



# DAYANANDA SAGAR ACADEMY OF TECHNOLOGY & MANAGEMENT

(Affiliated to Visvesvaraya Technological University, Belagavi and Approved by AICTE, New Delhi)

(6 Branches CSE, ISE, ECE, EEE, ME& CE Accredited 3 years by NBA, New Delhi)

Opp. Art of Living, Udayapura, Kanakapura Road, Bangalore- 560082



<b>Event Name</b>	Entrepreneur's Day
<b>Theme</b>	Celebrating Entrepreneur's Day
<b>Date</b>	21-08-2021
<b>Venue</b>	Online

## Objectives of the Program/ Event

- Creating awareness on Entrepreneurship
- Practicing the development of successful business model.

## Purpose:

The purpose of the Entrepreneurs' Day is to create awareness for entrepreneurship, innovation and leadership throughout the world.

## About the Topic:

August 21 is celebrated as World Entrepreneur's Day every year. ... World Entrepreneur Day 2021: All around the world, this special day is completely dedicated to the founders, managers, designers, industrialists, innovators, administrators- anybody who has a new idea or is working on a new idea to establish a business.

The Entrepreneur's Day was celebrated on 21-08-2021 in presence of Mr. Gopinath Rao, as a Chief Guest and Mr. Girish V Gumasthe, Former SD & EDP Panel, KASSIA along with Yeshaswi Nag, Project Manager, Indian Startups and Mr. Srinath Bhadram as Guest of honor, in presence of B.R. Lakshmikantha Principal DSATM, and Alumni Entrepreneurs, DSATM.

## Welcome Address By Dr. B. R. Lakshmikantha, Principal, DSATM

The screenshot displays a Zoom meeting interface. The main window shows a PDF invitation for 'Entrepreneur's Day -2021'. The invitation text is as follows:

DAYANANDA SAGAR ACADEMY OF TECHNOLOGY AND MANAGEMENT  
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CV/CSE, ISE, EEE, ECE & ME Branches Accredited 3 years by NBA, New Delhi  
Udayapura, Kanakapura Road, Bangalore-560082

*WE cordially invite you for the Inaugural function of*  
**Entrepreneur's Day -2021**

*Chief Guest*  
**Mr. Gopinath Rao, IEDS**  
Dy. Director,  
Ministry of Micro, Small & Medium Enterprises  
GOVT OF INDIA

*Guest of honor*  
**Mr. Girish V Gumasthe**, Former SD & EDP Panel, KASSIA  
**Mr. Yeshaswi Nag**, Project Manager, Indian Startups  
**Mr. Srinath Bhadram**, Business Incubation Manager, NDBI

*In the Presence of*  
**Dr. B. R. Lakshmikantha**  
Principal, DSATM  
&  
Alumni Entrepreneurs, DSATM

Date: 21-08-2021 | Time: 10.30 AM

EDC Co-ordinators:  
1. Dr. Seemantini K. Dept of ISE  
2. Dr. Smitra Devi K. Dept of ISE  
3. Dr. C. Nandini, Dept of ECE

The Zoom interface on the right shows a list of participants: PRASHANTH K G, Prathap R, PRAWALIKA, Prof. Simha VLN, Rahul srivatsa s, RAMAKRISHNAIAH, Rernesh VP, Rhea Lewis. The 'Speaking' section shows Dr. B.R. Lakshmikantha is currently speaking. Other participants listed are SEEMANTINI K and Sumithra devi k a.

*"Plant more Trees, Save Water, Save Electricity, Avoid Plastics, The world is in your Hands"*



**Chief Guest Addressing the gathering**

The screenshot shows a Zoom meeting interface. The main window displays a presentation slide titled "Entrepreneur's Day -2021". The slide lists the Chief Guest as Mr. Gopinath Rao, IEDS, Dy. Director, Ministry of Micro, Small & Medium Enterprises, GOVT OF INDIA. It also lists Guest of Honor: Mr. Girish V Gumasthe, Former SD & EDF Panel, KASSIA; Mr. Yashaswi Nag, Project Manager, Indian Startups; and Mr. Shrinath Badhran, Business Incubation Manager, NDBI. The event is in the presence of Dr. B. R. Lakshminantha, Principal, DSATM, and Alumni Entrepreneurs, DSATM. The date is 21-08-2021 at 10:30 AM. The slide also lists the organizing committee members: Dr. Sumanthra H. Dept. of ISE, Dr. Sumanthra Devi K.A. Dean Academics, and Dr. C. Nandini Vice Principal.

The Zoom interface shows a list of 152 participants on the right. The "Speaking" section shows Gopinath Rao is currently speaking. Other participants listed include Sanjana m 1DT19IS118, SANJAY A, Sapnil, SHASHANK, Shashank B. 1DT19CV039, Sindhu Bhat, Sindhu RM, and Smita Inamdar.

**Guest of Honor addressing the gathering**

The screenshot shows a Zoom meeting interface. The main window displays the same presentation slide as in the previous image, titled "Entrepreneur's Day -2021".

The Zoom interface shows a list of 148 participants on the right. The "Speaking" section shows Gireesh Gumaste is currently speaking. Other participants listed include Sushmitha, Syed Ateequr Rehman, Tazeeba Farooq, Tejashkumar Warad, V.L.LOKESH Loka, Veerayappa Swami, Vinoda B.V, and Vishesh kumar.



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The screenshot shows a Zoom meeting interface. The main window displays an invitation PDF for 'Entrepreneur's Day -2021'. The PDF content includes:

- DAYANANDA SAGAR ACADEMY OF TECHNOLOGY AND MANAGEMENT**  
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C.V. D.R. Narayana Murthy & M.P. Bhanu Prasad Award for VETU, New Delhi,  
Udayapura, Kanakapura Road, Bangalore-560082
- We cordially invite you for the Inaugural function of**
- Entrepreneur's Day -2021**
- Chief Guest**  
**Mr. Gopinath Rao, IEDS**  
Dy. Director,  
Ministry of Micro, Small & Medium Enterprises  
GOVT OF INDIA
- Guest of Honor**  
**Mr. Girish V. Omasthe**, Former SID & EDP Panel, NASSIA  
**Mr. Yashaswi Nag**, Project Manager, India Startups  
**Mr. Shrinath Radhaka**, Business Incubation Manager, NDRI
- In the Presence of**  
**Dr. B. R. Lakshminikanta**  
Principal, DSATM  
&  
**Alumni Entrepreneur, DSATM**
- Date: 21-08-2021 | Time: 10.30 AM**
- IBC Committee:**  
1. Dr. Sumanth Devi, IAS  
2. Dr. Sumanth Devi, IAS  
3. Dr. Sumanth Devi, IAS  
4. Dr. Sumanth Devi, IAS  
5. Dr. Sumanth Devi, IAS  
6. Dr. Sumanth Devi, IAS  
7. Dr. Sumanth Devi, IAS  
8. Dr. Sumanth Devi, IAS
- Dr. Sumanth Devi, IAS**  
Dean Academics  
Prof & Head,  
Dept. of ISE, DSATM
- Dr. C. Sumanth**  
Vice Principal,  
Prof & Head,  
Dept. of CSE, DSATM
- Participants: 116 Director, Director of all branches, DSATM**

The Zoom interface shows a 'Participants' list with 126 participants. The list includes names like Sushmitha, Syed Ateequr Rehman, Tazeeba Farooq, Tejashkumar Warad, Veerayappa Swami, Vinoda B.V, Vishesh kumar, and Yashaswi Nag.

The screenshot shows a Zoom meeting interface. The main window displays an invitation PDF for 'Entrepreneur's Day -2021'. The PDF content is identical to the one in the first screenshot.

The Zoom interface shows a 'Speaking' window for 'sreenath b' and a 'Participants' list with 123 participants. The list includes names like SANJAY A, Sapnil, SHASHANK, Smita Inamdar, sneha c, Soundarya M, sreenath b, and SRG.

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**Vision:** Create awareness on Entrepreneurship, idea presentations and models.

**Identification and addressing the GAP:** Converting the Innovative ideas in to project and building the business models.

**Measurable outcomes:** Interest of Students and faculty members to produce Innovative ideas and product.

**EDC Coordinator**

**Dean Academics**

**Principal**

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## Department of Information Science & Engineering

<b>Event Name</b>	<b>Smart Desert (Desert Storm Technologies Pvt. Ltd) Internship</b>
<b>Theme</b>	Product Development with ISE 6 <sup>th</sup> Sem Students Internship Program for 4 Months
<b>Date</b>	02/02/2020
<b>Venue</b>	Room no. A309

### Objectives of the Program/ Event

- Creativity of students applied to solve development problems of our people and State through Science and Technology.
- Enrich Collegiate education through finding solutions to real life problems.
- Improve understanding and develop methodology of solving complex issues.

### Purpose:

- It was the Product prototyping with the Interns hired from the ISE 6<sup>th</sup> Sem Students , which was under the Desert Strom Technologies Company.
- Working on the Prototype of the virtual Application with Android and AWS Technologies.

### About the Topic:

- Street Dancers is a social media application, a talent hunt platform which will mainly focus on bring out talent in Dance. This platform will enable large variety of dancers, from different geographic places to show their talent to the world through this application.

### Introduction :

Smart desert is a technology start-up company founded in 2019. This organization is built to approach and solve the problems in the eco system that will benefit the mankind in many ways. We work on technology and services that can be possibly provided through technology.

### Resources:

Human Resource – 15

Technology – Android, Cloud Computer

Time – 4 months

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## Department of Information Science & Engineering

### Inauguration Photos:



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## Department of Information Science & Engineering



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## Department of Information Science & Engineering



**Number of Interns:** 12 Students

**Vision:** To give all dancers a platform to show their talent to the world. Freedom to talent, connect!

**Objective:** We, Street dancers, will provide dance enthusiasts, a platform to show their talent which will be done by recording and uploading a video of their dance. This application will be more efficient than all the existing social media. Target customers will be all the dancers, choreographers and entertainment enthusiasts

### Deliverables

Version 1 – Uploading and viewing the dance videos  
Version 2 – Networking with dance communities and Event managers  
Version 3 – Dance as a service to events and programs  
Version 4- Ecommerce. Benefits Dancers – Show talent, win rewards and build a career. Network with dance community. Dance Academy – Promote their academy, increase revenue.

**Coordinators Signature**

**HOD's Signature**

\*\*\*\*\*.

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<b>Event Name</b>	<b>Faculty Development Program on Entrepreneurship and Innovation by DST, India</b>
<b>Theme</b>	Creating awareness among students about various facets of entrepreneurship while highlighting the merits of pursuing such a career option.
<b>Date</b>	21.02.2019 , 22.02.2019 & 23.02.2019
<b>Venue</b>	4 <sup>th</sup> floor Seminar Hall, 'A' Block

## Objectives of the Program/ Event

- Faculty Development Programme (FDP) aims at equipping teachers/trainers with skills and knowledge that are essential for inculcating entrepreneurial values in students, guiding and monitoring their progress towards entrepreneurial career..

## Purpose:

- Creating awareness on Entrepreneurship and also to impart interest among the faculties to become Entrepreneur

## About the Topic:

Faculty Development Programme (FDP) is designed to train and develop professionals in entrepreneurship development so that they can act as resource persons in training, teaching, guiding and motivating young S&T persons to take up entrepreneurship as a career choice. Through each FDP, 20-25 faculty members of Science and Technology Institutions, Polytechnics and Entrepreneurship Development Organizations are trained for duration of 2 weeks. FDPs provide inputs on process and practice of entrepreneurship development, communication and interpersonal skills, creativity, problem solving, achievement motivation, resources available and all aspects of entrepreneurship. Training methodology includes case studies, group discussion, simulation exercises, field visits and classroom lectures.

**Target Group:** In each FDP 20-25 Teachers of Science & Technology Colleges/Institutions, trainers from organizations engaged in entrepreneurship development are trained through a structured training programme of 2 weeks duration.

**Duration:** 2 weeks

**Faculty:** Experts are mostly drawn from local or nearby institutions including practicing entrepreneurs.

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## Programme Schedule with Resource Person Details:

DATE	Day	Session I	Session II	Session III	Session IV
		9:30-10:15AM	10:15AM-11:00AM	11:30AM- 12:15PM	12:15PM-1:00PM
22/02/2020 Monday	1st	(9:30 am-11:30am) Inauguration & Programme Objectives: Expectations from participants, Programme Brief etc.		Unleashing Entrepreneurship: Present Scenario Entrepreneurship: Importance, Need & Practice	
		<b>Chief guest</b> <b>Mr.Prakash Solanki,</b> Faculty, Entrepreneurship Development Institute of India, Gandhinagar, Gujarat  <b>Guest of Honor</b> <b>Mr.Gopinath Rao,IEDS</b> Dy.Director MSME Development Institute,Bangalore & <b>Sri Sudharshan V,</b> Panel Chairman, Skills and EDP, Karnataka Small Scale Industries Association		<b>Sri Sudharshan V,</b> Panel Chairman, Skills and EDP, Karnataka Small Scale Industries Association	
23/02/2020 Tuesday	2nd	Entrepreneurship Development Process		Personality Traits of an Entrepreneur	Ecosystem available for promoting Entrepreneurship
		<b>Dr.Kripa Shankar Gupta</b> IIT –Bombay KSG Center for Quality Minds		<b>Mr Praveen H J</b> Founder & CEO, Arcis Business Solutions	
24/02/2020 Wednesday	3rd	How to promote Entrepreneurship Development Programmes: Methodology, Tools & Techniques		<b>Design Thinking for Innovation</b>	
		<b>Mr.Girish Gumaste ,</b> KCOEI Skill Committee Member,KASSIA, Council Member ,Laghu Udyog Bharathi-Karnataka		<b>Mr.Ismail Akbani,</b> Head-Innovation, SCEI(Technology Business Incubator), Pune	
25/02/2020 Thursday	4th	How to Identify Business Opportunities: Environment Scanning Business opportunity Identification: Sources of Information		Selecting Potential Entrepreneurs: Rationale for Selection	How to assess Pre-feasibility of Project through Market Survey
		<b>Mr.Shivanand Shenoy,</b> Founder & CEO,Naman Technologies, Member , Skill Development, KASSIA		<b>Dr.Lakshmi Jagannathan,</b> Chief Executive Officer, DERBI Foundation	<b>Mr. Shameek Chakravarthy,</b> Founder & CEO, Farmizen

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DATE	Day	Session I	Session II	Session III	Session IV
		<b>9:30-10:15AM</b>	<b>10:15AM-11:00AM</b>	<b>11:30AM- 12:15PM</b>	<b>12:15PM-1:00PM</b>
<b>26/02/2020 Friday</b>	<b>5th</b>	How to Set-up MSME (govt. formalities, rules & regulations etc.)	Role & Responsibilities of Supporting Agencies: DIC, SIDC, DI-MSME etc. Panel discussion		Support available from Financial Institutions including Banks: Panel discussion
<b>26/02/2020 Friday</b>	<b>5th</b>	<b>Mr.Gopinath Rao,IEDS Dy.Director MSME Development Institute,Bangalore</b>			<b>Mr.Koushik, Asst.Director, MSME Development Institute,Bangalore</b>
<b>27/02/2020 Saturday</b>	<b>6th</b>	Virtual tour to a Factory & online experience sharing with Successful Entrepreneur			Approaches for Entrepreneurship Development
		Experienced Shared by Entrepreneur , KASSIA			<b>Dr.Kripa Shankar Gupta</b> IIT –Bombay KSG Center for Quality Minds
<b>01/03/2020 Monday</b>	<b>7th</b>	Managing Self Energy		Achievement Motivation: Developing Soft Skills	
		<b>Dr.Kripa Shankar Gupta</b> IIT –Bombay KSG Center for Quality Minds		<b>Mr Yashaswi Nag,</b> Program Manager & Mentor- Atal Incubation Centre, Indian Startups,Bangalore	
<b>02/03/2020 Tuesday</b>	<b>8th</b>	Technology Sourcing: Support available from R&D Institutions & Design Thinking		Promoting Innovative Ventures: Role of Technology Business Incubator (TBI)	
		<b>Mr.Srinath Badhram,</b> Incubator Manager National Design Business Incubator National Institute of Design Govt of India.		<b>Mr.Jagan karthick.</b> Program Lead at <b>DERBI</b> FOUNDATION   Ex- CIIE, IIMA	
<b>03/03/2020 Wednesday</b>	<b>9th</b>	IPR, Pattern, Copy Rights, Trade Mark and Industrial Management		Marketing management in MSME: Sales, Advertisement & Brand Building Customer Discovery	
		<b>Mr.Raghuram,</b> Faculty, National Design and Incubation , Govt.of India		<b>Mr.Srinath Badhram,</b> Incubator Manager National Design Business Incubator National Institute of Design Govt of India.	

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DATE	Day	Session I	Session II	Session III	Session IV
		9:30-10:15AM	10:15AM-11:00AM	11:30AM- 12:15PM	12:15PM-1:00PM
04/03/2020 Thursday	10th	Financial Management in MSME		Creative Problem solving	
		<b>Mr.Raveendranath Koushik</b> Accountant, Raveendranath Koushik Associates, Consultant-MSME Development Institute, Govt. of India, B'lore		<b>Mr.Rajiv ,</b> SCEI(Technology Business Incubator), Pune	
05/03/2020 Friday	11th	Developing Business Plan (Project Report): Format, Content & Sequencing		Cost of Project, Sources of finance, Profitability	BEP, Working Capital Assessment
		<b>Mr Yashaswi Nag,</b> Program Manager & Mentor- Atal Incubation Centre, Indian Startups, Bangalore		<b>Mr Yashaswi Nag,</b> Program Manager & Mentor- Atal Incubation Centre, Indian Startups, Bangalore	
06/03/2020 Saturday	12th	Business Communication	Legal Formalities in an Enterprise: (Factory Act, PF, Labour Laws etc.)	Action Plan & Feed Back	Valedictory
		<b>Ms.Srilekha</b> SCEI(Technology Business Incubator), Pune	<b>Mr.Kunal</b> SCEI(Technology Business Incubator), Pune	<b>Dr. B. R. Lakshmikantha,</b> Principal, DSATM & <b>Dr.Sumithra Devi K.A,</b> Dean Academics ,DSATM	

**Number of participants:** About 84 Internal and External Faculty Members were participated.

### **Vision:**

The main vision is to promote and strengthen Science & Technology Entrepreneurship and also to create knowledge for teachers of Science & Technology Colleges/Institutions, trainers from organizations engaged in entrepreneurship development are trained through a structured training programme.

### **Measurable outcomes:**

At the end of the programme, faculties are trained to engage entrepreneurship development programs in the Institution and also to explore entrepreneurship as a career.

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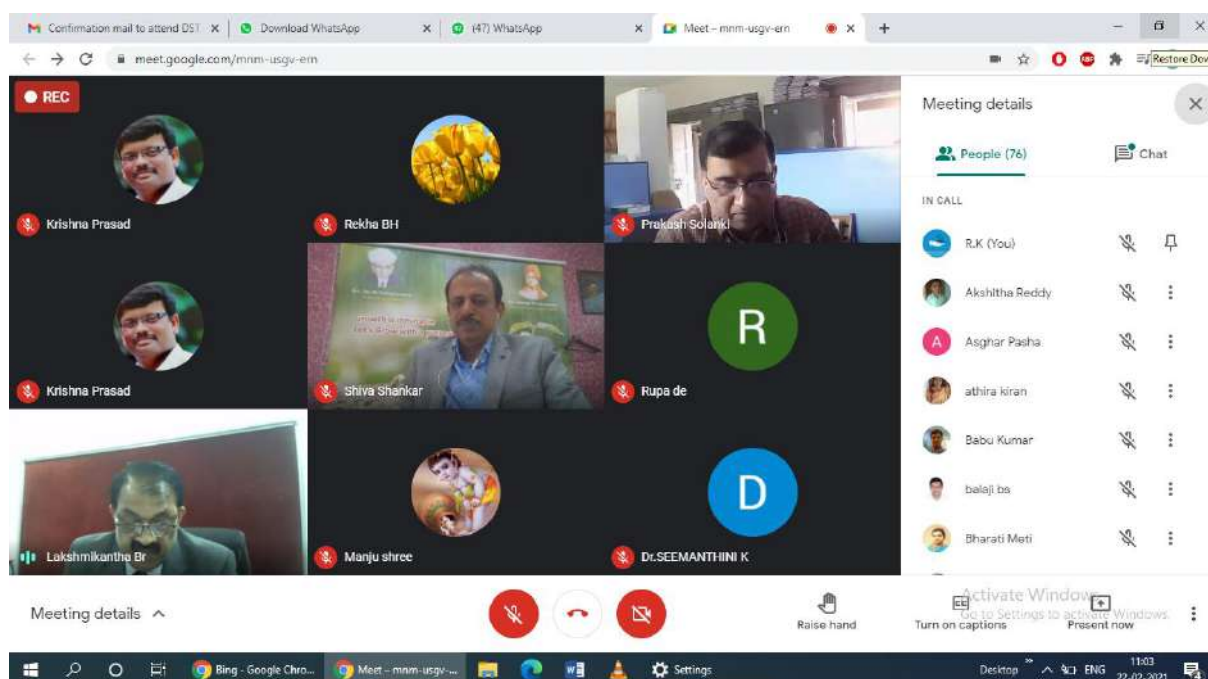


## Inaugural Function

The Faculty Development Program was inaugurated on 22-02-2021 by lighting the lamp by all the dignitaries followed by welcome address by Dr. Sumithra Devi K A, Dean Academics DSATM. Invocation song by Gowri, Student DSATM. Session plan was briefed out by Dr. Seemanthini K, Assistant Professor, Dept of ISE, DSATM in presence of Mr. Prakash Solanki, Faculty, Entrepreneurship Development Institute of India, Gandhinagar, Gujarat, Mr. Gopinath Rao Director, MSME and Sri Sudarshan V, Panel chairman KASSIA, as Guest of honours and Dr. H.P.Kincha, Former VC VTU, Sri K Jairaj, Former Additional chief secretary, GOK and Dr. KNB Murthy as special guests. Dr. C. Nandini Vice-Principal addressed the gathering and presidential addressing was done by Dr. B R Lakshmikantha, Principal, DSATM.

DAY 1: 22-02-2021

Chief Guest Details	Name: Mr. Prakash Solanki Designation: Faculty Organisation: Entrepreneurship Development Institute of India, Gandhinagar, Gujarat.
Topic	Chief Guest Address
Date	22-02-2021
Time	10:00-10:20am



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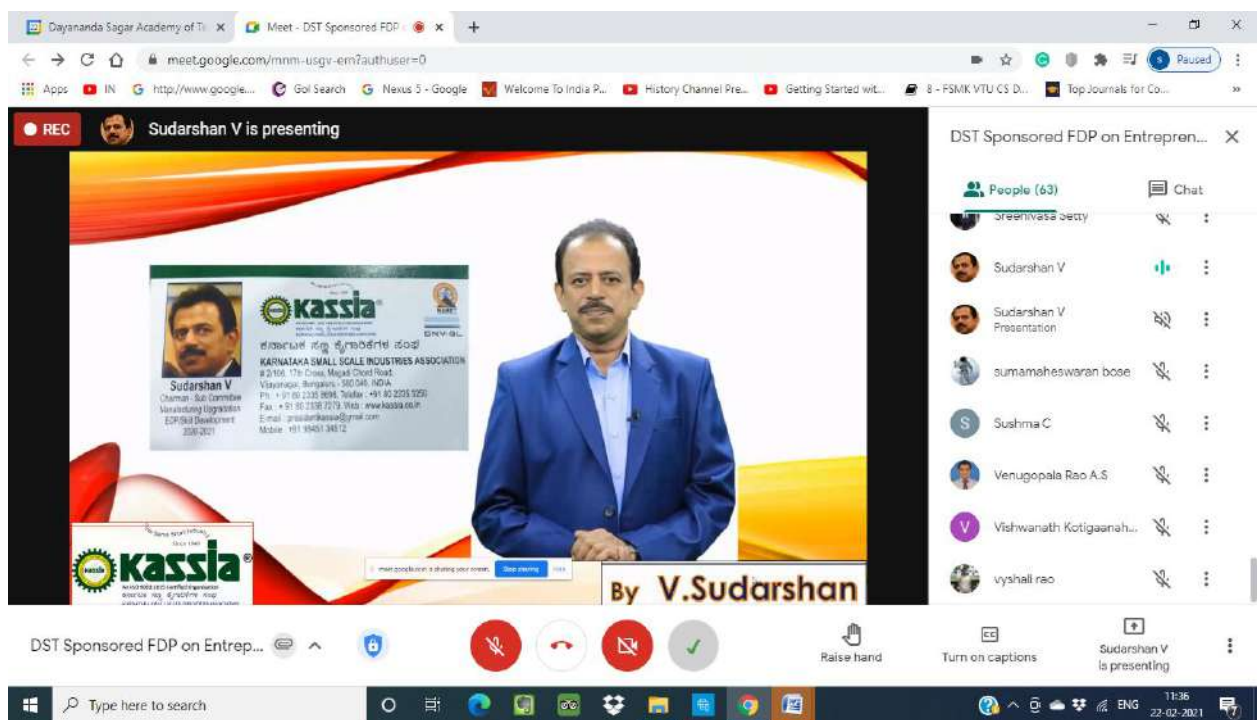
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Guest of Honour Details	Name: Mr. Sudarshan V Designation: Panel Chariman Organisation: KASSIA, Bengaluru.
Topic	Guest of honour Address
Date	22-02-2021
Time	10:30-11:00am



**Talk Delivered by Mr. Sudarshan V:**

**Topic:** Unleashing Entrepreneurship, Present Scenario, Entrepreneurship Need and Practise.

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Way to Address I-3  
**INDUSTRY, INSTITUTE & INTERACTION**

- > AS PER THE DATA AVAILABLE OVER 65% OF THE INDIAN POPULATION ARE BELOW 35 YEARS. **THAT MEANS AN ENERGETIC NATION**, ITS OUR COLLECTIVE RESPONSIBILITY TO POSITION THESE ENERGY IN ITS RIGHT POSITION TO GET THE BEST RESULTS OUT.
- > THE ROLE OF **INDUSTRY** AND **INSTITUTE** NEED TO BE SIGNIFICANT TO BRING UP THIS CHANGE WHICH IS THE NEED OF THE HOUR.

REC Sudarshan V is presenting

DST Sponsored FDP on Entrepren...

People (74)

- simhavini-moasatm
- Sona Mundody
- Sowmya Sr
- Sreenivase Setty
- Sudarshan V
- Sudarshan V Presentation
- sumamaheswaran bose
- Sushma C

Raise hand Turn on captions Sudarshan V is presenting

REC Sudarshan V is presenting

DST Sponsored FDP on Entrepren...

People (78)

Chat

Let everyone send messages

Jyoti... Thank you all dignitaries. Lovely interaction.

Dr. Sunanda Dixit CSE 11:17 AM Thank you all

Kavitha Sooda 12:36 PM What skills set we need to help student build?

Vishwanath Kotigaanahalli nanjundegowda 12:37 PM Sir, How do we make students interested in such Entrepreneurship Activities?

Send a message to everyone

Meeting details

Meeting controls: Raise hand, Turn on captions, Stop presenting

REC You are presenting

Meeting participants: Naganj Mahajan, Mary, Sona, Pooja, Rishi, Rishi, Rishi, Vishwanath, Rishi, SANTOSH

Meeting controls: Raise hand, Turn on captions, Stop presenting

*“Plant more Trees, Save Water, Save Electricity, Avoid Plastics, The world is in your Hands”*

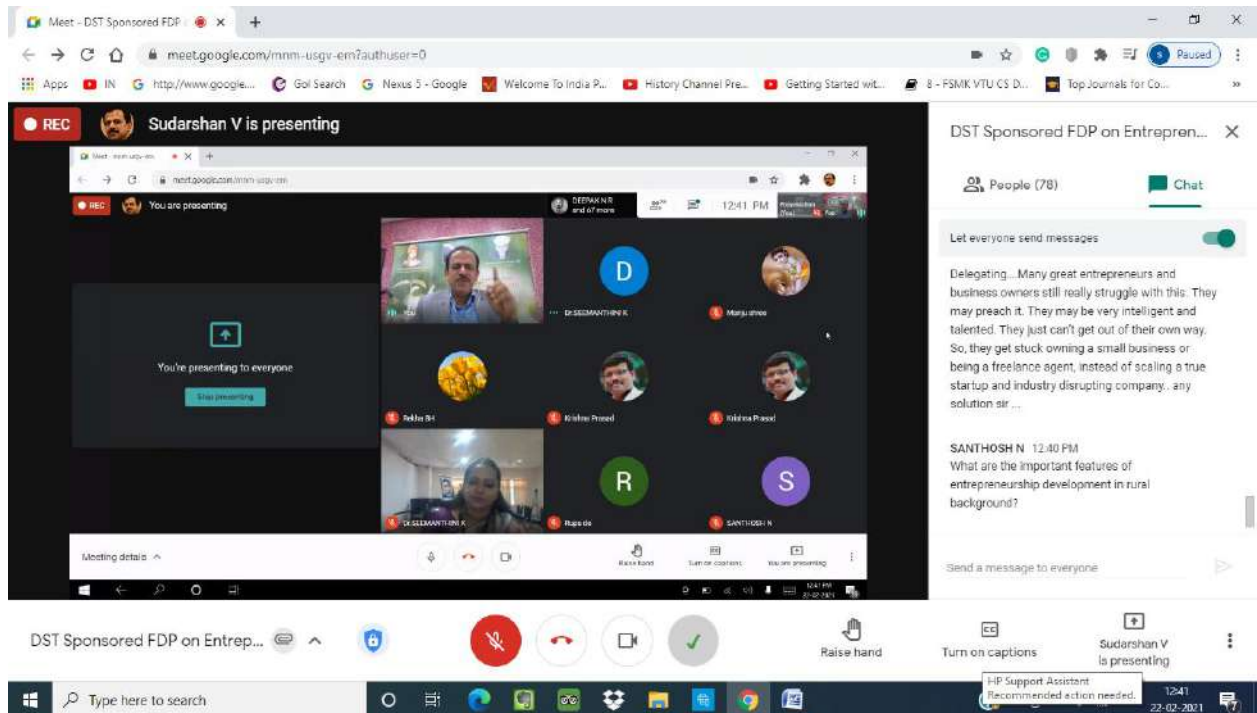


# DAYANANDA SAGAR ACADEMY OF TECHNOLOGY & MANAGEMENT

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(6 Branches CSE, ISE, ECE, EEE, ME& CE Accredited 3 years by NBA, New Delhi)

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## Key Points of the Talk:

1. Entrepreneurship is a journey
2. An entrepreneur is an individual who creates a new business, bearing most of the risks and enjoying most of the rewards. The process of setting up a business is known as entrepreneurship. The entrepreneur is commonly seen as an innovator, a source of new ideas, goods, services, and business/or procedures.
3. Entrepreneurs play a key role in any economy, using the skills and initiative necessary to anticipate needs and bringing good new ideas to market. Entrepreneurship that proves to be successful in taking on the risks of creating a startup is rewarded with profits, fame, and continued growth opportunities. Entrepreneurship that fails results in losses and less prevalence in the markets for those involved.
4. A person who undertakes the risk of starting a new business venture is called an entrepreneur.
5. An entrepreneur creates a firm to realize their idea, known as entrepreneurship, which aggregates capital and labor in order to produce goods or services for profit.
6. Entrepreneurship is high-risk but also can be high-reward, as it serves to generate economic wealth, growth, and innovation.

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DAY 2: 23-02-2021

Speaker Details	Name: Dr. Kripa Shankar Gupta Designation: Director Organisation: IIT-Bombay, KSG Centre of Quality Minds.
Topic	Entrepreneurship Development Process
Date	23-02-2021
Time	10:00am-11:30am

**Talk Delivered by Dr. Kripa Shankar Gupta**

**Topic: Entrepreneurship Development Process**

The screenshot shows a Google Meet interface during a presentation. The main slide displays the title "Why are we joined together?" in red text, followed by two bullet points: "What are you thinking?" and "How are you feeling?". The meeting controls at the bottom include a microphone icon, a mute button, a video off button, a chat icon, and a "Raise hand" button. The participant list on the right shows "Dr. SEEMANTHINI K (You)" as the active speaker, along with other participants like "Anuradha HR" and "Ar Mamatha N". The meeting title is "DST Sponsored FDP on Entrepreneur...".

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The screenshot shows a Google Meet interface. The main slide is titled "Entrepreneurship Development Process" and lists the following points:

- A process that helps entrepreneurs develop their skill sets and knowledge.
- About boosting development capability and organizing/managing business ideas & projects while considering all possible risks.
- Process of enhancing entrepreneurial knowledge and skills via structured training
- Deals with study of entrepreneur behavior, dynamics of business, and its development and expansion
- Objectives are to increase knowledge and skills of existing entrepreneurs and encouraging others to become one.

The meeting controls at the bottom show "Kripa Shanker Gupta is presenting". The participant list on the right includes Dr. SEEMANTHINI K (You), anu shruti, Anuradha HR, Ar Mamatha N, Asghar Pasha, and ashok ps.

The screenshot shows a Google Meet interface. The main slide is titled "Perspectives of Entrepreneurial Behaviour" and lists the following points:

- **Sociological:** Social system norm, progressive or otherwise, work environment, system of education etc. contribute to one's entrepreneurial behaviour.
- **Economic:** Availability of funds, facilities and infrastructure; banking system, market conditions etc. determine one's entrepreneurial behaviour. Economic policy of the government also influence entrepreneurial behaviour of the people.
- **Management:** Planning, organizing, staffing, leading and controlling contribute towards entrepreneurial behaviour.
- **Communication:** Ability to collect, interpret and understand information for taking appropriate decision; ability to communicate with the co-workers, suppliers and the clients are important.
- **Time Awareness:** Selection of appropriate time to start the venture; marketing of the products and services; and making timely payment of dues, taxes etc. are important for an entrepreneur.

The meeting controls at the bottom show "Kripa Shanker Gupta is presenting". The chat window on the right shows messages from Ikhita annapaneni, Dr Santosh K Vatnatti, Prakasha Svce, vyshall rao, and Krishna Prasad.

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**THE ENTREPRENEURIAL MINDSET**

1. Curious
2. Challenging self
3. Asking question
4. Exploring broadly
5. Being creative
6. Being persistent
7. Managing time
8. Being organised
9. Learning new ideas
10. Feeling something
11. Thinking deeply
12. Linking ideas
13. Giving credit
14. Changing
15. Life-long learner
16. Networking
17. Expect surprises

Meeting interface includes: Kripa Shanker Gupta is presenting, People (71), Chat, and a taskbar with search and system icons.

**Environment Effect on Energy of Individual/Team**

Energy Available For Task And Success

Energy Required For Emotional Survival

Motivating

Threatening Neutral Supportive

Adversarial Cooperative Empowering

Meeting interface includes: Kripa Shanker Gupta is presenting, People (81), Chat, and a taskbar with search and system icons.



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The screenshot shows a Google Meet session with Kripa Shanker Gupta presenting. The main slide is titled "Cowboy: Programmed to Fail" and lists various safety features for a bicycle, such as "SIDE CASE MARK AND SAFETY BOOBSLES", "180° REAR VIEW MIRROR", "HEAD LIGHTS", "FOCUS POSITION SAFETY BOOBSLES TO IMPROVE HORSE'S GOOD VISION", "SHOULDER HARNESS", "AUTOMATIC AIR-FILLED CHEST PROTECTOR", "MAPS, IF YOU GET LOST & CHECK LEFT BEFORE RIDING", "BLUE-TAIL FLY REPELLENT", "SEAT BELT", "SELF STARTER (ACCESSORY)", "KNEE PADS (JUST IN CASE) & QUILTED PANTS", "EPA EMISSIONS CONTROL SYSTEM", "NON-SKID SPARE SUPPRESSORS", "SAFETY SWITCHER A 'HOT LINE' TO INSURANCE COMPANY", "STEEL-TORQ 6TDRUMS", "SAFETY NET ALL AROUND", "4 WHEELS TO KEEP HORSE PRESENT IN CASE HE ALONG", "HINDLE NOT BINDING THE HORSE".

The screenshot shows a Google Meet session with Kripa Shanker Gupta presenting. The main slide is a drawing of a person's head and shoulders, possibly a woman wearing a headscarf. The chat window on the right shows messages from R.K. and Dr. Santosh K Yalnatti.

**Key Points of the Talk:**

1. Entrepreneurial Mindset
2. Life-long learning

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3. Networking
4. Expect surprises
5. Adapting to changing environment
6. Giving and taking credit
7. Deep thinking
8. Going with the feels and flow
9. Being creative
10. Being persistent
11. Challenging oneself
12. Asking questions and finding solutions for unanswered problems.

DAY 2: 23-02-2021

Speaker Details	Name: Mr. Praveen H J Designation: Founder and CEO Organisation: Arcis Business Solutions.
Topic	Personality and Ecosystem
Date	23-02-2021
Time	11:30am-1:00pm

**Talk Delivered by Mr. Praveen H J**

**Topic:** Personality Traits of an Entrepreneur and Ecosystem available for promoting Entrepreneurship

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A screenshot of a Zoom meeting. The top bar shows 'REC', 'Arcis Business Solutions is presenting', and the host 'Dr. Roopa R Kulk...' with 52 more participants. The time is 11:41 AM. The main window displays a presentation slide with the title 'Innovation & Entrepreneurship' and two bullet points: '1. Entrepreneurs Traits' and '2. Entrepreneurship Ecosystem'. A small photo of a man is visible on the right side of the slide. The Zoom control bar at the bottom includes icons for mute, video off, chat, and a checkmark. The taskbar at the bottom shows several open browser tabs and a file explorer window.

A screenshot of a Zoom meeting. The top bar shows 'REC', 'Arcis Business Solutions is presenting', and the host 'mamata gonnag...' with 64 more participants. The time is 11:59 AM. The main window displays a presentation slide with a graphic of colorful sticky notes on the left and a yellow box on the right containing a rocket icon and the text 'THINK LIKE AN ENTREPRENEUR'. The Zoom control bar at the bottom is identical to the previous screenshot. The taskbar at the bottom shows the same open browser tabs and file explorer window.

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A screenshot of a Zoom meeting. The top bar shows 'REC', 'Arcis Business Solutions is presenting', and the host 'Dr. Jayasheela C S and 67 more'. The time is 12:00 PM. The main content is a presentation slide titled 'EXAMPLES' with a red arrow pointing left. The slide lists four companies: Moby Technologies, LabInApp, DRONA AUTOMATIONS, and lifeTrons. The Zoom interface includes meeting controls (mute, video, chat) and a taskbar at the bottom with a search bar and system tray.

A screenshot of a Zoom meeting. The top bar shows 'REC', 'Arcis Business Solutions is presenting', and the host 'Dr. Santosh K Yat... and 62 more'. The time is 12:23 PM. The main content is a presentation slide titled 'How to Support Startups?' featuring a graphic of a hand holding a plant. The Zoom interface includes meeting controls and a taskbar at the bottom.

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Arcis Business Solutions is presenting

anu shruti and 65 more

12:32 PM

Meeting details

class-list (2021-02-....csv) class-list (2021-0-....html) class-list (2021-0-....html) class-list (2021-02-....csv) FDP-EDC-12 DAYS.png

Type here to search

Local Disk (E:) DSATM 12:32 PM 23/02/2021

Arcis Business Solutions is presenting

mamata gonnag... and 64 more

12:33 PM

Meeting details

class-list (2021-02-....csv) class-list (2021-0-....html) class-list (2021-0-....html) class-list (2021-02-....csv) FDP-EDC-12 DAYS.png

Type here to search

Local Disk (E:) DSATM 12:33 PM 23/02/2021

**Key Points of the Talk:**

1. Thinking and critical thinking of an Entrepreneur
2. How to support start-ups
3. What are the additional requirements a startup need
4. Entrepreneurial ecosystem and its components

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5. Incubators
6. Founders
7. Accelerators
8. Venture Capitalists
9. Co-working spaces
10. Processes involved pre-admission consulting, application and admission, incubation and finally graduation.

DAY 3: 24-02-2021

Speaker Details	Name: Mr. Girish Gumaste Designation: KCOEI Skill Committee Member Organisation: KASSIA.
Topic	Promoting Entrepreneurship
Date	24-02-2021
Time	10:00am-11:30am

**Talk Delivered by Mr. Girish Gumaste**

**Topic:** How to promote Entrepreneurship development programmes, methodology, tools and techniques.

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The screenshot shows a Google Meet session titled "DST Sponsored FDP on Entrepreneur...". The main grid displays nine participants: Ar Mamatha N, Govindappa R, Mrs. SOWMYA S R, GIRISH GUMASTE, SANDEEP S V, Nischitha S, SANTHOSH KUMAR T C, Krishna Prasad, and Vishwanath Kotliganahalli nanjundegowda. The sidebar on the right shows 74 people, chat, and host controls. The bottom control bar includes options for Raise hand, Turn on captions, and Present now. The Windows taskbar at the bottom shows the time as 10:05 on 24-02-2021.

This screenshot shows the same Google Meet session, but with a presentation slide displayed in the foreground. The slide, titled "R.K is presenting", lists the following points:

- Develop and strengthen their entrepreneurial quality
- Analyse environmental set up relating to small industry and business
- Select product
- Formulate project for the product
- Understand the process and procedure
- Know the sources of help and support available
- Acquire the necessary managerial skills
- Appreciate the needed entrepreneurial discipline

The sidebar now shows 82 people, and the bottom control bar indicates "R.K is presenting". The Windows taskbar shows the time as 10:33 on 24-02-2021.

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The screenshot shows a Google Meet interface. The main content is a slide titled "Objectives of EDP's" with a red background and white text. The objectives listed are:

- Develop and strengthen their entrepreneurial quality
- Analyse environmental set up relating to small industry and business
- Select product
- Formulate project for the product
- Understand the process and procedure
- Know the sources of help and support available
- Acquire the necessary managerial skills
- Appreciate the needed entrepreneurial discipline

The meeting controls at the bottom show "R.K is presenting" and "DST Sponsored FDP on Entrepreneu...". The participant list on the right includes Dr. SEEMANTHINI K (You), Akshitha Reddy, anu shruti, Anuradha HR, Ar Marnathia N, and Asghar Paaha.

The screenshot shows a Google Meet interface. The main content is a slide titled "Methodology" with a white background and black text. The text on the slide reads:

• **ENTERPRENEUR:** An entrepreneur is an individual who creates a new business, bearing most of the risks and enjoying most of the rewards. The entrepreneur is commonly seen as an innovator, a source of new ideas, goods, services, and business/or procedures.

The meeting controls at the bottom show "R.K is presenting" and "DST Sponsored FDP on Entrepreneu...". The participant list on the right includes Shriyaje V, Sona Mundody, Srinidhi uttanur, Sushma C, vidya ramesh, Vijayalakshmi S A, Vishwanath Kotigaanah..., and vyshali reo.



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The screenshot shows a Google Meet interface. The main window displays a presentation slide titled "INDUSTRY REVOLUTION" with the following bullet points:

- INDUSTRY REVOLUTION 1.0, 18<sup>th</sup> Century
- Steam Power and Mechanization of Production.
- INDUSTRY REVOLUTION 2.0, 19<sup>th</sup> Century
- Electricity and Assy line production, Automobile production
- INDUSTRY REVOLUTION 3.0, 20<sup>th</sup> Century
- Program Logic controls & Controls- Automation without human interference
- INDUSTRY REVOLUTION 4.0,
- Fourth Industry revolution, with Computer Technology with network conn. Production Automation, people communicate with network and Production is nearly Autonomous.

The interface also shows a list of participants in the call, including Dr. SEEMANTHINI K (You), Akshitha Reddy, anu shruti, and Anuradha HR. The presenter is R.K.

The screenshot shows a Google Meet interface. The main window displays a presentation slide titled "CASE STUDY" with the following bullet points:

- OUR EXPERIENCE AS SSI UNIT
- RENT AGREEMENT FOR FACTORY SHED
- SSI REGISTRATION
- PROJECT REPORT
- BANK ACCOUNT
- SURVEY – SIMILAR INDUSTRIES
- OWN MARKETING
- COMPANY STARTED WITH ZERO INVESTMENT
- MULTIPLE PRODUCTS

The interface also shows a list of participants in the call, including Dr. SEEMANTHINI K (You), Dr. SEEMANTHINI K Your presentation, afsha firdose, Akshitha Reddy, and Anuradha HR. The presenter is You.

## Key Points of the Talk:

1. Developing and strengthening entrepreneurial quality.
2. Analysis related to environments of small businesses and industries.

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3. Product selection
4. Processing the product
5. Understanding the resources and managerial skills
6. Various objectives of the EDP
7. Methodology
8. Industry revolution
9. The session / talk ended with a case study

DAY 3: 24-02-2021

Speaker Details	Name: Mr. Ismail Akbani Designation: Head-Innovation Organisation: SCEI (Technology Business Incubator) Pune.
Topic	Design Thinking for Innovation
Date	24-02-2021
Time	11:30am-1:00pm

**Talk Delivered by** Mr. Ismail Akbani

**Topic:** Design thinking for innovation

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The screenshot shows a Google Meet interface. The main video window displays a man in a purple shirt speaking. The top of the browser shows several tabs, including 'Dayananda Sagar Academy of Technology & Management', 'Meet - DST Sponsored FDP', and two 'Inbox' tabs. The address bar shows the URL 'meet.google.com/mnm-usgv-erm?authuser=0'. The right sidebar indicates 'DST Sponsored FDP on Entrepreneur...' with 58 people in the call. A list of participants is visible, including 'Dr. SEEMANTHINI K (You)', 'afsha firdose', 'Akshitha Reddy', 'anu shruti', and 'Ar Mamatha N'. The bottom toolbar shows various controls like 'Raise hand', 'Turn on captions', and 'Present now'. The Windows taskbar at the bottom shows the search bar and system tray with the date '24-02-2021' and time '12:14'.

The screenshot shows a Google Meet interface during a presentation. The main video window displays a slide titled 'Choose a teacher for your child' featuring a man in a white shirt and tie interacting with a group of children at a desk. The top of the browser shows the same tabs as the previous screenshot. The address bar shows the URL 'meet.google.com/mnm-usgv-erm?authuser=0'. The right sidebar indicates 'DST Sponsored FDP on Entrepreneur...' with 65 people in the call. A chat window is open, showing messages from 'Radha K. Dhawad', 'Pavithra P', 'vidya ramesh', and 'bhasker rao'. The bottom toolbar shows the 'Presenting' icon. The Windows taskbar at the bottom shows the search bar and system tray with the date '24-02-2021' and time '12:32'.

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Meet - DST Sponsored FDP on Entrepreneurship

meet.google.com/mnm-usgv-erm?authuser=0

REC Ismail Akbani is presenting

DST Sponsored FDP on Entrepreneurship

People (66)

Chat

Dr. SEEMANTHINI K

gomathi gowda

HOD\_ISE STJIT

HUSNA TABASSUM

Ismail Akbani

Pin to screen

Remove from meeting

Ismail Akbani is presenting

Let's move towards design..

What comes to your mind when I say DESIGN ?

Type your responses in the chat-box.  
There are no right or wrong answers.  
The more you participate, the more you'll gain out of this session.

MEET CONTROLS: Mute, Video Off, Screen Share, End Meeting

Windows Taskbar: Type here to search, 12:34, 24-02-2021

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Meet - DST Sponsored FDP on Entrepreneurship

meet.google.com/mnm-usgv-erm?authuser=0

REC Ismail Akbani is presenting

DST Sponsored FDP on Entrepreneurship

People (65)

Chat

Add people

Host controls

IN CALL

Dr. SEEMANTHINI K (You)

Akshitha Reddy

anu shruti

Anuradha HR

Ar Mamatha N

Empathy

Optimism

Embrace Ambiguity

Make It

Learn From Failure

Iterate, ITERATE

Creative Confidence

The MINDSETs you need to embrace ,starting today

MEET CONTROLS: Mute, Video Off, Screen Share, End Meeting

Windows Taskbar: Type here to search, 1:01, 24-02-2021



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The screenshot shows a Google Meet session titled "DST Sponsored FDP on Entrepreneur...". The presenter, Ismail Akbani, is displaying a slide with the following content:

As a design thinker, the problems you are trying to solve are rarely your own—they are those of a group of people; in order to design for them, you must gain empathy for who they are and what is important to them.

**EMPATHY MAP**

SAYS	THINKS
USER	
DOES	FEELS

The slide also features an image of a person in a trench coat looking through a magnifying glass. The chat window on the right shows messages from participants like bryyaja v, HOD\_ISE STJIT, Praveen GB, ashok ps, and Asghar Pasha. The bottom of the screen shows the Windows taskbar with the search bar and various application icons.

The screenshot shows a Google Meet session titled "DST Sponsored FDP on Entrepreneur...". The presenter, Ismail Akbani, is displaying a slide with an image of a young girl sitting on a library shelf, reaching for a book. The chat window on the right shows messages from participants like HOD\_ISE STJIT, bhasker rao, Kavitha Sooda, and Pavithra P. The bottom of the screen shows the Windows taskbar with the search bar and various application icons.

**Key Points of the Talk:**

1. Empathize
2. Seek to understand and non-judgmental

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3. Define
4. Role objectives and Challenges
5. Ideate
6. “YES” & “ THINKING”
7. Prototype
8. Keep It simple and fail fast
9. Test
10. Understand the importance and Role play

DAY 4: 25-02-2021

Speaker Details	Name: Mr. Shivanand Shenoy Designation: Founder and CEO Organisation: Naman Technologies, Member skill development, KASSIA
Topic	Business opportunities
Date	25-02-2021
Time	10:00am-11:30am

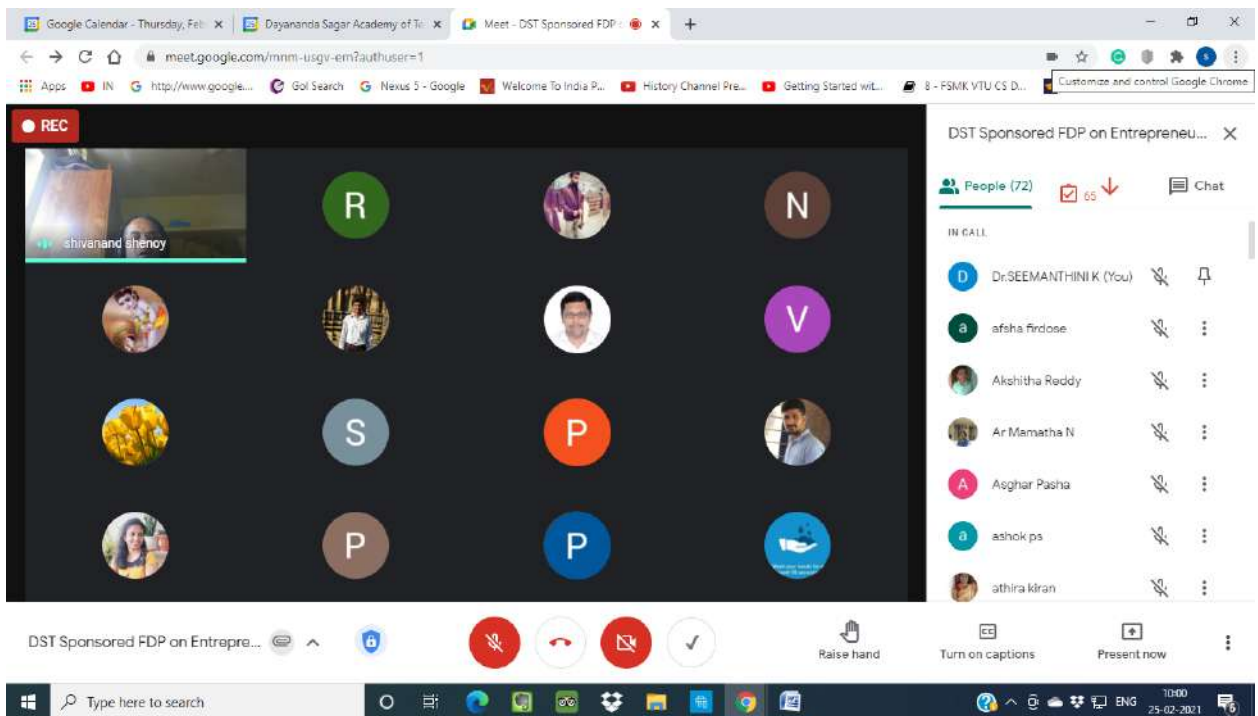
**Talk Delivered by** Mr. Shivanand Shenoy

**Topic:** How to identify Business opportunities, environmental scanning, business opportunity identification, sources of information.

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### Key Points of the talk:

1. Entrepreneurship is one of the resources economists categorize as integral to production, the other three being land/natural resources, labor, and capital.
2. An entrepreneur combines the first three of these to manufacture goods or provide services.
3. They typically create a business plan, hire labor, acquire resources and financing, and provide leadership and management for the business.
4. Economists have never had a consistent definition of "entrepreneur"
5. Following ones passion leads to entrepreneurial mindset
6. Identifying a problem
7. Solution of the corresponding problem in the most unique way and innovative method
8. Building networks like crazy
9. Mainly lead by example.

DAY 4: 25-02-2021

Speaker Details	Name: Mr. Swarup Designation: Regional Manager
-----------------	---

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# DAYANANDA SAGAR ACADEMY OF TECHNOLOGY & MANAGEMENT

(Affiliated to Visvesvaraya Technological University, Belagavi and Approved by AICTE, New Delhi)

(6 Branches CSE, ISE, ECE, EEE, ME& CE Accredited 3 years by NBA, New Delhi)

Opp. Art of Living, Udayapura, Kanakapura Road, Bangalore- 560082



	Organisation: Wadhvani Foundation.
Topic	Selecting potential entrepreneurs
Date	25-02-2021
Time	11:30am – 12:30pm

**Talk Delivered by Mr. Swarup**

**Topic:** Selecting potential entrepreneurs, rationale for selection.

The screenshot shows a Google Meet interface. The main video feed displays a man with glasses and a beard, identified as 'swarup pandya'. The meeting title is 'DST Sponsored FDP on Entrepreneur...'. The right sidebar shows 48 people in the meeting, with a list of participants including Dr. SEEMANTHINI K (You), afsha firdose, Akshitha Reddy, Asghar Pasha, and athira kiran. The bottom of the screen shows the Windows taskbar with the time 11:30 on 25-02-2021.

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The screenshot shows a Google Meet window with a presentation slide titled "Entrepreneur..". The slide content includes:

- Entrepreneur..**  
"An entrepreneur is the person who takes risks and start something new."
- Entrepreneurship**  
entrepreneurship is the process of identifying and starting a new business venture, sourcing and organizing the required resources, while taking both the risks and rewards associated with the venture.

The slide also features an illustration of a person with a laptop and a stack of money. The Meet interface shows 56 people in the session and a list of participants in call.

The screenshot shows a Google Meet window with a presentation slide titled "Characteristics of an Entrepreneur...". The slide content includes:

- Confidence**
  - Risk taker
  - Self confident
  - Positive
  - Persuasive
- Flexibility**
  - Flexible
  - Adaptive
  - Change is an opportunity
  - Tolerates ambiguity
- Competition**
  - Competitive
  - Takes initiative
  - Goal-driven
- Core values**
  - Trustworthy
  - Honest
- Drive**
  - Highly motivated
  - High energy
  - Determined
  - Persuasive
- Problem-solving**
  - Problem solver
  - Creative
  - Innovative
  - Imaginative
  - Learns from failure

The slide also features a central oval labeled "The farmer entrepreneur". The Meet interface shows 62 people in the session and a list of participants in call.

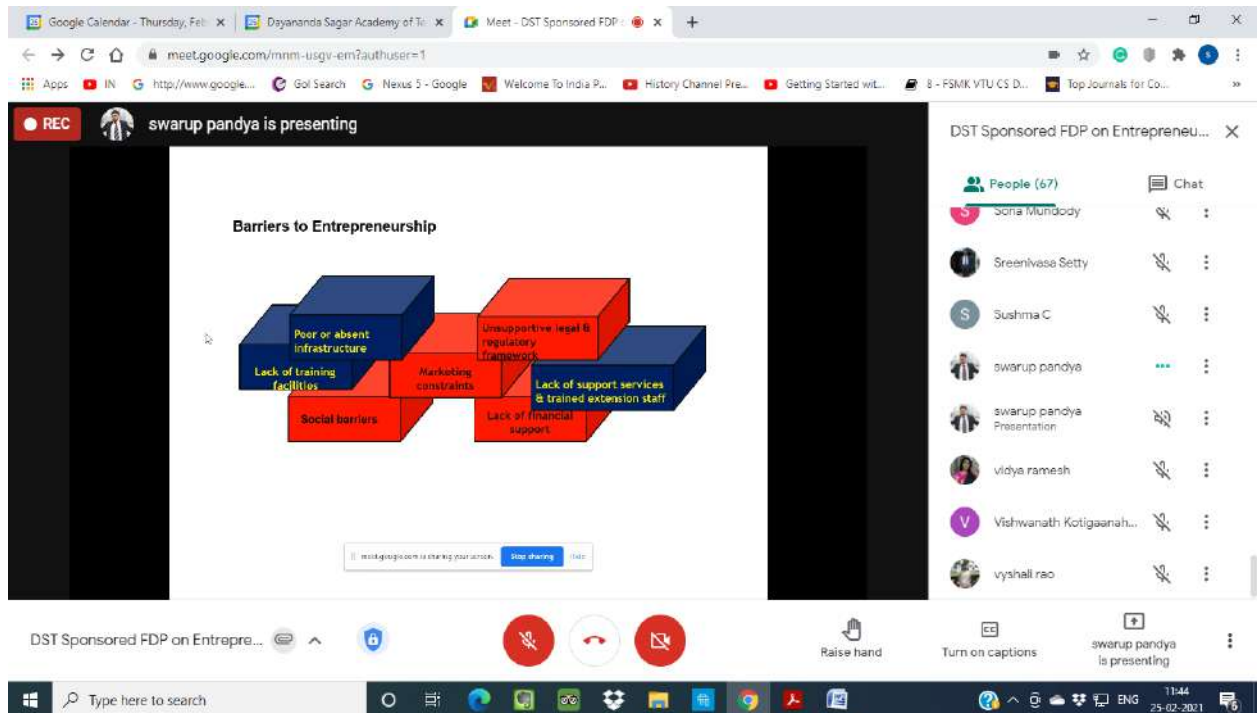


**Personal Qualities of Successful Entrepreneurs**

Quality	Percentage
Energy	43.8%
Risk Taking	16.7%
Leadership	12.5%
Need for Achievement	10.4%
Personality	10.4%
Creativity	6.2%

**STAGES OF EFFECTIVE ENTREPRENEURIAL DEVELOPMENT**

Stage of development	In this stage, the farmer
<b>Awareness</b>	Examines who he is, clarifies his values, personality, motivations, capabilities and personal resources. He becomes consciously aware of who he is and what he has.
<b>Acceptance</b>	Identifies, recognizes and accepts his strengths and weaknesses.
<b>Vision building</b>	Sets long-term goals for himself and his farm business.
<b>Business planning</b>	Develops a business plan and action plan to achieve his vision.
<b>Learn from direct experience</b>	Implements the plan, reflects on the results to learn from the direct experience.
<b>Empowerment</b>	Becomes empowered; the competencies acquired match his goals.



**Key points of the talk:**

1. Empowerment
2. Learn from direct experience
3. Business planning
4. Vision building
5. Acceptance
6. Awareness
7. Confidence
8. Competition
9. Drive, highly motivated
10. Flexible, problem solving and core values

DAY 4: 25-02-2021

Speaker Details	Name: Mr. Shameek Chakravarthy  Designation: Founder & CEO
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	Organisation: Farmizen, Bangalore.
Topic	Feasibility of the project
Date	25-02-2021
Time	12:30pm – 1:30pm

**Talk Delivered by Mr. Shameek Chakravarthy**

**Topic:** How to access pre-feasibility of project through market survey.



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The screenshot shows a Google Meet window with a presentation slide. The slide title is "BUILDING STARTUPS" and the main content is "IDEA VALIDATION". The presenter is Shameek Chakravarty. The meeting title is "DST Sponsored FDP on Entrepreneur...". The participant list on the right includes Savita Maetholi, shami raj, Shameek Chakravarty, Shylsaja V, simhavin-mba dsatm, and Sona Mundody. The Windows taskbar at the bottom shows the time as 12:33 on 25-02-2021.

The screenshot shows a Google Meet window with a presentation slide. The slide contains a diagram with the words "Ready", "Fire", and "Aim" connected by arrows in a circular flow. Below the diagram are two illustrations of rockets, with the second one labeled "Overcoming inertia". The presenter is Shameek Chakravarty. The meeting title is "DST Sponsored FDP on Entrepreneur...". The participant list on the right includes Dr. SEEMANTHINI K (You), afsha firdose, Akshitha Reddy, anu shruti, and Ar Mamatha N. The Windows taskbar at the bottom shows the time as 12:36 on 25-02-2021.

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The screenshot shows a Google Meet interface with a presentation slide titled "ANALOGS & ANTILOGS". The slide content is as follows:

- Analog : Proof that something has been tried and works well in the market
- Antilog : Proof that something doesn't work in the market
- Look for Antilogs and Analogs, if possible
- Try to come up with alternatives to Antilogs
- Address high risk assumptions first

The meeting interface shows 57 people in the call, with the host Shameek Chakravarty presenting. The system clock indicates 12:51 on 25-02-2021.

The screenshot shows a Google Meet interface with a presentation slide titled "PIVOT OR PERISH". The slide content is as follows:

- Pivot is a special kind of structured change designed to test a new fundamental hypothesis.
- When to PIVOT ?
- A start-up's runway is the number of pivots it can still make

The meeting interface shows 53 people in the call, with the host Shameek Chakravarty presenting. The system clock indicates 1:00 on 25-02-2021.

## Key points of the talk:

1. Taking the example of Toyota production company, few points were discussed, namely
2. Learn your customer

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3. Eliminate waste
4. Shrink batch size
5. Just-in-time production
6. Acceleration of cycle times.
7. Few tactics were discussed, namely
8. Creating a landing page, run some ads, pen and pager concepts, explanatory videos, crowd-funding and fake it TILL YOU MAKE IT.

DAY 5: 26-02-2021

Speaker Details	Name: Mr. R Gopinath Rao Designation: Dy. Director Organisation: MSME.
Topic	Roles and Responsibilities of funding agencies
Date	26-02-2021
Time	9:30am-12:15pm

**Talk Delivered by Mr. R Gopinath Rao**

**Topic:** How to set-up MSME, Roles and Responsibilities of funding agencies and panel discussion.

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The screenshot shows a Google Meet interface. The main video area displays a presentation slide with the following content:

- MSME** (Ministry of Micro, Small & Medium Enterprises)
- Govt. of India**
- DC-MSME SCHEMES**
- Presented by **MSME-Development Institute**, Rajajinagar Industrial Estate, Bangalore-560010

The right sidebar shows 7 participants in the call, including Dr. SEEMANTHINI K (You), afsha firdose, Akshitha Reddy, and anu shruti. The bottom taskbar shows the Windows operating system with various application icons.

The screenshot shows a Google Meet interface. The main video area displays a presentation slide titled "MSME Sector" with the following statistics:

- MSME Sector – **6.5 Crores**
- Employment to over **12 crores**
- Potential to spread industrial growth across the country
- Through more than **8,000 products** contributes....
- 37% to GDP**
- 45% to total manufacturing output**
- 40% to exports from the country**

The right sidebar shows 69 participants in the call, including Dr. Sandhya N, Dr. Thirukrishna J T, and Dr. Roopa R Kulkarni. The bottom taskbar shows the Windows operating system with various application icons.



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Thanks giving Letter - seemarth | Dayananda Sagar Academy of Te... | Meet - DST Sponsored FDP... | meet.google.com/mnm-usgy-ern?authuser=1

REC G Gopinath Rao R is presenting

**CREDIT GUARANTEE FUND FOR MICRO AND SMALL ENTERPRISES**

Credit to Micro and Small Enterprises for loans up to **Rs. 2 Crore without collateral/ third party guarantees**

Collateral-free loans for Term loan & Working capital facility for new or existing MSEs

- 75% Guarantee cover of credit facility upto Rs. 50 lakh
- 80% Guarantee cover - For Women owned/ operated MSEs
- 85% Guarantee cover - Loans up to Rs. 5 lakh for micro enterprises.
- Uniform guarantee at 50% - For entire amount if credit exposure is above Rs.50 lakh & up to Rs. 1 Crore

DST Sponsored FDP on Entrepreneu... | People (69) | Chat

Meet Attendance...xlsx | class-list (2021-0...html

Type here to search | 11:42 26-02-2021

Thanks giving Letter - seemarth | Dayananda Sagar Academy of Te... | Meet - DST Sponsored FDP... | meet.google.com/mnm-usgy-ern?authuser=1

REC G Gopinath Rao R is presenting

**CREDIT LINKED CAPITAL SUBSIDY SCHEME**

Facilitating technology up-gradation by providing 15% upfront capital subsidy upto a maximum of Rs. 15 lakhs (i.e., maximum investment in approved machinery is Rs. 1 crore) to MSE units

- >Subsidy to MSE units on institutional finance availed for induction of state-of-the-art technology .
- >Facilitates subsidy to 51 sub-sectors/products.
- >Implemented by 12 nodal banks/agencies including SIDBI and NABARD.
- > Linked with term loans availed by MSEs from Banks or Financial Institutions.

Not applicable for

- Replacement of existing equipment/technology with same equipment/technology
- Upgrading without replacement of equipment/technology

DST Sponsored FDP on Entrepreneu... | People (68) | Chat

Meet Attendance...xlsx | class-list (2021-0...html

Type here to search | 11:52 26-02-2021

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The screenshot shows a Google Meet interface with a presentation slide titled "Incubators". The slide contains the following information:

- Gol - Financial Assistance provided for Ideas : Rs. 26.6 Crores**
- No. of Ideas Supported through Business Incubators : 720**
- No. of Business Incubators approved across the county : 220**
- No. of Business Incubators approved in Karnataka: 13**

There are two bar charts on the slide:

- Bar Chart 1: No. of HI/BIs approved**  
X-axis: Financial Year (2008-09 to 2019-20)  
Y-axis: No. of HI/BIs approved (0 to 70)  
Total HI/BIs approved: 220
- Bar Chart 2: Gol Assistance (in Crores)**  
X-axis: Financial Year (2013-13 to 2018-17)  
Y-axis: Gol Assistance (in Crores) (0 to 12)

The Meet interface shows a host named Gopinath Rao R is presenting. The chat window is open, and the participant list includes Dr. SEEMANTHINI K (You), afshia firdose, Akshitha Reddy, and anu shruti. The bottom of the screen shows the Windows taskbar with the date 26-02-2021 and time 12:06.

### Key points of the talk:

1. MSME-Schemes
2. Potential released by MSME to strengthen the industry
3. Managing the output and manufacturing and exports.
4. Credit guarantee fund and schemes from MSME
5. Credit schemes for micro and small enterprises
6. Loans to empower women entrepreneurs.
7. Induction of state of art technology
8. Zero defect Zero effect
9. Public Procurement policy for Micro industries from MSME.

DAY 5: 26-02-2021

Speaker Details	Name: Mr. Koushik Designation: Accountant Organisation: Koushik associates Bangalore
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Topic	Supports from banks
Date	26-02-2021
Time	12:15pm – 1:30pm

**Talk Delivered by Mr. Koushik**

**Topic:** support available from financial institutions like banks and panel discussions.

The screenshot shows a Google Meet interface. The main video feed displays a man with a mustache, identified as Raveendranath Kaushik, speaking. The background behind him is a wall with several framed certificates or awards. To the right of the video feed is a sidebar showing a list of participants: Bhagya K, Bhagya Shanthakumar, Bharati Meti, bhasker rao, Bini, C.Ranjith kumar C, and Dakshayani T R. Below the video feed is a control bar with icons for mute, video off, chat, and other meeting functions. The bottom of the image shows a Windows taskbar with the search bar and various application icons. The system tray in the bottom right corner shows the time as 09:48 on 26-02-2021.

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The screenshot shows a Google Meet interface. The main slide displays the following text:

**Financial Assistance**

CMA N Raveendranath Kaushik  
 Cost Accountant  
 Mobile 9845010834  
 E-mail: fcmakaushik@gmail.com

The meeting controls at the bottom show 'Raveendranath Kaushik is presenting'. The chat window on the right shows messages from 'bhasker rao' and 'Dr. Roopa R Kulkarni'.

The screenshot shows a Google Meet interface. The main slide displays the following text:

**Crowdfunding**

- *"Solicitation of funds from multiple investors through a web-based platform or social networking site for a specific project, business venture or social cause."....*

Consultation Paper on Crowdfunding in India by RBI

The meeting controls at the bottom show 'Raveendranath Kaushik is presenting'. The chat window on the right shows a list of participants in the call, including 'Dr. SEEMANTHINI K (You)', 'Akshitha Reddy', 'anu shruti', and 'Anuradha HR'.



The screenshot shows a Google Meet interface. The main slide is titled "Categories" and contains a flowchart. The flowchart has four boxes at the top: "Donation Crowdfunding", "Reward Crowdfunding", "Peer-to-Peer Lending", and "Equity Crowdfunding". Below "Donation Crowdfunding" is a box for "Community Crowdfunding". Below "Peer-to-Peer Lending" and "Equity Crowdfunding" is a box for "Financial Return Crowdfunding". The Meet interface includes a "REC" indicator, the presenter's name "Raveendranath Kaushik is presenting", a chat window on the right with messages from "Dr. Roopa R Kulkarni" and "bhasker rao", and a bottom toolbar with icons for mute, video, chat, and other controls. The browser address bar shows "meet.google.com/mnm-usgv-ern?authuser=1".

The screenshot shows a Google Meet interface. The main slide is titled "Accelerator Investors in India" and lists criteria for investors. The criteria are: "Qualified Institutional Investor" (Companies with a minimum net worth of Rs.20 crore and High net worth individuals with a minimum net worth of Rs 2 Crore), "Eligible Retail Investors (ERIs)" (1. who receive investment advice from an Investment Adviser, or 2. who avail services of a Portfolio manager, or 3. who have passed an Appropriateness Test), and "and" (4. who have a minimum annual gross income of Rs. 10 Lacs, 5. who have filed an Income Tax return for at least last 3 financial years, 6. who certify that they will not invest more than Rs. 60,000 in an issue through a crowdfunding platform, 7. who certify that they will not invest more than 10% of their net worth through crowdfunding). The Meet interface includes a "REC" indicator, the presenter's name "Raveendranath Kaushik is presenting", a chat window on the right with messages from "vys hall rao", and a bottom toolbar with icons for mute, video, chat, and other controls. The browser address bar shows "meet.google.com/mnm-usgv-ern?authuser=1".



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The screenshot shows a Google Meet interface. The main content is a presentation slide titled "Venture Capital". The slide text is as follows:

- Venture capitals are **professionally managed funds** who invest in companies that have huge potential. They usually invest in a business against equity and exit when there is an IPO or an acquisition. VCs provide expertise, mentorship and acts as a litmus test of where the organisation is going, evaluating the business from the sustainability and scalability point of view.
- [Nexus Venture Partners](#), [Helion Ventures](#), [Kalaari Capital](#), [Accel Partners](#), [Blume Ventures](#), [Canaan](#), [Sequoia Capital](#) and [Bessemer Ventures](#).

The chat window on the right shows the following messages:

- Pavithra P 10:38 AM: can a provisional patent help in this case to protect the idea?
- vyshali rao 10:38 AM: thank u for discussing, kindly share the website of such funding platform, would like to explore.
- Dr Keerthika V 10:49 AM: Angel investors for angel innovators right

The bottom of the screenshot shows the Windows taskbar with the time 10:50 on 26-02-2021.

## Key points from the talk:

1. Stages of requirement of investment
2. Self-funding bootstrapping
3. Crowd-funding
4. Venture capital
5. Bank, BPO investors
6. What is all about angel investors
7. Equity shares
8. Involving high risk
9. Partnership constraints
10. A possible win-win situation
11. initial public offering
12. Contest winning funds and finally the session was terminated with discussion of government funds and schemes available.

DAY 6: 27-02-2021

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Speaker Details	Name: Mr. Harish Rawlani Designation: Co-Founder and Director Organisation: MakerInMe Technologies
Topic	Entrepreneurial Journey and Experience Sharing
Date	27-02-2021
Time	09:30am – 12:15pm

**Talk Delivered by Mr. Harish Rawlani**

**Topic: Entrepreneurial Journey and Experience Sharing.**

The screenshot shows a Google Meet interface. The main video feed displays a man, Harish Rawlani, speaking. The meeting title is "DST Sponsored FDP on Entrepreneur...". The participant list on the right includes: Dr. SEEMANTHINI K (You), afsha firdose, Akshitha Reddy, and anu shruti. The bottom of the screen shows the Windows taskbar with the date 27-02-2021 and time 09:52.

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The screenshot shows a Google Meet interface with a presentation slide titled "MakerInMe Technologies". The slide content is as follows:

- EdTech company
- Removing barriers in STEM education in K12
  - Students
  - Schools
  - Teachers
- 70+ B2B customers, 150+ schools, 600+ ATLS
- New Segment: Engineering Students
  - Skill oriented training using projects
  - Collaboration with Intel

The meeting interface shows "Harish Rawlani is presenting" and a list of participants in the "IN CALL" section: Dr. SEEMANTHINI K (You), afsha firdose, Akshitha Reddy, and anu shruti.

The screenshot shows the same Google Meet interface, but with the chat window open. The chat history includes:

- Message from Nagaraj Mahajan: "Many people say that you have to plunge in the startup entirely... leaving the current source of income/job etc. Is that true?"
- Message from Nagaraj Mahajan: "Nagaraj Mahajan 10:23 AM Is it possible to raise funds from IIC Initiated by Ministry of Education to institutions sir"
- Message from bhaaker rao: "bhaaker rao 10:24 AM thanks for the answers Harish"

The presentation slide in the background now says "You're presenting to everyone".

**Key points from the talk:**

1. Initiating Start-ups, problems that we want to solve, how can we earn money, team building and decision making to start a new journey.

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2. Establishing companies, creating and registering one's firm, allocating shares and tax registration and appointing an auditor or CA, understanding the obligations and avoiding future issues.
3. Funding options, bootstrapping, a suitable business model for it and design constraints, novel idea and initial funding, seed funding agencies, creating prototypes, grants and various funding from the incubators.
4. Building MVP, identifying first set of customers, narrowing the segment within the available market, beachhead, understanding customer needs and requirements, defining MVP such that customer is ready to buy.
5. Finally, the session was end with questionnaire between the resource person and participants.

DAY 6: 27-02-2021

Speaker Details	Name: Dr. Kripa Shankar Gupta Designation: Director Organisation: IIT-Bombay, KSG Centre of Quality Minds.
Topic	Approaches for entrepreneurship development
Date	27-02-2021
Time	12:15pm-01:00pm

**Talk Delivered by Dr. Kripa Shankar Gupta**

**Topic** Approaches for entrepreneurship development

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**Road Blocks to Entrepreneurial Mind**

**Lack of:**

- Self awareness
- Motivation
- Well rounded development
- knowledge of Negatively Dominant Mind Programs
- Understanding Empowerment
- Applying Empowerment
- Managing change
- Reprogramming of Mind
- Being Learner

**Syndrome:**

- Last Button
- Railway Platform
- Complicating
- Frog in boiling water
- Imposter

**Hindrance to Entrepreneurial Mind Development**

The slide features a diagram with a red arrow pointing from the 'Lack of' list to the 'Syndrome' list, and a green arrow pointing from the 'Syndrome' list to the 'Hindrance' box.

**Emotional Development**

A line graph showing emotional development over time. The y-axis lists emotions: LOVE, FEAR, ANGER. The x-axis is labeled TIME, with 'IDEAL' on the left and 'ACTUAL' on the right. Multiple lines represent different emotional trajectories, showing how actual emotions deviate from ideal states over time.



The screenshot shows a Google Meet window with a presentation slide titled "Law of Dominant Thoughts". The slide lists several concepts in a box on the left, with arrows pointing to a flowchart on the right. The flowchart shows "Dominant Programs" leading to "Reverse Glass Syndrome", which leads to "Energy Drain", which finally leads to "Unsuccessful Habits".

**Law of Dominant Thoughts**

**'No' OR Negativity**

- Anger
- Declining Love
- Fear of Failure and Success
- Avoiding punishment than attracting to reward
- Blaming others
- Learned Helplessness
- Remaining in Comfort Zone
- Speaking Acceptable Truth (LIE)
- Student Syndrome leading to Last Button syndrome

**Dominant Programs**

**Reverse Glass Syndrome**

**Energy Drain**

**Unsuccessful Habits**

The screenshot shows a Google Meet window with a presentation slide titled "Managing Change". The slide features a photograph of a person's hands clasped together in a prayer-like gesture.

**Managing Change**

### Key points from the talk:

1. Discussion related to fixed Mindset vs Growth Mindset.

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2. Negative self-talk, including moods, emotions and behavioural aspects.
3. Our beliefs which connect directly or indirectly to our thoughts.
4. Our success or failure depends on whatever we say to ourselves.
5. Programmed to fail, live with broken people, exist in hard world, negative world, little knowledge about health and living in peace.
6. Loving ourself.
7. Entrepreneurial journey, often a treacherous one, filled with unexpected things and stuffs, sleepless nights, plans that don't work out, funding that doesn't come at the right time.
8. Characteristics of an entrepreneur, calculated risk-bearer, innovator, organiser, creative, achievement motivated, technically competent, socially responsible, self-confident, equipped with resources, optimistic, blessed with mental and physical abilities, communication and decision-making skills, business planning, visionary, courage to face difficulties and challenges, leadership qualities.
9. Sources of energy for an entrepreneur are, positive energy, thoughts, motivating, empowering, application of learning, autonomy, individual respect, good relationships, conflict and stress managerial skills, smile, trust and never put an end to LEARN.

DAY 7: 01-03-2021

Speaker Details	Name: Mr. Srinath Bhadram Designation: Incubator Manager Organisation: National Institute of Design, GOI.
Topic	Start-ups
Date	01-03-2021
Time	09:30am -11:30am

### Talk Delivered by Mr. Srinath Bhadram

**Topic:** Start-ups and their success and failures, government policies, market trends, customer issues and demands.

*“Plant more Trees, Save Water, Save Electricity, Avoid Plastics, The world is in your Hands”*



The screenshot shows a Google Meet interface. The main window displays a presentation slide titled "GOVERNMENT POLICIES 1" under the heading "Design Consultancy Services". The slide lists several bullet points: "NEMMP for EVs", "Demonetization - Paytm", "UDAN RCS Scheme by civil aviation - Adani", "Drones", and "Covid Relief packages to MSMEs". The meeting controls at the bottom show "Sreenath B is presenting". The chat window on the right shows messages from participants.

The screenshot shows a Google Meet interface. The main window displays a presentation slide titled "MARKET TRENDS 2" under the heading "Design Consultancy Services". The slide lists several bullet points: "Asset Life Life Style - Furniture, Zoom car, Rapidos, Bounce etc", "Digital Penetration - Ecom", "Western influence", and "Experiential - Holidays, Travel, Dine outs". The meeting controls at the bottom show "Sreenath B is presenting". The chat window on the right shows messages from participants.

**Key points from the talk:**

*"Plant more Trees, Save Water, Save Electricity, Avoid Plastics, The world is in your Hands"*



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1. Session started with briefing the importance and necessity of a start-up in entrepreneurial journey.
2. Poll surveys related to why most of the start-ups fail.
3. Key parameters to be taken care of while taking a go-ahead decision for any start-up are, team, product, funds, technologies and market related issues and problem solving.
4. The three P's according to the speaker are important for laying down a strong foundation in terms of starting a firm namely, product, people (target audience), process.
5. Government policies and market trends were also a part of the talk like, schemes offerings by government of Karnataka and India, asset life styles growing these days, digital penetration, ola, uber, rapido, bounce, zoom car, agencies experiencing with packages such as holidays, dine outs, travel, beauty and health related etc.
6. United states is the country with most number of unicorns and India standing on 4<sup>th</sup> place.
7. Top ten unicorn companies in India namely, paytm, oyo rooms, byjus, ola, swiggy, Zomato, paytm mall, big basket, udaan.
8. Customer issues, how are the firms managing loads for solving the customer issues and standing on the customer needs, digital platforms being used for taking care of the customer demands etc.
9. Black swan events namely, virtual meetings, working from home, PPE technology, last mile deliveries.
10. Finally, the session terminated with three key words, affordability, accessibility and acceptability.

DAY 7: 01-03-2021

Speaker Details	Name: Mr. Yashaswi Nag Designation: Program Manager Organisation: Indian Start-ups, Bangalore.
Topic	Achieving motivation and soft skills
Date	01-03-2021
Time	11:30am-01:15pm

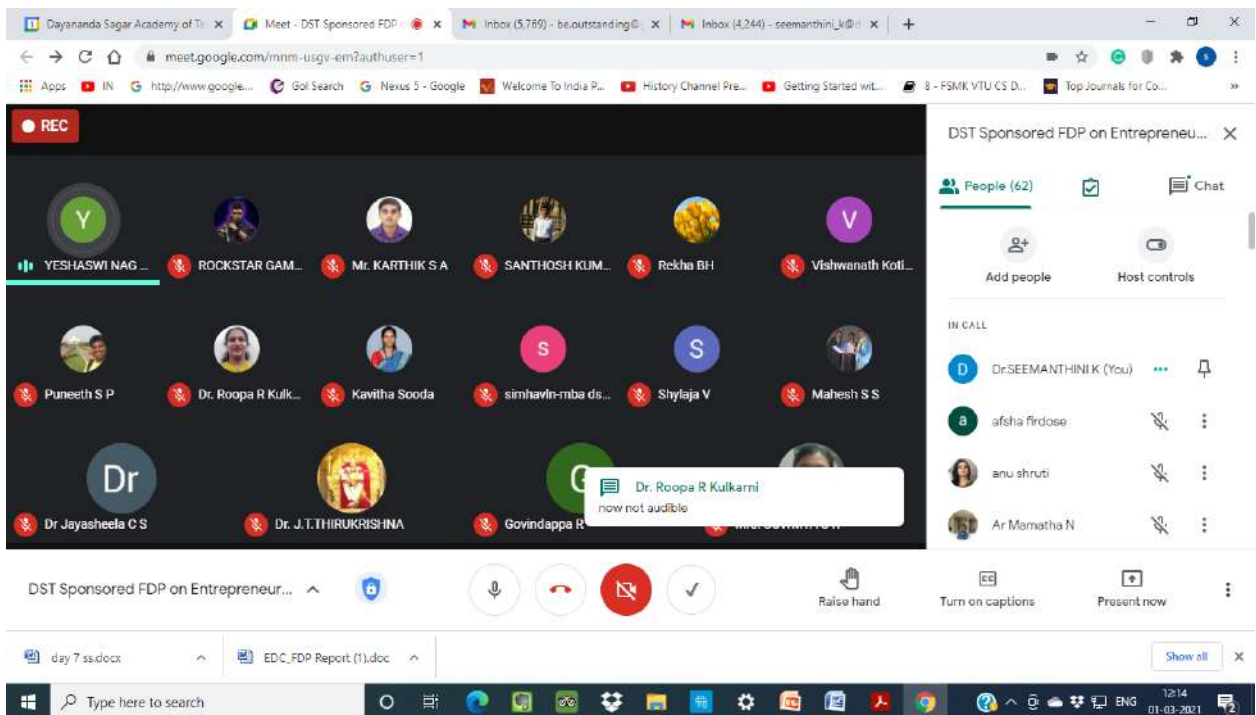
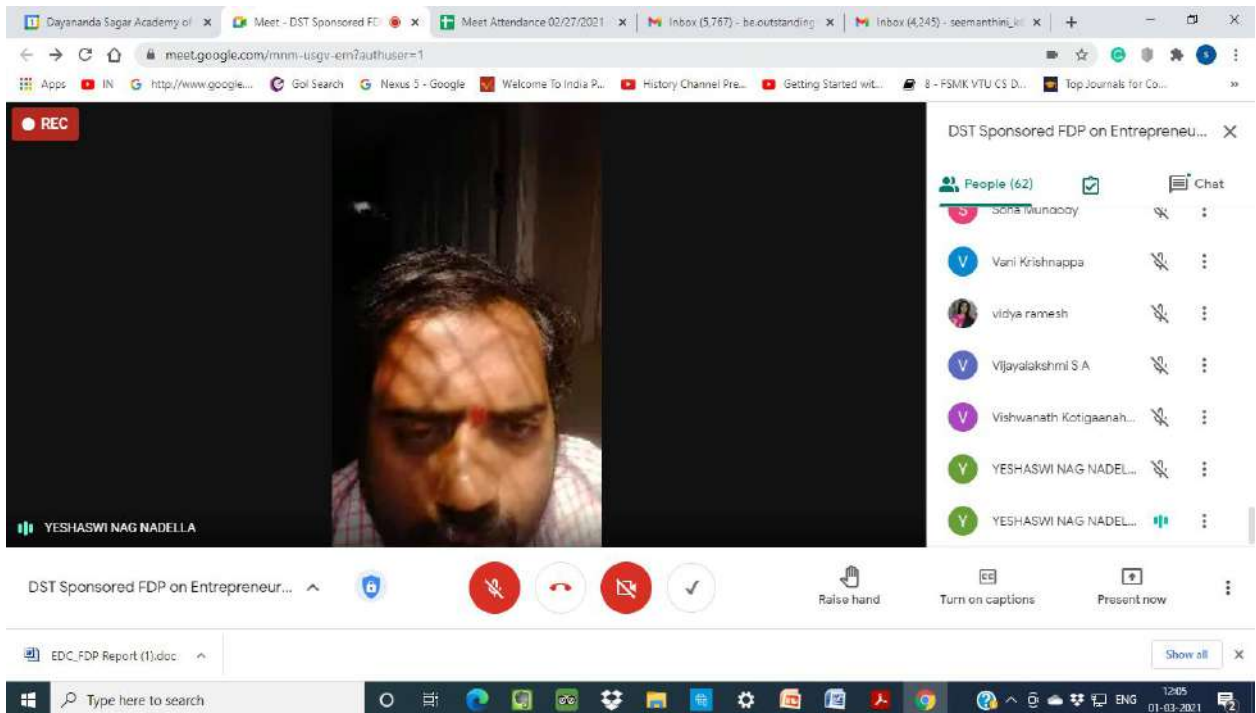
**Talk Delivered by Mr. Yashaswi Nag**

**Topic:** Achieving motivation and soft skills.

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**Key points from the talk:**

1. Keeping confidence on ourselves.

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2. Thinking at a larger scale.
3. Making our will power stronger and strengthening it.
4. After getting a innovative idea, practising it so that we keep improving.
5. Being consistent is a vital component in entrepreneurial journey.
6. Imagining of a near future which is an ideal one.
7. Staying ambitious, aiming for high and working hard to achieve it.
8. Proper utilization of the time and managing it for various activities of life.
9. Working hard and smart as required and necessary.
10. THERE ARE NO LIMITS TO ANYONE, WE SET OUR OWN LIMITS.
11. Staying focused to our goals.
12. Never let go anything which we wish for and continuously in search for obtaining greater heights.
13. Act immediately for situations which are more demanding.
14. Take one step at a time but keep moving.
15. If something isn't working out, find out WHY.

DAY 8: 02-03-2021

Speaker Details	Mr. Srinath Bhadram Designation: Incubator Manager Organisation: National Institute of Design, GOI.
Topic	Technology Sourcing
Date	02-03-2021
Time	09:30am-11:00am

**Talk Delivered by Mr. Srinath Bhadram**

**Topic:** Technology Sourcing.

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The screenshot shows a Google Meet interface. The main video area displays a slide with the text "Often Design is in Detailing" and an image of a box and blister pack of "ALTRAZ ANASTROZOLE TABLETS IP". The presenter is Sreenath B. The participant list includes Dr. SEEMANTHINI K (You), Dakshayani T R, and SANDEEP S V. The meeting title is "DST Sponsored FDP on Entrepreneur...".

The screenshot shows a Google Meet interface. The main video area displays a slide with a list of names and phone numbers, and a yellow arrow pointing up. The presenter is Sreenath B. The participant list includes Dr. SEEMANTHINI K (You), Dakshayani T R, and SANDEEP S V. The meeting title is "DST Sponsored FDP on Entrepreneur...".

**Key points from the talk:**

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1. Examples of the basic entrepreneurial ideas and innovations were discussed at the beginning of the session like Telephone, Scooter and Car.
2. Design is not just what it looks like and feels like, design is how it works, was stressed upon by the speaker.
3. Technology, business and human values are the three main aspects which were discussed to explain what is exactly meant by DESIGN THINKING.
4. An innovator Krishi jagran who invented the technology where mobile phone was used to turn ON/OFF the irrigation pump was taken as an example.
5. How design of a product can be made attractive, innovative and novel so that it brings about a good sale in the market and increases the product-ability to be sold.
6. Tasks and exercises were given to the participants for problem solving.
7. What is prototype, testing the possibilities, if to fail, then fail cheaply and quickly, breaking the bigger problem into a small one and testing those tiny bits.
8. If not design thinking then design studio is also acceptable in the entrepreneurial journey else corporate elite is good.

DAY 8: 02-03-2021

Speaker Details	Mr. Jagan Karthick Designation: Program Lead DERBI Foundation Organisation: DSU, Bangalore.
Topic	Promoting Innovative Ventures
Date	02-03-2021
Time	11:30am-01:00pm

**Talk Delivered by Jagan Karthick**

**Topic:** Promoting Innovative Ventures, role of technology and business incubator.

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The screenshot shows a Google Meet session titled "DST Sponsored FDP on Entrepreneur...". The presenter is Jagan Karthick. The main slide displays the following text:

- Department of Science & Technology
- Ministry of Electronics & IT
- Examples of Government Departments supporting innovations

The meeting interface includes a list of participants: Jagan Karthick, Rekha BH, Krishna Prasad, Nischitha S, Dr. SEEMANTHINI K (You), a/isha firdose, and Akshitha Reddy. The bottom of the screen shows the Windows taskbar with the time 11:51 on 02-03-2021.

The screenshot shows a Google Meet session titled "DST Sponsored FDP on Entrepreneur...". The presenter is Jagan Karthick. The main slide displays the following text:

- Department of Science & Technology
- Ministry of Electronics & IT
- Examples of Government Departments supporting innovations
- SC/ST cells
- State govt cells
- MSME
- Ministry of Skill development
- Defense - Idex
- IT - Cells
- Atal Incubation
- Department of Bio Technology

The meeting interface includes a list of participants: Jagan Karthick, Rekha BH, Krishna Prasad, Nischitha S, Dr. SEEMANTHINI K (You), a/isha firdose, and Akshitha Reddy. The bottom of the screen shows the Windows taskbar with the time 11:51 on 02-03-2021.

**Key points from the talk:**

1. Mission, objectives and benefits of DERBI foundation was explained.
2. About DERBI foundation.
3. Journey of DERBI foundation.

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4. Examples of government department supporting innovators.
5. SC/ST Cells, ministry of electronics and IT, state government cells, MSME, defence-index, IT cell, department of bio-technology, ministry of skill development.
6. Internal functions, program, management, skills, structure designing and program execution
7. Portfolio support, review meetings, mentor connects, milestones, agreement, co-investors.
8. Investments, due diligence, IC note, agreement, co-investment.
9. Fund raising, reporting, CSR.
10. Process at DERBI includes, well designed programs, in depth analysis, quality start-ups, best portfolio support, successful firms, successful exits, fundraise, best scouting.

DAY 9: 03-03-2021

Speaker Details	Mrs. Bindu Sharma Designation: CEO Organisation: Origin IP solutions LLP, Bangalore
Topic	IPR and Copyrights
Date	03-03-2021
Time	09:30am-11:00am

**Talk Delivered by Mrs. Bindu Sharma**

**Topic:** IPR, Pattern, Copy Rights, Trade Mark and Industrial Management.

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The screenshot shows a Google Meet interface with a presentation slide. The slide content is as follows:

- Frivolous invention or which claims anything obvious contrary to well established natural laws
- Invention that is harmful to human, animal or plant life or health or to the environment
- The mere discovery of a scientific principle or the formulation of an abstract theory or discovery of any living things or non-living substance occurring in nature
- The mere discovery of new property or mere new use of a known substance
- Admixture resulting only in the aggregation of the properties

The meeting controls at the bottom show 'DST Sponsored FDP on Entreprene...', 'Raise hand', 'Turn on captions', and 'Bindu Sharma is presenting'. The Windows taskbar at the bottom shows the date as 03-03-2021 and time as 10:23.

The screenshot shows a Google Meet interface with a presentation slide. The slide content is as follows:

- Mere arrangement or re-arrangement or duplication of known devices each functioning independently of one another in a known way
- A method of agriculture/horticulture;
- A computer programme per se other than its technical application to industry or a combination with hardware
- A mathematical method or business method or algorithms

The meeting controls at the bottom show 'DST Sponsored FDP on Entreprene...', 'Raise hand', 'Turn on captions', and 'Bindu Sharma is presenting'. The Windows taskbar at the bottom shows the date as 03-03-2021 and time as 10:24.

## Key points from the talk:

1. Patents, inventions, 20 years term, rights are territorial.

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2. Companies like FedEx, BBC, pepsi, Coca-cola, google, mcdonalds, nike, apple, adidas, paytm, nestle, baskin robbins, biba, amazon, picasa, havells were taken as an example.
3. Traditional knowledge which comes in handy for innovation.
4. What is the trade secret of companies like kfc, coca-cola, mcdonalds etc.
5. History of patents.
6. What is the necessity for filing a patent?
7. What kind of inventions are eligible for patenting?
8. What is novelty?
9. Inventive step or non-obviousness.
10. What are the key indicators of inventive step?
11. Importance of research before we start.
12. What all can be documented, novel elements, technical difficulties and your solutions.
13. How can the idea be patented?
14. One of the innovations including BIRD DAIPER.
15. Processes involved in patenting, filing in India, publication, examination, grant and renewal.
16. Finding the buyer of your product is a challenging task but definitely not an impossible one.
17. Invention description and impact of the technology was discussed in detail for the audience to get a feel of the current scenarios on entrepreneurial aspects.
18. At the end, a great quote by the visionary leader Dr. APJ Abdul Kalam was quoted.

DAY 9: 03-03-2021

Speaker Details	Mr. Rajiv Tulpule Designation: CEO Organisation: RECTO Cable Corp, SCEI
Topic	Creative Problem Solving
Date	03-03-2021
Time	11:30am-01:00pm

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Talk Delivered by Mr. Rajiv Tulpule

Topic: Creative Problem Solving.

The screenshot shows a Google Meet interface. The main slide displays the text "What are the Top Skill for in 2020?" with a drawing of a yellow sign that says "SKILLS" and a blue pencil. The meeting controls at the bottom show "Rajiv Tulpule is presenting". The chat window on the right lists participants: RAMAKRISHNAIAH M, Pavithra P, ashok ps, Dr. Roopa R Kulkarni, and PRASAD GANGARAJU.

The screenshot shows a Google Meet interface. The main slide displays the text "BC - AD" with a list of items: "• Before Corona (BC)", "• After Distancing (AD)", "• During Corona....(DC)", and "• Creativity is the only tool which will keep you relevant in AD". The meeting controls at the bottom show "Rajiv Tulpule is presenting". The chat window on the right lists participants: Pavithra P, ashok ps, Dr. Roopa R Kulkarni, SANTHOSH N, and PRASAD GANGARAJU.

Key points from the talk:

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1. The ultimate Jugaad, collection of almost 52 solutions and problems.
2. We think we are creative, but are we creative enough to pull out innovative ideas.
3. Creativity is to generate multiple solutions for the same common problem.
4. Skills vs talents was discussed.
5. Corona was a common example taken by the speaker to explain how doctors and practisers became innovative to fight against the challenges of the covid.
6. Simplest way of being creative is, meditation, be a child, activate your right brain and JUST BE HAPPY.
7. Unlock your imagination and let your thoughts be free.
8. Same solutions cant be used to solve the exact same problem at different instances.
9. The best question one teacher can ask to himself is HOW INNOVATIVE CAN I BE, SO THAT I GET FULL ATTENDANCE IN MY LECTURES.
10. The session was terminated by questionnaire.

DAY 10: 04-03-2021

Speaker Details	Name: Mr. Raveendranath Koushik Designation: Accountant Organisation: Raveendranath Koushik Associates
Topic	Financial Management in MSME
Date	04-03-2021
Time	09:30am-11:00pm

**Talk Delivered by Mr. Raveendranath Koushik**

**Topic: Financial Management in MSME.**

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Dayananda Sagar Academy of Technology & Management

Meet - DST Sponsored FDP

meet.google.com/mnm-usgy-em?authuser=1

REC Raveendranath Kaushik is presenting

### Decision under Financial Management

- Investing Decision
- Financing Decision
- Dividend Decision

DST Sponsored FDP on Entrepreneur...

People (80)

Chat

Divya M S

SANTHOSH KUMAR T C

Raveendranath Kaushik

ATL FDP PAGE 01...pdf

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class-list (2021-0...html)

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10:23 04-03-2021

Dayananda Sagar Academy of Technology & Management

Meet - DST Sponsored FDP

meet.google.com/mnm-usgy-em?authuser=1

REC Raveendranath Kaushik is presenting

### Risk and Return

#### Systematic Risk

- Interest Risk
- Inflation Risk
- Market Risk

#### Unsystematic Risk

- Business Risk
- Financial Risk
- Credit risk

DST Sponsored FDP on Entrepreneur...

People (76)

Chat

Pradeep H

SANTHOSH KUMAR T C

Raveendranath Kaushik

ATL FDP PAGE 01...pdf

Design\_Thinking\_a...pdf

class-list (2021-0...html)

Type here to search

10:30 04-03-2021

## Key points of the talk:

1. Necessity for financial management is, regular supply of funds, optimum utilization of funds, safety of investments, capital structure, profit maximization.

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- Goals of financial management are, maximum earnings per share, shareholder's wealth and profit maximization.
- Decision under financial management is, investing decision, financing decision and dividend decision.
- Various types of risks and returns, systematic risk, interest risk, inflation risk, market risk, business risk, financial risk and credit risk.
- TIME VALUE OF MONEY.
- Understanding balance sheet, net profit account.
- Internal factors that have an impact are, size and nature of business, regular income, assets, age of the firm, future plans, extension and expansion, period and purpose of funding.
- External factors impacting are, capital market conditions, nature of investors, tax and financial policies, sessional valuations, cost of financing, nature of competition and fluctuations.
- What are all the challenges and developments happening in and around the firms and how to overcome the same.

DAY 10: 04-03-2021

Speaker Details	Name: Mr. Yashaswi Nag Designation: Program Manager Organisation: Indian start-ups, Bangalore.
Topic	Entrepreneurial skills
Date	04-03-2021
Time	09:30am-11:00pm

**Talk Delivered by Mr. Yashaswi Nag**

**Topic:** Entrepreneurial skills, Managerial needs and challenges.

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The screenshot shows a Google Meet interface with a presentation slide titled "JoHari Window". The slide content is as follows:

### JoHari Window

Conquer Your Blind Spots—Johari Window Model

	Known to Self	Unknown to Self
Known to Others	<b>ARENA</b> Public: what you and others know.	<b>BLIND SPOTS</b> Blind: what others know about you, but you don't see.
Unknown to Others	<b>MASK</b> Private: what you think is hidden.	<b>UNCONSCIOUS</b> Unknown: neither you nor others know.

Meeting details: People (67), Chat, Add people, IN CALL list (67 participants).

The screenshot shows a Google Meet interface with a presentation slide titled "McClelland's Theory of Needs". The slide content is as follows:

### McCLELLAND'S THEORY OF NEEDS

NEED FOR ACHIEVEMENT	NEED FOR POWER	NEED FOR AFFILIATION
Wish to excel Wishes to perform to a set of standards. Strive to succeed.	To control others. To get desired things done.	Friendship Good relationship.

Meeting details: People (66), Chat, Add people, IN CALL list (66 participants).

**Key points of the talk:**

1. What is the role of risk and risk taking abilities of an entrepreneur.
2. Risk is not the only condition but a necessary one.
3. Undertaking the concept of value creation.
4. Bringing about the solutions for societal needs.

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5. Venture which makes money and profit.
6. Setting achievable goals.
7. Confidence and decision-making abilities.
8. Passionate about the firm and work to be carried out.
9. Desire to control and influence others.
10. Enjoying winning the competitions.
11. Collaboration is not needed if competitor is on losing streak.
12. Working hard for personal prestige and personal status.
13. Strong desire of setting up very high accomplishments and achieving them.
14. Not interested in calculated risks but involving in heavy and high risks.
15. Spending time in building the network and socializing loved and accepted.
16. No fear of being rejected at any point of time.

DAY 11: 05-03-2021

Speaker Details	Name: Mr. Yashaswi Nag Designation: Program Manager Organisation: Indian start-ups, Bangalore.
Topic	Developing Business Plan (Project Report): Format, Content & Sequencing
Date	05-03-2021
Time	09:30am-11:00pm

**Talk Delivered by Mr. Yashaswi Nag**

**Topic:** Developing Business Plan (Project Report): Format, Content & Sequencing.

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Meeting details

People (18)

Add people

IN CALL

- Syed Ateequr Reh... (You)
- Akshitha Reddy
- anu shruti
- Asghar Pasha
- ashok ps
- athira kiran
- Bobu Kumar
- belaji bs

Meeting details

Type here to search

48%

10:23 05-09-2021

Meeting details

People (73)

Add people

IN CALL

- Syed Ateequr Reh... (You)
- Akshitha Reddy
- anu shruti
- Ar Mamatha N
- Asghar Pasha
- ashok ps
- athira kiran
- Bobu Kumar

Meeting details

Type here to search

50%

08:55 05-09-2021

### Key points of the talk:

1. What is fixed capital?
2. Basic financial terminologies of business planning.
3. Installed capacity
4. Capacity utilization

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5. Working capital.
6. Initially cash is required, purchasing raw material or inventory, finishing goods and finally account receivables.
7. Balancing the customer needs and demands, cash managements, phone bills infrastructure bills, labour bills, electricity bills, sending or receiving goods from or to customers.
8. At least one cycle of money or cash or asset is required. Working capital is calculated once in the entire term of the firm. It cannot be kept changing every month or year.
9. Consumable toor dal and its production was taken as an example for explaining how working capital can be utilized more effectively.

DAY 11: 05-03-2021

Speaker Details	Name: Mr. Yashaswi Nag Designation: Program Manager Organisation: Indian start-ups, Bangalore.
Topic	Cost of Project, Sources of finance, Profitability, BEP, Working Capital Assessment
Date	05-03-2021
Time	11:30am-01:00pm

**Talk Delivered by Mr. Yashaswi Nag**

**Topic:** Cost of Project, Sources of finance, Profitability, BEP, Working Capital Assessment.

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This screenshot shows a Google Meet interface during a presentation. The main slide displays the word "DEPOSITS" in a large, bold, black font on a white background. The meeting is titled "Dr. SEEMANTHINI K is presenting". On the right side, there is a list of participants including SANTHOSH KUL..., YESHASWI NA..., SANDEEP S V, Krishna Prasad, Dr. Roopa R Kul..., Nilachitha S, balaji bs, Kavitha So..., and Siddhartha B S. A "Meeting details" sidebar on the right shows 64 people in the meeting, with a "RAISED HANDS" section listing Kavitha Sooda. The bottom of the screen shows the Windows taskbar with the search bar and system tray.

This screenshot shows a Google Meet interface during a presentation. The main slide displays the text "TOTAL PROJECT COST" in a large, bold, black font on a white background. The meeting is titled "Dr. SEEMANTHINI K is presenting". On the right side, there is a list of participants including Dr. SEEMANTHIL..., SANTHOSH KUL..., SANDEEP S V, Kavitha So..., Dr. Roopa R Kul..., Nilachitha S, balaji bs, YESHASWI NA..., and bhaskar rao. A "Meeting details" sidebar on the right shows 64 people in the meeting, with a "RAISED HANDS" section listing Kavitha Sooda. The bottom of the screen shows the Windows taskbar with the search bar and system tray.

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The screenshot shows a Google Meet interface with a presentation slide titled "PRELIMINARY AND PREOPERATIVE EXPENSES". The slide content is as follows:

**PROJECT PROFILE**

- Preliminary & Preoperative expenses
- Cost of :
  - Project Report Preparation
  - Company formation
  - Registration fees, if any
  - Insurance, if any
  - Travelling expenses

The meeting details on the right show 63 people in the meeting, with several participants listed under "IN CALL".

The screenshot shows a Google Meet interface with a presentation slide titled "MEANS OF FINANCE". The slide content is as follows:

- TERM LOAN
- WORKING CAPITAL LOAN
- SEED FUNDING
- ANGEL FUNDING
  - SUBSIDY
- PROMOTER'S MARGIN

The meeting details on the right show 62 people in the meeting, with several participants listed under "IN CALL".

### Key points from the talk:

1. Deposits and its importance for an entrepreneur.
2. Investing amount, expecting returns, liability to the firm and at some point giving away more benefits.
3. Industrial power traction, deposits to be paid for water supply, electricity board, landline phone department, GST registration, infrastructure deposits.

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4. Preliminary and preoperative expenses.
5. Project report preparation, company formation, registration, insurance if any, travelling expenses.
6. Total cost of the project is simply the overall expenditures required or involved in setting-up the project, taking it forward, infrastructure, it's a combination of deposits, fixed capital, working capital, pre-working expenses.
7. Means of finance, term loan, working loan capital, seed funding, angel funding, subsidy, promoter's margin.
8. Project profitability, sales revenue, expenses, salaries, raw materials.
9. Incentives to staff, recycled machineries, hospitality at work place, staff transportation and maintenance.
10. Costs include, raw materials, salaries, wages, utility, packaging materials, transportation, marketing and promoting, repair and maintenance, selling and distribution, administrative expenses, interest on term loan and working capital loan.

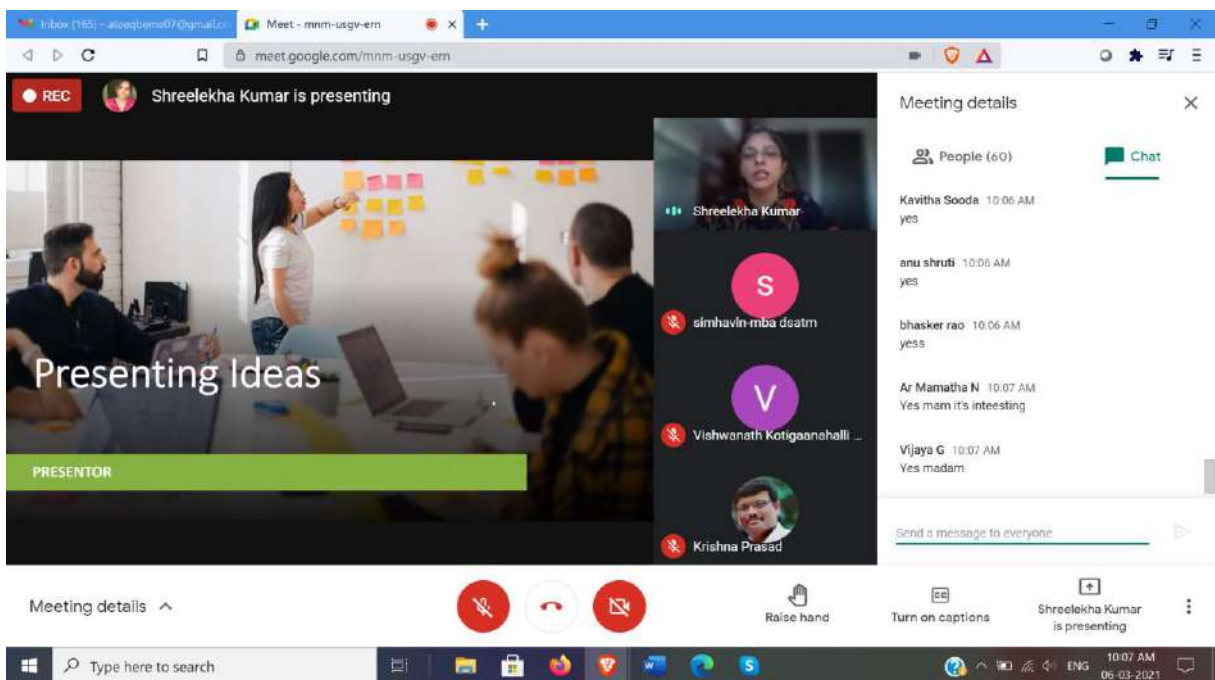
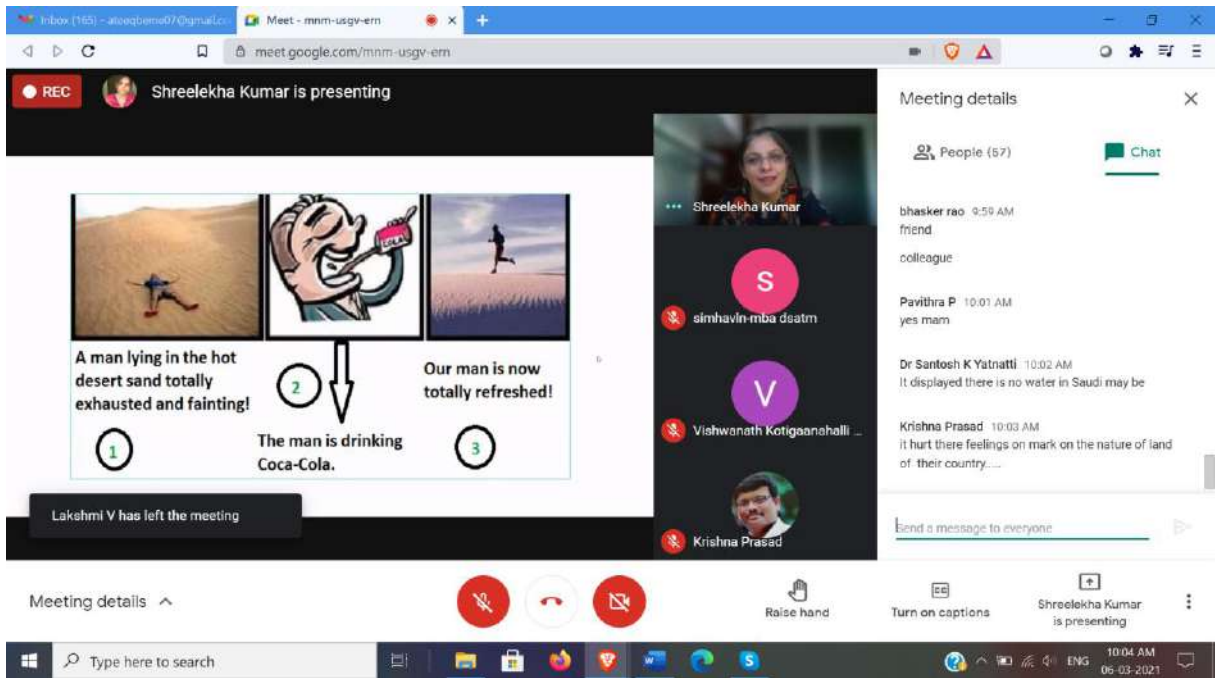
DAY 12: 06-03-2021

Speaker Details	Ms. Shreelekha Kumar Designation: HR Consultant Organisation: SCEI, Pune
Topic	Business Communication
Date	06-03-2021
Time	09:30am-11:00am

**Talk Delivered by Ms. Shreelekha Kumar**

**Topic: Business Communication**

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The screenshot shows a Google Meet window with a presentation slide titled "LANGUAGE". The slide features a close-up image of a paintbrush with red paint on a wooden surface. The meeting interface includes a "REC" indicator, a "Meeting details" sidebar on the right, and a control bar at the bottom. The sidebar shows 60 participants and a chat window with messages from Kavitha Sooda, anu shruti, bhasker rao, Ar Mamatha N, and Vijaya G. The control bar shows options for "Raise hand", "Turn on captions", and "Shreelekha Kumar is presenting".

The screenshot shows a Google Meet window with a grid of participants. The meeting interface includes a "REC" indicator, a "Meeting details" sidebar on the right, and a control bar at the bottom. The sidebar shows 66 participants and a chat window with messages from Sona Mundody, Praseetha Chittybabu, Jwalant Bhavsar, Kavitha Sooda, and SANTHOSH N. The control bar shows options for "Raise hand", "Turn on captions", and "Present now".

## Key points from the talk:

1. Things should be there in a business communication follows, task oriented and people oriented.
2. Going at student's level and teach, taking feedback, acknowledgement, learn.
3. Low assertiveness "asks" and high assertiveness "tells".

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4. 4 quadrants of business models are, driver, expressive, amiable and analytical.
5. Parameters to identify what makes one a driver, expressive, amiable and analytical.
6. Keeping in mind the stakeholders or the target audience for business communication is always something which is must.
7. Non-verbal communication, way to express one's feelings and concern, most important to communicate.
8. SYMBOLS PLAY AN IMPORTANT ROLE IN COMMUNICATION.
9. VAK model is visual, auditory and kinaesthetic.
10. Story of 7 seconds, people decide and make final calls in their first 7 seconds.
11. Personality, passion and enthusiasm, eye contact, voice, movement, speed.
12. Your online reputation, appearance, profile pics, whatsapp status, social media, talk, phone ringtone, posts on insta, facebook etc.
13. Forms of communication, facts and feelings.
14. I appreciate your understanding, I certainly see what you mean and hope we resolve the problem, I am happy to offer you an extra discount of 10% and I am pleased to know you will be visiting Mumbai next month.
15. Rules of good writing, come to the point, use the right tone, consistent, keep it simple, short sentences, analysis, use active noise, accurate and movies etc.

### Valedictory Function

The valedictory function began with welcoming all the dignitaries to the online meet. Thanking all the participants (63 External and 37 Internal) and all the speakers who gave their valuable time out of their busy schedules, to share their thoughts and motivate the participants. Participants Dr. Kavitha Sooda and Jwalant Bhavsar shared the feedback regarding the faculty development program. Followed by the presidential address from the principal-dsatm Dr. B R Lakshmikantha.

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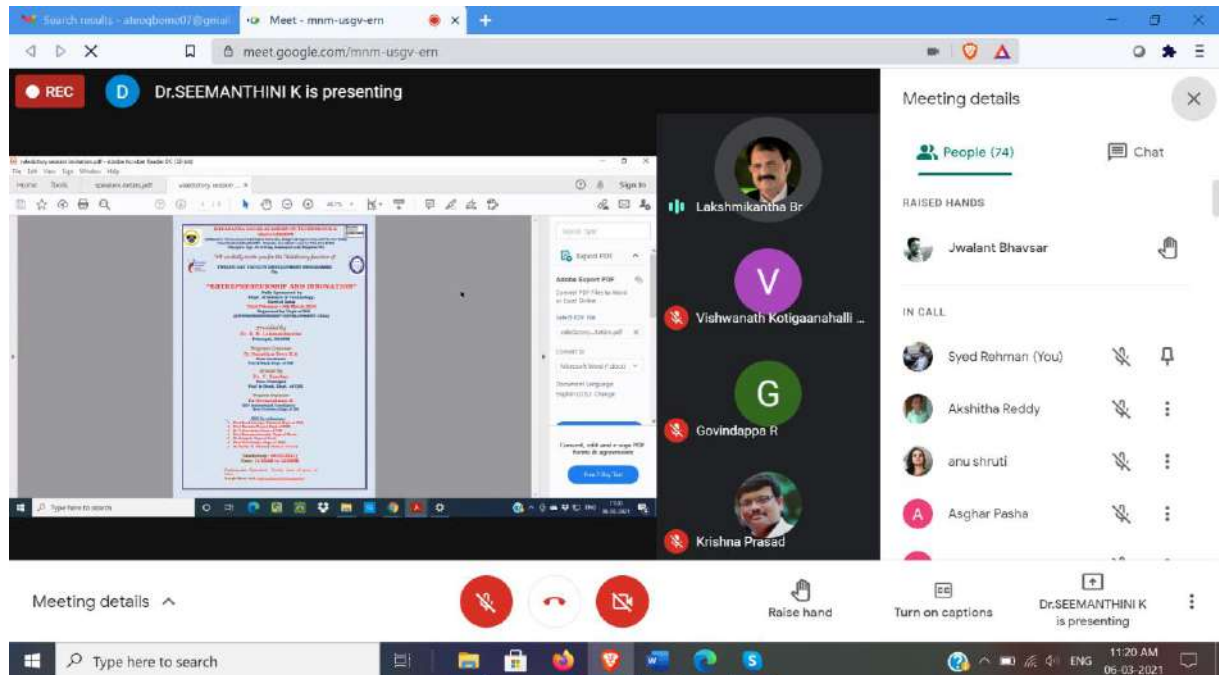


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## Purpose:

DSATM Entrepreneurship Development Cell aims to evolve into a centre of excellence in the South Bangalore Region in fields related to Entrepreneurship, Innovation, Risk Taking abilities and Startups.

## EDC Cell Committee Members

Dr. B.R.Lakshmikantha, Principal – DSATM

Dr. C. Nandini, Vice Principal & HOD-CSE, DSATM

Dr. Sumithra Devi K A, Dean Academics & HOD-ISE, DSATM

## Coordinators:

Dr. Seemanthini K, Asst. Prof. / ISE

Mr. Syed Ateequr Rehman, Asst. Prof. / ECE

Mr. Renuka Psarad, Asst.Prof / EEE

Dr. V. Keerthika, Asso. Prof. / CSE

Mr. Ramakrishnaiah, Asst.Prof / ME

Dr. Deepak, Asso. Prof. / Civil

Mr. VLN Simha, Asst. Prof/ MBA

Ar. Radha K Dhawad, Asst. Prof. / ARCH

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HOD's Signature

Principal's Signature

**EDC Coordinator**

**Program Co-ordinator**

**Principal**

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### Entrepreneurial Trails

SN	Program and Details	Photo	Date
1	EDP on “Entrepreneurship Opportunities and Essential Skills”	C.P. Radhakrishnan (Ex. MP), Chairman, Coir Board GOI	4th January 2019
2	DCEPI Inauguration	<b>Dr. Lakshmi Jaganathan,</b>  COO, DERBI-DSI	25 <sup>th</sup> August, 2018
3	DERBI Orientation for Faculty of DSATM	<b>Mr. Natarajan</b>  Entrepreneur in Residence  DERBI Foundation	25 <sup>th</sup> August, 2018
4	Entrepreneurs Day  Idea Contest (Winners)	<b>Dr. Lakshmi Jaganathan,</b>  COO, DERBI-DSI,  Alumni Entrepreneurs DSATM	25 <sup>th</sup> August, 2018
5	PACE Demo Day at DSU, on 24th September, 2018,	Coordinated by Mr. Natarajan, Entrepreneur in Residence, DERBI Foundation, which was attended by DCEPI Coordinators from DSATM and students from ISE Dept. This was to create Entrepreneurship Awareness.	24TH September 2018



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6.

	Rapid Prototyping Seminar Awareness Program	<b>Mr. Rishab Jain</b> Curator & CEO Envisage Global	22 <sup>nd</sup> September, 2018
7	Asian Entrepreneurship Boot camp Awareness Program	<b>Mr. Rishab Jain</b> Curator & CEO Envisage Global	22 <sup>nd</sup> September, 2018
8.	Entrepreneurial Journey of Farmizen Promoters	<b>Mr. Shameek Chakravarthy,</b> CEO Farmizen	20 <sup>th</sup> March, 2018

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## Entrepreneurial Trails

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### 1. Entrepreneurship Development Program: 4th January, 2019

Department of MBA and Civil Engineering, DSATM in association with VDM-India on the Move Jointly organized one-day program on “Entrepreneurship Opportunities and Essential Skills” on 4th January 2019 At Seminar Hall, 4th Floor, M-Block, DSATM. The purpose of the program is to promote entrepreneurship spirit among the Students,. The High-Profile Key Note Speaker Shri. C P Radhakrishnan, A Former MP incumbent Chairman Of The Coir Board, GOI shared his valuable thoughts to the participants.



### 2 DCEPI Inauguration by the Chief Guest: Dr. Lakshmi Jagannathan, COO, DERBI-DSI on 25th August, 2018, which was to Promote Entrepreneurship among the students of DSATM.





- 3 DERBI Orientation for Faculty of DSATM conducted by Mr. Natarajan S, Entrepreneur in Residence, DERBI Foundation on 25th August, 2018, which was to Promote Entrepreneurship among the faculty and staff of DSATM



- 4 On **Entrepreneur's Day**, Business Idea Contest, was held where the Chief Guest was Dr. Lakshmi Jagannathan, COO, DERBI-DSI. It was organized on 25<sup>th</sup> August, 2018 adjudged by the Alumni Entrepreneurs of DSATM, to bring the competitive spirit among the student entrepreneurs



- 5 **Rapid Prototyping Seminar** conducted by Mr. Rishab Jain Curator & CEO, Envisage Global on 22<sup>nd</sup> September, 2018 to create Entrepreneurship Awareness among students of DSATM





- 6 Asian Entrepreneurship Boot camp Awareness Program** addressed by Mr.Rishab Jain, Curator & CEO, Envisage Global on 22<sup>nd</sup> September, 2018 to provide International Entrepreneurship Opportunities for students of DSATM.



- 7 PACE Demo Day at DSU, Coordinated by Mr. Natarajan, Entrepreneur in Residence, DERBI Foundation, on 24<sup>th</sup> September, 2018, which was attended by DCEPI Coordinators from DSATM and students from ISE Dept. This was to create Entrepreneurship Awareness.**



- 8. Guest Lecture on Entrepreneurial Journey of Farmizen Promoters on 20-03-2018**



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In order to instil and nurture entrepreneurial mind-set amongst MBA graduates, a guest lecture was organized by the Department of Management Studies inviting Mr. Shameek Chakravarty the CEO of Farmizen as a resource person to share the experiences of entrepreneurship journey of promoters of Farmizen company, a highly successful start-up venture. The inputs shared inspired and ignited the young minds to think in favour of starting their own business lines. It was well received by all the participants