Potential contribution to existing knowledge or Novelty or Innovation in approach (15 marks) Contemporary relevance of the research / originality of the topic in terms of above mentioned research in the domain area. (5 marks)
2	<b>Review of Literature</b>	<b>30</b>	Use of appropriate databases (e.g., PubMed, Web of Science, Scopus) and relevance of search keywords/phrases (5 marks) Range and balance of primary and secondary sources, at least 50 sources (15 marks) Identification of the research gap emerging from the review (10 marks)
3	<b>Formulation of Research Design</b>	<b>120</b>	- Statement of Problem (10 marks) - Scope of Research (10 marks) - Aims and Objectives (3-5 objectives) (20 marks) - Research Questions (3-7 questions) (20 marks) - Hypothesis (10 marks) - Research Methodology (40 marks): In case of empirical research, the following must be clearly stated: <ul style="list-style-type: none"> <li>• Universe/Population</li> <li>• Area of study (if not covering the entire population)</li> <li>• Sampling techniques and justification, along with sample size</li> <li>• Tools/techniques for data analysis, including software used, accuracy of data, and treatment of outliers</li> </ul> For scientific research above mentioned methodology maybe followed. - Limitations (10 Marks)

4	<b>Commencement of data collection, fieldwork, or equivalent activities</b>	40	<ul style="list-style-type: none"> <li>• At least 10% of the data collection (15 marks)</li> <li>• Details and operationalisation of the tools used for data collection, for questionnaire and review of the questionnaires <b>OR</b> Demonstrated optimization/standardization of at least one methodology and preliminary results presented (figures, tables, pilot data). (15 Marks)</li> <li>• In case of doctrinal research, draft of at least two chapters should be ready wherein each chapter can be marked out of 15 marks. (15 x 2 = 30 Marks)</li> </ul>
5	<b>End-term assessment of Semester VII</b>	40	<p>This will have the following steps</p> <ul style="list-style-type: none"> <li>• Presentation of the research design, including objectives, methodology, scope, limitations, and tentative chapterisation; for science projects, preliminary results or pilot data. <ul style="list-style-type: none"> <li>- Assessment will emphasize clarity, accuracy, logical flow, and effective use of ICT. (20 Marks)</li> </ul> </li> <li>• A viva voce examination will be conducted towards the end of the semester to evaluate the student's performance, understanding of the research problem, methodological approach, preliminary findings, and overall progress. (20 Marks) <ul style="list-style-type: none"> <li>- The Examiners may ask questions related to theoretical framework, methodology, data interpretation, originality and significance, limitations and future scope, work done and future implications of the research.</li> <li>- The student will have to defend and justify his/her choices and findings.</li> </ul> </li> </ul>

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**Research Monitoring and Assessment Guidelines**

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**1. Planning and Topic Selection**

- a) All research topics/projects must be approved by the Advisory Committee of Research (ACR) / Subject Research Committee (SRC).
- b) Every proposal should clearly define its objectives, scope, methodology, and expected outcomes.

- c) Proposals must be screened for adherence to ethical standards such as plagiarism checks, ethical compliance (human/animal studies), and data privacy.

## **2. Mentorship and Guidance**

- a) Supervisors shall hold regular mentoring sessions (fortnightly or monthly) and provide periodic updates to the Subject Research Committee (SRC) and Research Committee of College (RCC).
- b) Supervisors / Mentors must ensure methodological rigour while allowing students independence in executing research.

## **3. Tracking, Monitoring, and Quality Assurance**

- a) Scholars must submit periodic progress reports to the department, duly signed by their supervisor.
- b) Before the viva voce, the Subject Research Committee (SRC) will conduct progress presentations and forward reports to the Research Committee of College (RCC) for interim assessment (separate from the viva voce).
- c) Supervisors and departments shall maintain a logbook or e-portfolio documenting timelines, challenges, and achievements.
- d) The rigor of research shall be monitored through checks on data collection, sample adequacy, use of tools, and statistical validity.
- e) Plagiarism detection software must be used to ensure the originality of written work.
- f) Research outcomes will be evaluated against the stated objectives and research questions.
- g) Each student must submit a 30-minute video presentation to the college in both the seventh and eighth semesters, showcasing the progress of their research. These videos may be requested by the University Monitoring Committee for review.
- h) At least 10% of all research projects conducted at colleges shall be randomly reviewed by the University Monitoring Committee for quality assurance.

## **4. Ethics and Integrity**

- a) Research committees at the college and department level, along with the Research Advisory Committee, must ensure zero tolerance for plagiarism, academic dishonesty, and data manipulation.
- b) All research must comply with the ethical guidelines of the relevant discipline.
- c) Research Committee of College (RCC) should orient students to COPE and other relevant guidelines, with special focus on intellectual property rights (IPR) and proper citation practices.

## 5. Power to remove difficulties

- If any difficulty arises in the process of implementation or interpretation of these guidelines, the Vice-Chancellor shall have the power to take any action or decision, deemed necessary, and it shall be final and binding.

## II. Selection and Assessment Guidelines for Translation Work in Semester-VII

Translation is both an art and a science, involving the precise transfer of meaning from a Source focuses on spoken language in real time, translation deals with written texts, giving translators time for research Language (SL) into a Target Language (TL). The very term derives from the Latin *translatio*, meaning “to carry across,” aptly symbolizing the act of transporting ideas across linguistic frontiers. Far beyond the mere replacement of words, translation demands acute sensitivity to cultural nuances, stylistic choices, tonal variations, and communicative intent. An effective translation safeguards the essence of the original text while rendering it fluid, coherent, and intelligible for the target readership. It encompasses not only the literal content but also the manner and motivation underlying the message, thereby preserving its authentic purpose. Distinct from interpretation—which conveys spoken language instantaneously—translation pertains to written discourse, affording practitioners the opportunity for thorough research, precision, and refinement. By making literature, scholarship, legal frameworks, technical documentation, and creative works accessible across languages, translation emerges as a vital conduit that unites cultures, disseminates knowledge, and advances global dialogue.

Since the NEP 2020 gives due value to the Indian regional languages, the inclusion of translation in the Undergraduate Curriculum Framework (UGCF) 2022 aims to equip students with essential linguistic, analytical, and intercultural skills. Keeping in view the learner centric approach, this policy has been designed in a way that language may not become barrier in teaching learning process. The important books available in English should be made available to the learners of different regions in their own language. Translation is not only a language exercise but also a tool for knowledge transfer, cultural exchange, and skill development. By learning translation, students are expected to enhance their comprehension, critical thinking, and communication abilities, while also developing sensitivity to cultural nuances and diversity. Another purpose to introduce translation is to prepares students for academic research, professional fields like media, law, business, and technology, and contributes to India’s vision of becoming a knowledge society as outlined in the NEP 2020. Ultimately, the aim is to make graduates globally competent, employable, and capable of bridging linguistic and cultural boundaries through translation.

### Selection of the Source and the Target Languages

- i. The students are free to select a source language text in any one of the 22 languages listed in 8<sup>th</sup> schedule of the constitution of India. Apart from this, the

SL text can be selected from Italian, German, Korean, Japanese, Chinese, English, Russian, French, Spanish and all other foreign languages which are being taught in the University of Delhi.

- ii. Similarly, the target language for a student can be any one of the 22 languages listed in the 8<sup>th</sup> schedule of the constitution of India. Apart from this, the SL text can be translated into Italian, German, Korean, Japanese, Chinese, English, Russian, French, Spanish and all other foreign languages which are being taught in the University of Delhi.

### **Selection of Work for Translation**

- i. The task of translation is to be done at individual level. Each student opting translation must be given separate work as SL.
- ii. Both the student and the supervisor must ensure that the chosen text for translation is one that has not previously been translated and that it makes a substantive contribution to the knowledge system. The following categories may serve as guiding parameters in the selection of works for translation:

#### **1. Literary Works**

- i. Canonical and contemporary plays, novels, short stories, folk narratives, and children's literature.
- ii. Select poems, folk songs, and oral traditions rooted in Indian cultural heritage (simple yet aesthetically and culturally profound compositions).
- iii. Anecdotes or biographical sketches of eminent personalities who have enriched literature or contributed significantly to Indian Knowledge Traditions at local, national, or global levels.

#### **2. Functional / Practical Texts**

- i. Newspaper articles, editorials, and features embodying timeless intellectual or cultural insights.
- ii. Speeches or addresses delivered by eminent personalities with enduring inspirational value across political, cultural, or social contexts.

#### **3. Academic & Knowledge-based Texts**

- i. Essays or research summaries from the social sciences and humanities.
- ii. Scientific or technical writings (within or beyond prescribed curricula) simplified for broader comprehension.
- iii. Historical or cultural narratives that highlight the legacy of India and its knowledge traditions.
- iv. Texts offering timeless knowledge in domains such as Indian medicine, scientific innovation, spiritual traditions, health awareness, and physical well-being.

#### **4. Cultural and Heritage Texts**

- i. Proverbs, idioms, sayings, and oral traditions that encapsulate the richness of cultural heritage.

- ii. Accounts and descriptions of festivals, traditions, or local practices of enduring significance that remain underrepresented in mainstream culture.
  - iii. Literature of folk wisdom, travel writings or ethnographic narratives capable of inspiring readers and deepening cultural understanding.
5. **Creative and Media-related Texts**
- i. Subtitling for short films, documentaries, or video clips of cultural or educational relevance.
  - ii. Translation of blogs, social media content, or websites that contain significant, insightful, and socially useful material.
  - iii. Translation of dialogues from timeless films that embody moral, ethical, or culturally edifying content.

<b>Assessment Parameters for Translation</b>
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**Total Credits- 6**

**Total Marks- 240**

1. **Correctness, Clarity and Accuracy**
- i. The text in target language (TL) should be clear, cohesive, fluent and easy to understand
  - ii. The translated text must be coherent and grammatically correct i.e. flawless use of punctuation, spelling, and sentence structure in the target language.
  - iii. Accuracy implies faithfulness to the source text, ensuring transfer of ideas, facts, and concepts correctly without distortion or omission.
2. **Tackling Cultural Barriers**
- i. Appropriate handling of idioms, cultural references, and context
  - ii. Natural flavour like the source text.
3. **Consistency, Completeness and Style**
- i. Correct and uniform use of terminology, style, and tone throughout the text, especially in technical, legal, or academic works.
  - ii. Omission and expansion of the text should be avoided unless required for clarity.
  - iii. Preservation of the original text's register, and tone (formal, informal, literary, technical, etc.).
4. **Equivalence**
- i. The translated text in TL should not be much longer or shorter than the SL text.
  - ii. Appropriate use of accurate domain-specific vocabulary, technical terms, and proper nouns should be there with equivalence.

## 5. Terminology Management

- i. Selection of words which are unambiguous
- ii. Maintenance of the domain specific vocabulary
- iii. No compromise in choice of administratively and technically accepted words
- iv. Justification for strange, coined or non-transability of words or phrases.

## 6. Creativity and Adaptation

- i. Application of creativity where translation loses meaning.
- ii. The translator's ability to adapt expressions while keeping the original intent intact.
- iii. The translator's creative ability to coin words or phrases without compromising in transferring meaning and cultural sense.

### Design for the Translation Project (120-130 pages)

Besides cover, title, certificate and acknowledge pages, the translation project will have the following content

- i. Introduction (2-3 pages)
- ii. Rationale for selection of work (3-4 pages)
- iii. Translation from SL to TL (100 pages)
- iv. Problems in Translating the selected work and ways to tackle the issues. (15-16 pages)
- v. References

Semester-VII Expected Outcomes and Marking Schemes			
1	<b>Selection of Work for Translation</b>	10 Marks	<ol style="list-style-type: none"><li>i. Work that has not been translated in the chosen TL</li><li>ii. Work that significantly contributes to knowledge system.</li></ol>
2	<b>Rationale for the Selection of the Work/Document</b>	30 Marks (5X6 =30 Marks)	<ol style="list-style-type: none"><li>i. Educational Impact and Originality</li><li>ii. Knowledge Contribution</li><li>iii. Need and Educational Value</li><li>iv. Multidisciplinary Approach and Skill Development</li><li>v. Creative Element and Ethical Dimensions</li></ol>
3	<b>Completion and Submission of 50 % Translation Work</b>	120 Marks (20X6= 120 Marks)	<ol style="list-style-type: none"><li>i. Correctness, Clarity and Accuracy</li><li>ii. Tackling Cultural Barriers</li><li>iii. Consistency, Completeness and Style</li><li>iv. Equivalence</li><li>v. Terminology Management</li><li>vi. Creativity and Adaptation</li></ol>

4.	<b>Identification, Explanation and Ways for Tackling of Problems in Translation</b>	40 Marks (8X5 Marks)	<ul style="list-style-type: none"> <li>i. Cultural Barriers in Translation (General Introduction of the barriers)</li> <li>ii. Problem of Equivalence (General problem faced by all translators)</li> <li>iii. Knowledge of Ambiguity and Untranslability</li> <li>iv. Emotional and Creative Elements</li> <li>v. Maintaining Tone and Tenor</li> </ul>
5.	<b>Viva Voce</b>	70 marks	<ul style="list-style-type: none"> <li>i. On spot Translation Exercise (100-150 words, 30 Marks)</li> <li>ii. Significance of the work selected for translation</li> <li>iii. Problems faced during translation and ways applied to tackle them</li> <li>iv. Unbiasedness and Objectivity</li> </ul>

**III. Guidelines for Assessment of Learning Outcomes of the Entrepreneurship Component (Semester-VII)**

Alongside the research track, students also have the option to pursue the Entrepreneurship track as an equally rigorous academic pathway in their fourth year. Similar to a dissertation or academic project, the entrepreneurship track emphasizes problem identification, solution design, planning, implementation, and evaluation, but in the context of innovation, product development, or venture creation. Students learn to conceptualize ideas, validate them through market research, develop business or implementation models, and assess sustainability. Ethical practices, social responsibility, and academic integrity are as central here as in research, ensuring that students emerge not only with entrepreneurial skills but also with values of accountability and responsible innovation.

At the undergraduate level, the entrepreneurship component is introduced through Business Model Canvases (BMCs), feasibility reports, market research, prototypes, or social enterprise projects. These activities enable students to gain practical exposure in problem identification, opportunity validation, customer discovery, financial planning, and pitching to stakeholders. Equal emphasis is placed on entrepreneurial ethics, sustainability, and social responsibility, ensuring that students develop not only business acumen but also value-driven leadership.



The entrepreneurship track nurtures innovation, resilience, and employability, while preparing students for advanced studies, start-up ecosystems, incubation opportunities, and meaningful societal contributions. By embedding entrepreneurship in the UGCF, students acquire lifelong innovation and entrepreneurial skills, bridging the gap between knowledge and action.

Students are expected to prepare a venture development report or business plan. For science/technology-based projects, the document must include technical specifications, design diagrams, figures, and pilot testing results in addition to the business narrative.

The entrepreneurship project must be prepared with the approval of the Entrepreneurship Advisory Committee (EAC) or the Subject Entrepreneurship Committee (SEC). The venture planning process will span both the seventh and eighth semesters, with the seventh semester culminating in a detailed business plan and start-up pitch. Students must follow appropriate referencing and ethical guidelines for data sources, market analysis, and financial reporting. The following committees maybe formulated:

**1. Entrepreneurship Advisory Committee (EAC)**

- Supervisor of the main department
- Another faculty related to the area of entrepreneurship
- An industry expert who can be also the co-supervisor

**2. Subject Entrepreneurship Committee (SEC)**

- Teacher-In-Charge
- Senior faculty member of the same department
- Another faculty related to the area of entrepreneurship

*The following learning outcomes are expected by the end of the seventh semester:*

1. Idea Generation and Validation
2. Finalizing the Business Idea
3. Market Research and Customer Discovery
4. Prototype Development/Minimum Viable Product (MVP) and Business Model Refinement
5. Financial and Legal Planning
6. Pitch Preparation
7. Final Presentation and Review

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**Assessment Parameters (Total: 240 Marks)**

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**Key Points to be assessed based on above mentioned parameter:**

**Total Credit- 6**

**Marks per Credit- 40**

**Total Marks- 240**

**1. Venture Ideation & Concept Development (30 Marks)**

- **Novelty and originality of idea** – innovative, creative, problem-solution clarity (15 marks)

- **Relevance and societal/market impact** – feasibility, scalability, sustainability (10 marks)
- **Clarity of concept note / draft executive summary** (5 marks)

## 2. Business Model Preparation & Presentation (50 Marks)

- **Business Model Canvas (BMC)** – customer segments, value proposition, channels, resources, partnerships, cost, and revenue model (30 marks)
- **Presentation skills** – clarity, logical flow, ICT use, ability to defend business model (20 marks)

## 3. Market Research Report with Evidence (20 Marks)

- **Use of appropriate databases / survey tools** – credibility of sources, sampling adequacy (5 marks)
- **Competitor mapping and sectoral analysis** – depth and balance of insights (10 marks)
- **Evidence-based findings** – data charts, figures, validation of assumptions (5 marks)

## 4. Prototype Development (40 Marks)

- **Design feasibility and innovation** – creativity, usability, problem fit (15 marks)
- **Optimization / testing of prototype** – replicability, robustness, pilot results (15 marks)
- **Documentation of process** – diagrams, specifications, standardization steps (10 marks)

## 5. Intellectual Property (IP) Screening (10 Marks)

- **Prior art / novelty check** – awareness of patents, designs, trademarks (5 marks)
- **Basic IPR compliance and documentation** – originality, citation of sources (5 marks)

## 6. Financial Projections – Excel Sheet (30 Marks)

- **Revenue model & cost structure clarity** – realistic and evidence-based (10 marks)
- **Break-even and cash flow analysis** – soundness of financial logic (10 marks)
- **Scalability and sustainability** – growth projections, risk analysis (10 marks)

## 7. Final Pitch (60 Marks)

- **Clarity of vision and problem-solution fit** (15 marks)
- **Market potential & customer validation evidence** (10 marks)
- **Prototype/website/App demonstration / service feasibility** (10 marks)
- **Financial viability and scalability** (10 marks)
- **Pitch delivery and Question and Answer defense** – articulation, ICT use (15 marks)

**Entrepreneurship Assessment Table (Semester VII)**

**Total Credits : 6**

**Marks per Credit : 40**

**Total Marks: 240**

Sl. No.	Assessment Parameters	Marks	Sub-division
1	Identification of the Problem / Opportunity	20	<ul style="list-style-type: none"> <li>• Novelty and innovation in the idea, clear problem-solution fit (15 marks)</li> <li>• Contemporary relevance, societal/market impact, and scalability potential (5 marks)</li> </ul>
2	Market Research & Validation	30	<ul style="list-style-type: none"> <li>• Appropriateness of tools/methods used (surveys, interviews, secondary data, competitor analysis) (5 marks)</li> <li>• Depth and relevance of data collected (10 marks)</li> <li>• Evidence-based insights and identification of customer needs/gaps (15 marks)</li> </ul>
3	Business Model Design	120	<ul style="list-style-type: none"> <li>- Problem Statement (10 marks)</li> <li>- Scope of the Venture (10 marks)</li> <li>- Value Proposition (20 marks)</li> <li>- Customer Segments &amp; Target Market (20 marks)</li> <li>- Revenue Model &amp; Cost Structure (20 marks)</li> <li>- Marketing Channels and Go-to-Market Strategy (10 marks)</li> <li>- Key Resources, Activities, and Partnerships (10 marks)</li> <li>- Risk Analysis &amp; Mitigation (10 marks)</li> <li>- Limitations / Constraints (10 marks)</li> </ul>
4	Prototype Development / Validation Activities	40	<ul style="list-style-type: none"> <li>• Demonstrated prototype /website/ App/ service /MVP (Minimum Viable Product) OR process standardization (15 marks)</li> <li>• Testing/Optimization and customer feedback (15 marks)</li> <li>• Documentation of design/prototype development (10 marks)</li> </ul>
5	End-term Assessment (Semester VII)	30	<ul style="list-style-type: none"> <li>• Presentation of business model (problem, solution, market analysis, financials, prototype status, limitations, next steps). Emphasis on clarity, logical flow, ICT use. (15 marks)</li> </ul>

			<ul style="list-style-type: none"> <li>• Viva voce to evaluate student's understanding, originality, feasibility, scalability, financial planning, ethical compliance. (15 marks)</li> </ul>
6	<b>Entrepreneurial Integrity &amp; Compliance</b>	10	<ul style="list-style-type: none"> <li>• IP awareness and basic screening (patents/trademarks/designs) (5 marks)</li> <li>• Ethical compliance (sustainability, fair trade, consumer safety, data protection) (5 marks)</li> </ul>

### **Entrepreneurship Monitoring and Assessment Guidelines**

#### **1. Planning and Idea Selection**

- All entrepreneurial ideas / projects must be approved by the Advisory Committee of Entrepreneurship (ACE) / Subject Entrepreneurship Committee (SEC).
- Each proposal should clearly define the problem statement, value proposition, target market, scalability potential, and expected social/economic outcomes.
- Proposals must be screened for originality, feasibility, ethical practices, and compliance with institutional and legal norms (e.g., environmental sustainability, data protection, consumer safety).
- A maximum of 3 students may come together to work on an idea/ project. The assessment of these students will be on individual basis.
- The ACE will comprise of (i) one teacher mentor from the Department of the student, (ii) college EDC coordinator/ member, (iii) Teacher teaching Entrepreneurship courses in the college / alumnus of the college / invited industry expert / expert from an incubator or startup ecosystem/ teacher mentor nominated by DSSEED from a pool of DSSEED mentors.
- The SEC will comprise (i) 3 active mentors from different departments of College, (ii) EDC Coordinator (iii) 2 invited experts from the DSSEED approved pool of mentors.

#### **2. Mentorship and Guidance**

- Faculty Supervisors / Industry Experts should hold regular mentoring sessions (monthly) and provide updates to the Subject Entrepreneurship Committee (SEC) and Entrepreneurship Development Cell (EDC) of the college.
- Mentors (Supervisors) must ensure methodological rigor in business validation while allowing students independence in decision-making and execution.
- Students should receive guidance on market research, business model development, financial planning, and compliance requirements.

### **3. Tracking, Monitoring, and Quality Assurance**

- Students must submit periodic progress reports (business model iterations, customer feedback, prototype status, etc.) signed by their supervisor.
- Interim review presentations shall be conducted by the SEC and forwarded to the EDC for evaluation (separate from the final pitch).
- A logbook or e-portfolio must be maintained documenting idea evolution, customer validation, pivots, challenges, and achievements.
- The rigor of the entrepreneurial journey shall be assessed through validation of market research, financial feasibility, prototype testing, and scalability planning.
- Students must submit a 30-minute video pitch in both the seventh and eighth semesters showcasing progress, which may be reviewed by the University Entrepreneurship Monitoring Committee.
- At least 10% of all entrepreneurship projects will be randomly reviewed by the University Monitoring Committee for quality assurance.

### **4. Ethics and Integrity**

- The committees must ensure zero tolerance for plagiarism, misrepresentation of data, intellectual property violations, or unethical business practices.
- All projects must comply with institutional, legal, and societal ethical guidelines (e.g., sustainability, fair trade, labour laws, consumer rights).
- The EDC should orient students to startup ethics, intellectual property rights (IPR), incubation opportunities, and funding guidelines.

### **5. Power to remove difficulties**

If any difficulty arises in the process of implementation or interpretation of these guidelines, the Vice-Chancellor shall have the power to take any action or decision, deemed necessary, and it shall be final and binding.

*M. S. S. S.*  
*2/1/20*

REGISTRAR

