

3rd June 2022

The Director
AIMBA,
Sangamner

Subject: Report on 2 Days Entrepreneurship Development Program

Dear Sir,

I am pleased to present a report on the 2-days Entrepreneurship Development Program conducted at our from 1st-2nd June 2022. The program aimed to cultivate an entrepreneurial mindset among MBA students and equip them with the knowledge, skills, and inspiration needed to pursue entrepreneurial ventures.

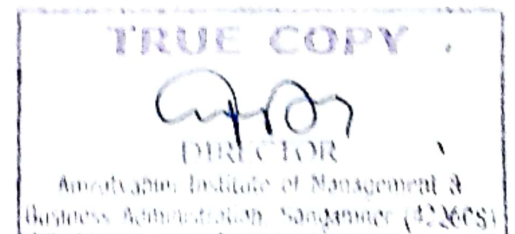
1. Program Objectives: The primary objectives of the Entrepreneurship Development Program were as follows: a. To introduce students to the fundamentals of entrepreneurship and the entrepreneurial ecosystem. b. To provide insights into identifying entrepreneurial opportunities and evaluating their feasibility. c. To develop the necessary entrepreneurial skills, including innovation, creativity, and risk management. d. To familiarize students with the process of developing a business plan and securing funding for startup ventures. e. To inspire and motivate students to explore entrepreneurial careers and contribute to economic growth.

2. Program Agenda: The three-day program consisted of a comprehensive schedule of interactive sessions, expert talks, workshops, and practical exercises. The agenda for each day was as follows:

Day 1:

- Introduction to Entrepreneurship: Overview of entrepreneurship, its importance, and its impact on the economy.
- Entrepreneurial Mindset: Exploring the mindset and characteristics of successful entrepreneurs.
- Identifying Entrepreneurial Opportunities: Techniques for recognizing potential business ideas and evaluating their viability.
- Market Research and Customer Analysis: Understanding the importance of market research and analyzing target customers.
- Entrepreneurial Case Studies: Reviewing successful entrepreneurial ventures and drawing lessons from their experiences.

Day 2:



- Business Model Canvas: Practical training on using the business model canvas to develop a comprehensive business model.
- Financial Planning for Startups: Introduction to financial forecasting, budgeting, and resource allocation for new ventures.
- Marketing and Sales Strategies: Exploring effective marketing strategies, customer acquisition, and sales techniques.
- Legal and Regulatory Considerations: Addressing legal and regulatory aspects of starting and operating a business.
- Mentorship and Networking: Discussing the significance of mentorship and networking for aspiring entrepreneurs.

Day 3:

- Business Plan Development: Hands-on workshop on developing a comprehensive business plan, including vision, mission, and strategies.
- Funding and Investment: Understanding various sources of funding, such as bootstrapping, venture capital, and crowdfunding.
- Pitching and Presentation Skills: Training on crafting a compelling pitch and delivering a persuasive presentation.
- Entrepreneurial Success Stories: Inviting successful entrepreneurs to share their experiences, challenges, and lessons learned.
- Closing remarks and certificate distribution.

3. Program Facilitators: The Entrepreneurship Development Program featured a diverse group of facilitators, including experienced entrepreneurs, industry experts, and faculty members with expertise in entrepreneurship and startup ventures. Mr. Sunil Chandak, Founder, Udyogwardhini Nashik, Mr. Swapnil Lande, Entrepreneur, Mr. Yogesh Baheti, Career Coach conducted expert sessions specific to EDP themes. 120 students took the benefit of this workshop. Their practical knowledge, industry insights, and real-world experiences added significant value to the program.

4. Participant Engagement: Participants actively engaged in discussions, participated in workshops and group activities, and collaborated with their peers. They shared their own entrepreneurial ideas, sought feedback, and networked with facilitators and fellow participants. The interactive and experiential nature of the program fostered an environment conducive to learning and collaboration.

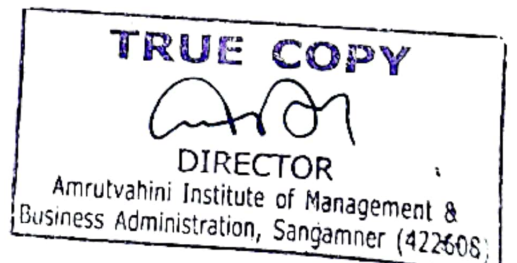


5. Key Takeaways: The Entrepreneurship Development Program provided several key takeaways for the participants, including: a. An understanding of the entrepreneurial mindset and the characteristics of successful entrepreneurs. b. Knowledge of the key elements involved in identifying and evaluating entrepreneurial opportunities. c. Skills in developing business models, conducting market research, and creating comprehensive business plans. d. Awareness of legal, financial, and marketing considerations in starting and operating a business. e. Insights into funding options and investment strategies for startup ventures. f. Inspiration and motivation to pursue

R.B. Gawali

Dr. R.B. Gawali
Coordinator-Learning & Development

CC to : Sanstha Office



Certificate

Awarded to

Mr. / Mrs. **SAHANE DNYANESHWAR RAJENDRA**

in appreciation of active participation & contribution to shared learning and

growth to course in

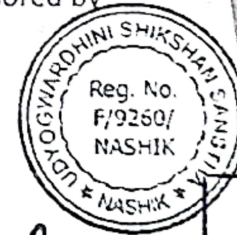
Entrepreneurship Awareness Camp

Duration : 01-02 Jun - 17 Jun 2022 at Sangamner

Association with



Sponsored by



Date: 08-06-22
Place: Nashik

Dr. B. M. Londhe

Director, Amrutvahini Institute of Management

And Business Administration

Sunil Chandak
Director, Udyogwardhini

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DIRECTOR

Amrutvahini Institute of Management &
Business Administration, Sangamner (422608)

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