









08 Months | Online | ₹1,85,000 + GST

IIM Kozhikode Advantage From the Director's Desk



IIM Kozhikode has designed the Entrepreneurship and New Venture Creation programme to benefit those interested in either launching their business venture or working for a small business. The programme introduces the participants to the theory and practical implementation of entrepreneurship as a practice of economic and social value creation.

Businesses today have seen a complete transition from how they used to be run a decade ago. Recent industry reports suggest that close to 68% of business leaders in India have reported that having high agility reduced their costs by 25%. It is thus imperative for business leaders of today and the future to expand their knowledge across domains and proactively make decisions to be effective leaders. IIM Kozhikode programmes, designed by world-class faculty with their cutting-edge thought leadership and industry-leading insights, empower participants to manage and lead complex business challenges with confidence and data-driven, informed decision-making ability. Our growing global footprint, acknowledged and accredited by leading institutions of the world, is a testimony to the growth we have achieved in our 28-year journey of academic excellence.

At this juncture, it is also pertinent to share that both, the future, and the past, are integral to the path taken by an institution on this journey of excellence. Having a wide, far-seeing vision is not an indulgence but an activity that is necessary to give meaning to our present, to give this Institution a sense of purpose, direction, and imagination. That is why we have chosen to think in terms of what IIM Kozhikode will be able to contribute to India and the world some three decades from now with 'Vision 2047: Globalizing Indian Thought'. The Institute has set for itself a pre-eminent role with the above motto. The sheer scale, scope, and potential impact that India will have on 21st century business makes us believe that this is a legitimate aspiration.

Invest in your potential and advance your career by enrolling in the 6th batch of IIM Kozhikode's Professional Certificate Programme in Entrepreneurship and New Venture Creation. Wishing you the best of learning experiences here.

Prof. Debashis Chatterjee, Director, IIM Kozhikode

India's Entrepreneurial Spirit

India's entrepreneurial landscape has experienced remarkable growth since the economic liberalisation of the 1990s. As of January 15, 2025, the Department for Promotion of Industry and Internal Trade (DPIIT) has recognised over 1.59 lakh startups, solidifying India's position as the world's third-largest startup ecosystem (pib.gov.in). These startups have significantly contributed to employment, creating over 16.6 lakh direct jobs between 2016 and October 31, 2024. Furthermore, India is home to more than 100 unicorns—startups valued at over \$1 billion—highlighting the nation's robust innovation and entrepreneurial spirit (tracxn.com).

Growth Drivers for Start-ups

Technology

- Smartphone & Internet Penetration
- Cloud Computing
- Application
 Programming
 Interfaces (APIs)

Policy Initiatives

- Tax Holidays
- Capital Gains Exemptions
- Start-up India
 Seed Fund

Equity Funding

- Angel Investors
- Private Equities
- CorporateConnect

Start-up Infrastructure

- Incubators
- Accelerators
- Co-working
 Spaces

Global Investor Appetite

- Tiger Global
- SoftBank
- Accel

Traditional & Emerging Entrepreneurship Models

In India's entrepreneurial landscape, information and communication technologies reign supreme, driving innovation and application across various sectors. Alongside this, a novel entrepreneurial trend, known as Social Entrepreneurship, is gaining traction. Rooted in values of social impact and empowered by technological advancements, this genre encompasses ventures such as microfinance, crowdfunding, and target-specific apps. Notably, industry leaders and experienced professionals are actively engaging in the startup ecosystem with renewed zeal. Their aim is to address the evolving needs of the burgeoning Indian population, offering convenience and solutions to both entrepreneurs and end-users alike.

In Pursuit of Enlightenment: A Holistic Approach to Entrepreneurial Success

In the pursuit of entrepreneurial success, transcending mere financial gains emerges a larger vision aimed at fostering meaningful change in society. This ethos extends to the realm of social entrepreneurship, where sustainability is paramount. Social entrepreneurs drive progress by improving, enhancing, or innovating goods, services, and technology. They also play a pivotal role in nurturing new business models and markets, while simultaneously investing capital and creating both direct and indirect employment opportunities.

"Entrepreneurship is about turning ideas into opportunities."

Mark Zuckerberg

Programme Overview

IIM Kozhikode's Entrepreneurship and New Venture Creation (Batch 06) programme is designed for bold thinkers, risk-takers, and visionaries ready to turn ideas into reality. Whether you aspire to launch a disruptive startup, acquire a thriving business, or break into franchising, this programme equips you with the strategic acumen and practical expertise to navigate the complexities of entrepreneurship.

Going beyond conventional learning, the curriculum blends cutting-edge theory with real-world case studies, immersive simulations, and interdisciplinary insights spanning law, finance, operations, and technology. Participants will uncover their unique entrepreneurial strengths, refine their decision-making skills, and master the art of resource mobilisation to drive their ventures forward.

Through high-impact web-based simulations, participants will sharpen their ability to evaluate opportunities, outmaneuver competitors, and secure funding. The journey culminates in crafting a Minimum Viable Product (MVP) strategy, designed to not just gain market traction but to create a business built for enduring success.

Programme Highlights



Contextually designed 8-month programme for aspiring entrepreneurs



Access to IIM Kozhikode LIVE (Laboratory for Innovation Venturing and Entrepreneurship)



Explore the entrepreneurial process through theory, case studies, practical insights, and interdisciplinary due diligence



Web-based simulation where participants manage a company, make key decisions, and build entrepreneurial skills

IIMK LIVE



Kozhikode's Innovation Entrepreneurship Centre, LIVE (Laboratory for Innovation Venturing and Entrepreneurship), celebrates five dynamic years. It serves as a business incubator and a National Centre of Excellence, fostering innovation, new ventures, and entrepreneurship. LIVE is a collaborative platform that converts innovative ideas into impactful businesses. With 89 incubated and a success rate of 40%, LIVE ventures have raised ₹37 crore and generated ₹50 crore in revenue, making a significant economic and social impact in a short timeframe.

For more details, visit www.iimklive.org

Key Takeaways for Entrepreneurs

The IIMK LIVE incubation center complements this programme for entrepreneurs, offering:

- Platform for innovative idea showcase
- Facilitation of new business ventures for social and economic development
- Participation in events for peer learning and knowledge sharing
- Access to seminars for entrepreneurship career growth
- Opportunity for course candidates to contribute to and benefit from IIMK LIVE
- Insights from successful entrepreneurs affiliated with IIMK LIVE
- Access to sessions by VCs and investors for a nominal fee
- Chance for the best business plans to join the esteemed IIMK LIVE shortlist, based on meeting the criteria

BOUNCER. Make a Short, Hard Pitch Bounce Your Idea to a Panel of Experts

The Purpose Behind Bouncer

Many startups face challenges aligning their ideas with market demand, often realising too late that their concept lacks scalability or sustainability. To bridge this gap, Bouncer by IIMK LIVE allows startups to present their ventures to industry experts for validation and constructive feedback, helping them refine their business plans and progress confidently toward growth.

About Bouncer

Bouncer is a unique initiative by IIMK LIVE, providing individuals and startups with the opportunity to pitch their business ideas directly to a panel of industry experts. This one-on-one platform offers actionable feedback and insights to validate business models, understand market potential, and strategise for growth. Designed to support both new concepts and developing ventures, Bouncer gives emerging entrepreneurs a solid foundation for success through targeted, expert-driven advice.

Key Benefits

- **Objective Validation:** Gain valuable, unbiased insights into your business idea's potential.
- **Growth Strategy:** Receive guidance on enhancing scalability and long-term viability.
- **Early-Stage Access:** Open to unregistered and concept-stage startups, ensuring guidance when it's needed most.
- **Cost-Effective Feedback:** Obtain expert advice for a nominal fee, saving resources in the long run.

Frequently Asked Questions

Who constitutes the panel?

Industry experts will form the panel to advice you on the business venture.

How will you benefit from this programme?

This programme will help you to validate the potentiality of the problem/idea which you are working on. You will also get proper idea on the business opportunity, sustainability and scalability of the venture. Apart from this inputs will be given to make your venture a successful one.

What is the process for attending this programme?

Start-ups interested in this programme can apply through IIMK LIVE website (www.iimklive.org) and submit a one page write up as per the attached format along with duly edited PPT template.

Who is eligible to apply for this programme?

Any individual or Start-up with an Idea or has started working on an idea can apply for this programme.

Can an early stage startup participate in this programme?

Yes, early stage start-ups can participate in this programme.

Should the start-ups be a registered company, LLP or a partnership firm before they apply for this programme?

No, it is not necessary for the start-up to be a registered company to take part in this programme.

What would be the nature of advice being offered by the Panel?

The panel will examine the idea and the business model presented by the startup, based on that the panel will help them to validate their business idea & opportunity, re shape their business model and advice them to make their venture successful. The advice or suggestions of the panel are only recommendatory nature.

Plow confidential will be my Idea?

First of all the panellists are Industry experts who are willing to support the startups to make their venture successful rather than external experts who runs their business parallelly secondly panellist will not explore how the solution/product is created, what technology and techniques are being used in its making etc. The entire intention of the programme is to help the startup identify right problem with right solution with a scalable and sustainable business model that make the venture successful.

Frequently Asked Questions

Is there any particular format in which an applicant should apply for this programme?

Yes, we have recommended a specific presentation template to be followed by the participants. We expect startups to follow this template.

Will IIMK LIVE offer incubation facility to the participants as a part of this programme?

No IIMK LIVE will not offer any incubation facility to participants of bouncer programme however they can apply for the normal incubation programme separately through the LIVE website www.iimklive.org

- How much money/seed fund do I get as a part of this programme?
 - This programme doesn't offer any type of funding support to participants/ startups.
- How many startup founder/co founders can take part in this programme?

 Only two founders/co-founders from a startup are allowed to participate in this programme.
- What is the fee for attending this programme?

The startup will have to pay Rs 2500 to attend this programme

Learning Outcomes

At the end of the programme, successful participants will imbibe the following competencies:



Innovation: Generate new business ideas



Business Planning: Create feasible plans



Social Impact: Recognise an entrepreneur's role in adaptability and sustainability



360 Degree Business Understanding: Comprehend models and financing



Growth Strategy: Navigate challenges for success

Programme Curriculum

Module 1: An Overview of Entrepreneurship

- An Introduction to Entrepreneurship
- Psychological Aspects of Entrepreneurship
- The Theory of Effectuation

Module 2: Deep Diving into the Entrepreneurial Process

- Entrepreneurial Opportunity Recognition, Evaluation, and Action
- · Business Models and Business Model Innovation
- Protecting Intellectual Property
- · An overview of IIMK LIVE

Module 3: Accounting and Finance for Entrepreneurs

- Basic Financial Reports
- i. The Balance Sheets
- ii. The Income Statements
- iii. The Statement of Cash Flows
- Measuring and Reporting Financial Position and Financial Performance
- Cash Flow Analysis
- Analysing and Interpreting Financial Statements
- Creating Projected Financial Statements
- An Overview of Management Accounting
- Making Capital Investment Decisions
- Managing Working Capital
- Valuing an Existing Business

Module 4: Debt and Equity Financing

Module 5: Entrepreneurial Marketing

- Marketing Challenges Faced by Entrepreneurs
- · Marketing Strategy for Entrepreneurs
- · Digital and Social Media Marketing

Module 6: Choosing a Form of Organisation/Buying an Existing Business/ Entrepreneurial Exit

- Choosing a Form of Organisation
- Buying an Existing Business
- Entrepreneurial Exit Strategy

Module 7: Entrepreneurial Teams/Entrepreneurial Growth/ Franchising/Corporate Entrepreneurship

- · Entrepreneurial Teams, Training, and Gender
- Entrepreneurial Growth
- Franchising
- Corporate Entrepreneurship

Module 8: Social Entrepreneurship/Entrepreneurial Failure/ Other Aspects of Entrepreneurship

- Social Entrepreneurship
- Entrepreneurial Failure
- Other Aspects of Entrepreneurship

Module 9: Entrepreneurship Simulation

The whole batch will be divided into simulation teams and each team will run a company. The teams will compete against each other in the simulation, and they will make critical entrepreneurial decisions. This experience will enable them to gain a good understanding of the entrepreneurial process.

Module 10: Business Plan Project Presentations

Each team is required to develop a business plan based on a business idea they have identified. During this session, the teams will present their business plans. The faculty members will provide feedback to the teams.

Pedagogy

- Interactive teaching approach integrating technology and diverse pedagogical tools such as lectures, case studies, and shared experiences to promote independent thought and study
- Emphasis on professional attitude towards deadlines, quality, group collaboration, and work ethics
- Business plan development with pitch presentation
- Web-based simulation for teams to operate and compete as companies
- Practical guidance on accessing finance from banks, including templates, analysis, annual fund requirements, and self-credit rating
- Due diligence sessions covering law, human resources, operations, economics, IT, and technology



Duration

08 Months (105 Hours)

Schedule

Saturdays 06:45 p.m. to 09:45 p.m. (IST) (3 hours per week)

Programme Delivery



State-of-the-art Interactive Learning (IL) platform



Direct-to-Device (D2D)

Eligibility Criteria

- Graduates (10+2+3 or 10+2+4) or Diploma Holders (10+2+3) in any discipline from a recognised university or Institution (UGC/AICTE/DEC/AIU/State Government) with at least ONE year of work experience* as of the programme start date
- Fresh graduates will be considered on case-to-case basis
- Good digital literacy is essential

*Internships and training experiences will not be considered in full time work experience.

Who Should Attend?

- Participants who are interested in starting their own venture
- Graduates from engineering colleges, software engineers, IT professionals who have a good skill set and want to take the start-up route but don't have much knowledge
- Working professionals who wish to quit corporate life and become their own bosses
- Lawyers, artists, photographers, designers, etc., keen on setting up a business

Admission Criteria

The selection will be based on the candidate's corporate nominations and retail applications with credentials. Final selection of participants will be solely done by IIM Kozhikode.

Attendance Criteria

A minimum of 75% attendance is a prerequisite for the successful completion of the programme.



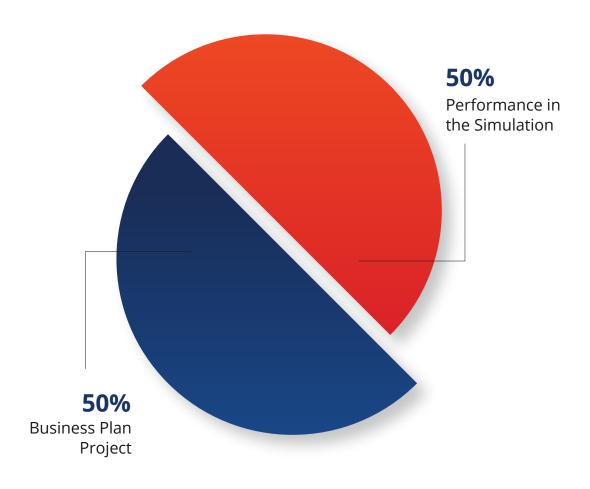
Assessment & Evaluation

Evaluation methodology is at the discretion of the faculty. The methodology includes online exams, case analysis, class contribution, and any other component as decided by the faculty.

The programme may require participants to work on individual/group assignments and/or projects. The main objective of such assignments/projects will be to help the participants apply their conceptual learning in the programme to actual organisational decision scenarios.

The participants will have to secure the minimum pass marks in the respective evaluation components.

There will be two components for the assessment of this programme, and they are shown in the following table:





Certification

- Participants who successfully meet the evaluation criteria and satisfy the requisite attendance criteria, will be awarded a 'Certificate of Completion'
- Participants who are unable to clear the evaluation criteria but have the requisite attendance will be awarded a 'Certificate of Participation'

Disclaimer: All certificate images are for illustrative purposes only and may be subject to change at the discretion of IIM Kozhikode.

Programme Director



Prof. M. K. Nandakumar

Dr. M.K. Nandakumar is a distinguished professor at the Indian Institute of Management Kozhikode (IIMK), renowned for his extensive contributions to the fields of strategy and entrepreneurship. He holds the position of Associate Editor for several prestigious journals, including the Journal of Small Business and Enterprise Development, Business Ethics, the Environment & Responsibility, and the Journal of Social Entrepreneurship. Additionally, Dr. Nandakumar is a valued member of the editorial board for the Journal of International Management and serves on the Peer Review College of the British Academy of Management (BAM). He is currently the Co-Track Chair for the Strategy Track at BAM.

Dr. Nandakumar has also served in a few leading British universities. He has developed a robust research portfolio published in top-tier journals such as R&D Management, Journal of International Management, Journal of Business Research, Long Range Planning, Asia Pacific Journal of Management, Australian Journal of Management, International Studies of Management and Organization, and Management Decision. His research has garnered significant attention and recognition in the academic community.

In addition to his research endeavours, Dr. Nandakumar has delivered executive development programmes to thousands of managers and executives from prominent organisations. His flagship initiative, the Professional Certificate Programme in Advanced Strategic Management, is highly regarded and attracts a diverse group of participants annually. He has been awarded a research grant under the British Academy/Leverhulme Small Research Grants SRG 2019 and has successfully supervised numerous Ph.D. candidates to completion. Furthermore, he has secured a major research grant under the Scheme for Promotion of Academic and Research Collaboration (SPARC) from the Government of India.

Dr. Nandakumar has played a pivotal role in advancing the Association of MBAs (AMBA) accreditation project at IIMK and is an empanelled assessor for AMBA, having evaluated leading business schools during accreditation events. As a member of BAM since 2006, he has actively presented numerous academic papers on the entrepreneurship track at BAM annual conferences. As a senior member, he is committed to contributing to the development of this track.

Through his research, teaching, and leadership, Dr. Nandakumar exemplifies a dedication to academic excellence and the advancement of knowledge in management and entrepreneurship.

Gain Insights from Industry Leaders



Jayan KCompany Secretary at SVJS & Associates

A seasoned professional with over 15 years of experience, Jayan K is currently the Director of Hanhold Consulting Private Limited and serves as a Company Secretary at SVJS & Associates. His extensive background includes over a decade as a Partner at SVJS & Associates Company Secretaries, where he specialised in corporate governance and compliance. Jayan's leadership in consulting and company secretarial services has made him a trusted advisor for businesses across various industries.

Jacob C.R. is a Senior Strategist in Intellectual Property (IP) and Business at LexOrbis, where he excels in IP strategy and valuation. He advises clients on leveraging intellectual property for strategic growth and monetisation. Jacob's expertise extends to supporting startups through IIM Kozhikode LIVE, where he offers guidance on IP strategy, helping entrepreneurs safeguard and maximise their innovations.



Jacob C R Senior Strategist IP & Business at LEXORBIS

Mr. Jacob founded a boutique Intellectual Property firm, IP Astra, which was later merged with the top-tier

intellectual property law firm, LexOrbis. Mr. Jacob was the Director at BPE Biotree India Pvt Ltd, a biopharma equipment manufacturer, now a member of Zeta Group, Austria. His latest venture aims to bring a paradigm shift in how patents are seen from a sustainability point of view. Known for his in-depth understanding of IP across diverse sectors, Jacob is a trusted advisor to companies looking to navigate the complexities of IP in today's competitive market. His multifaceted experience in IP strategy and business acumen make him an invaluable resource for organisations aiming to drive growth through innovation.



Vedanarayanan Vedantham Product Marketing Leader at Chargebee

Vedanarayanan Vedantham serves as the Product Marketing Leader at Chargebee, where he brings over 20 years of extensive experience across FinTech, Health-Tech, and Ed-Tech sectors. He has held pivotal roles at major companies, including Infosys, Razorpay, and Microsoft, where he drove digital product innovation and strategic brand positioning. Known for his knack for scaling startups, Vedanarayanan has played a key role in helping several companies achieve unicorn status.

His expertise spans digital marketing, product strategy, and growth acceleration, making him a sought-after leader in the tech industry. Vedanarayanan's ability to create impactful product roadmaps and his deep understanding of customer-centric marketing have consistently delivered measurable results. His work reflects a strong commitment to innovation, and he excels at guiding teams to navigate rapidly evolving market landscapes.

Vinod Keni is a seasoned venture capital investor and entrepreneur with over three decades of experience across the US and India. As the founder and managing partner of Peachtree Capital Ventures, he focuses on early and growth-stage investments in sectors like fintech, deep tech, and healthcare. Vinod also leads Bottomline Fintech, an Al-powered "Finance as a Service" platform. His extensive background as a former CFO and his expertise in building businesses make him a trusted advisor to entrepreneurs and investors, offering strategic guidance on finance, operations, and capital raising for long-term success.



Vinod KeniPeachtree Capital
Partner/100 Unicorns
VC Fund - Partner



Chandu Nair Angel investor and Start-up Advisor

Chandu Nair works with entrepreneurs and enterprises on how to create and build their business. He has direct experience in angel, VC and strategic investor funding and has been a part of a few exits.

He also has three plus decades of experience in industry, consultancy, media and information services. He has worked previously in Asian Paints and Business World magazine.

Thereafter, he has been an entrepreneur for 25+ years and started several businesses, of which he managed to exit two including Scope e-Knowledge Center.

He is on the advisory board of a Chennai-based private equity firm, and director on the board of a social impact fund. He's an independent director on the board of India's first retail building products listed company, Shankara Building Products Ltd as also CIEL HR Services Ltd.

He is actively engaged with The Chennai Angels, IIM Kozhikode Live incubator and Crescent Innovation and Incubation Council. He also writes regularly on business, startups and entrepreneurship in Moneycontrol and Business Line.

He's an active angel investor and has investments in over 30 companies in SaaS, D2C/consumer goods, digital and content economy, mobility, ICT and more.

A Postgraduate in Management from IIM, Ahmedabad, he is also a visiting faculty at IIM Kozhikode, IIM Indore, IIT Madras Research Park, KSUM etc.



Programme Fee

Particulars	Amount (₹)*
Programme Fee	1,85,000
Total Fee	1,85,000

Note:

- *Taxes will be added as applicable
- All fees will be collected by BCCL
- Books & Study material will be provided & disbursed by IIMK to the participants.
 For International participants books & certificates will be provided by IIMK and will be disbursed by BCCL. Cost of International courier will be borne by participants only
- In reference to the refund of the processing fee, please note that the fee shall not be refunded in the following circumstances:
 - In case the candidate rejects the offer issued by the Institute; and
 - In case the application is rejected due to submission of incomplete documents, and/or providing incomplete information, and/or eligibility criteria not fulfilled.

Instalment Schedule

Instalment	Date	Amount (₹)*
	To be paid at the time of Application	10,000
1	Within one week of offer roll out	60,000
II	10 th January, 2026	57,500
III	10 th April, 2026	57,500

GST will be additional as applicable

Programme Timelines

Application Closure Date	Refer to Website
Programme Start Date	22 nd November, 2025
Programme End Date	July 2026





Started in 1997 with its Post Graduate Programme (PGP), the Indian Institute of Management Kozhikode (IIMK) is on a high growth trajectory today, offering a wide range of academic programmes in the field of management education. These include the Fellow Programme in Management, Executive PG Programmes, Management Development Programmes and Faculty Development Programmes. IIMK set up a Satellite campus at Info park, Kochi, in 2013 dedicated to Executive Education. IIMK has also the unique distinction of launching a PhD (Practice Track) programme for working professionals besides bringing in new dynamic programmes such as the one-year Post Graduate programme in Business Leadership (2019) MBA in Finance and MBA in Liberal Studies & Management (2020). The institute is also home to IIMK LIVE a first-of-its-kind start-up incubation programme and the Indian Business Museum.

IIMK is ranked 3rd as per NIRF India Rankings 2024: Management. The Indian Institute of Management Kozhikode (IIMK) has continued its upward trajectory in global rankings, securing a career-best #141 position in the QS World University Rankings by Subject 2025 for 'Business & Management Studies' Category. This marks a notable improvement from last year's 151-200 range and a significant leap from its initial ranking in the 401-500 range in 2021. IIM Kozhikode is also globally accredited by EQUIS (EFMD) and AMBA (UK) and is on the verge of a triple-accreditation crown.

IIM Kozhikode also made its debut in the prestigious Financial Times Rankings in 2023 and was recently ranked #70 among the top-80 open-enrolment executive programme providers globally for the year 2024. The feat has further consolidated the 29- year's IIM's footing in an exclusive list of the foremost providers of executive education in the world. The institute had also entered in global top-100 at Rank #77 for FT Masters in Management (MIM) 2023 Rankings, for its full time MBA programme. It further improved its position by 9 spots to reach Global Rank #68 in 2024. IIM Kozhikode has successfully delivered close to 1300 MDP programmes over the past two decades, training more than 41,000 participants from 150+ organisations, which also includes several Fortune 500 companies in the process.







ABOUT TIMESPRO

Established in 2013, we are the award-winning H.EdTech initiative of the Times Group, catering to the learning needs of Indians with aspirations of career growth. We offer a variety of created and curated learning programmes across a of categories, industries, and They include age groups. employment-oriented Early Career courses across BFSI, e-Commerce, and technology sectors; Executive Education for working professionals in collaboration with premier national and global educational institutions; and Enterprise Solutions for learning and development interventions at the organisational level. TimesPro strives to embody the values of Education 4.0: Learner-centric, industry-relevant, role-specific, and technology-enabled, with a goal of making learning accessible for anyone who seeks to grow.



Industry relevant curriculum by best-in-class faculty



Interactive sessions with state-of-art LMS



IIMs and IITs as course partners



1,00,000+ alumni community



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