



PIMPRI CHINCHWAD EDUCATION TRUST'S
S. B. PATIL INSTITUTE OF MANAGEMENT
(Research Center)
Workshop
Entrepreneurship Awareness Camp



18th to 20th September 2017

Day 1 of Entrepreneurship Awareness Camp 2017" @ SBPIM

Pimpri Chinchwad Education Trust's S. B. Patil Institute of Management organized three days "Entrepreneurship Awareness Camp" for MBA students. The program was conducted from 18th September 2017 to 20th September 2017. The Program was arranged by Entrepreneurship Development Cell of the SBPIM in collaboration with Maharashtra Centre For Entrepreneurship Development (MCED), Pune. In EAC, 100 students are exposed to different aspects of entrepreneurship, including opportunity guidance, services offered by agencies of support system.



Dr. Daniel Penkar, Director SBPIM welcomed the guests and students for the "Entrepreneurship Awareness Camp". The session was inaugurated by Mr. Suresh Umap, Regional Director-MCED, Mr. Dattatraya Kshirsagar- Joint Project Officer, Mr. Hemant Bhagwat, Dr. Daniel Penkar, Director, along with Dr. Hansraj Thorat – Research Head and Dr. Kirti Dharwadkar – Head Academics of S. B. Patil Institute Management, Nigdi by lighting of lamp.



Dr. Daniel Penkar welcomed the Participants and addressed them with his motivational words. He congratulated our 35 Entrepreneurs Alumnus. He also briefed all students that you can learn true business lesson from unsuccessful entrepreneurs story.. He gave an example of Mr. Vijay Malaya who has created big empire in India and entered into UK market by acquiring UK Company. He motivated all students how to opt for new career opportunities. Given example of Pune based Kirloskar Pump Ltd,Pune where all employees are working not from mind but from heart for the growth of company. He also emphasized on Chinese marketing strategies. He further added that China is the best example as how it captured all over the world market with their products .China manufacturers are not focused on maximum profit, they focus on how to sell more quantities to generate profit in export business. Business Model should be based on the requirements of the market, he shared inspirational stories with students who are willing to start their career as an Entrepreneurs.



Hon. Guest Mr. Suresh Umap, Regional Director-MCED, in his speech on “Entrepreneurship Awareness Camp” guided students about business opportunities we have in this demanding era. Opportunities are always for all human beings who are willing to start any kind of Business. He focused on Entrepreneurship Awareness, governments are ready to help who are willing to start any business.



He appreciated government of India for his skill development initiative. He discussed about all course offered by MCED for the new entrepreneurs. Ability of entrepreneurship should be focus on new target market business opportunities. Project Report Preparation is one of the important aspect of Entrepreneurs, rules & regulations ,tax structure .Covered issues on charms of being entrepreneur ,competence of successful entrepreneurs, Idea generation, project selection criterion & market Survey which was well received & responded by the students.

Mr. Dattatraya Kshirsagar- Joint Project Officer, MCED Pune. guided students about the “Opportunities as Entrepreneurs”. MBA graduates can be good employer don’t focus on getting job after MBA try to find new ideas. Don’t be job seeker build yourself as a Job Creator.

Mr. Hemant Bhagwat, in his talk on “Entrepreneurs Ability”. Ability to identify your qualities, stability is very necessary for consecutive 3 years for getting good results. Job is of 8 hours but Business is of 24 Hours. Spoke to students about the opportunities and asked the students to keep an eye on the surrounding to understand the needs of local community and identify business potential in this area. Shared information how to set up an industry with the help of schemes provided by Government of India. Discussed about various industry where there is an ample opportunities to enter and create huge business with profits.



Hon. Guest Mr G.H.Y Teerandaj, Ex Bankar gave advices to students on Project Financing and documentation required , important aspect for new venture, problem faced by entrepreneurs during initial phase of career, Qualities of entrepreneurs like Positive Attitude, Discipline, 4C’ –Character, Capacity, Capital & Command area. Gave Emphasis on the importance of project report without project report no bank will give you loan. The various financial supports are available to the Entrepreneurs by Government of India.



Day 2 of MBA ENTREPRENEURSHIP AWARENESS CAMP 2017” @ SBPIM

The second day of Program was started by the Hon. Guest Mrs. Tejaswini focused on Marketing Tools & Techniques , Market Survey.

She discussed on Processes of starting Micro, Small & Medium Enterprises ,Business opportunities guidance , Demand supply, SWOT Analysis & PLC. Without market survey we can't attain our objective. Opportunities as a Entrepreneurs in MSEM.

Guest speaker – Mr. Ashok Pattar, Adjunct faculty of Symbiosis International University, Pune & Honorary resource person at national Cyber Defense Research Centre guided students about Entrepreneurship Life Cycle, Challenges for students, Students Traits. He said students qualities can be utilized for becoming an Entrepreneurs .Students



must think out of the box because only academic syllabus is not important to develop your skill, must be problem solving attitude, must update your knowledge on daily basis, and must be aware of technology and IT. Students must learn entrepreneurship life cycle, including idea, opportunities, market Survey, business model, the b-Plan. He said about the importance of Knowledge, Training & Motivation awareness to become successful entrepreneurs. Try to find out your best ideas and work on that with proper market research. He added R-Risk, I-Impact & P-Passion with existing SWOT Analysis (SWOTRI & P) for entrepreneurs. He explained 4 Vertical of students -Self-awareness, defining career roadmap, self-motivation, relating oneself with skillsets/ self-realization to become an entrepreneur.



Day 3 of MBA ENTREPRENEURSHIP AWARENESS CAMP 2017" @ SBPIM

The third day started by Mr. Digamber Sutar, Engineer Entrepreneur started his session with one inspiration story to the budding entrepreneurs (Students) that at any difficult circumstances never say no to anyone in your life. He motivated all students that put every ideas on paper and search for best solution. Always eager to learn new things, accept the truth, analyze every aspects of business opportunities, focus on your ideas don't divert from real path to achieve your desired goal. He said that execution is very important part of any entrepreneurs.

Mr. Hemant Bhagwat motivated all students to show their entrepreneurial skills through creativity & presentation Skill on various topics .He divided students in 10 groups and assigned different topics . All groups have shown their creativity with presentation 3 groups have own the prizes. Finally all Judges declared winners , 3rd prize awarded to Entrepreneurship & Environment, 2nd prize awarded to Women Vs Men Entrepreneurs & now it was very

excitements among participants that who have won 1st prize, undoubtedly it was Smart pen group whose ideas, team participations & presentation was appreciated by the Panels.

All MBA students took active participation in the “Entrepreneurship Awareness Camp” along with all teaching and non-teaching staff of SBPIM. Anchoring was done by Dr. Swapnali Kulkarni, Mrs. Anuradha Phadnis & Mr. Rishikesh Kumar .

Vote of Thanks was given by Dr. Hansraj Thorat, Research Head at S B Patil Institute of Management. The Events successfully ended with the help of all students participants, volunteers, all teaching and non-teaching staff of SBPIM whose true efforts appreciated.



Dr. Daniel Penkar
Director, SBPIM