

**PCET's, S.B.Patil Institute of Management**

**Report on**

**“Entrepreneurship Awareness Camp”**

**In collaboration with**

**Maharashtra Centre for Entrepreneurship Development**

**Dated: 26<sup>th</sup> Sepetember-28<sup>th</sup> September 2018**

Faculty Coordinator- ED Cell: Mr. Rishikesh Kumar.

Audience: SBPIM students and faculty members.

Venue: Seminar Hall

Dated: 26<sup>th</sup> Sepetember-28<sup>th</sup> September 2018

Time: 9 to 5.30 pm

The objective of programme is to spread entrepreneurship awareness to SBPIM students. To provide all information on how to start a business, how to be a successful entrepreneur, business ventures, to experience business challenges and success stories.

**Day1:**

The programme commenced by lighting lamp by the auspicious hands of Dr.Daniel Penkar- Director, Dr.Kirti Dharwadkar- Head Academics and Entrepreneurs, Mr.Ramdas Mane - Chairman, Mane Group of Companies, Mr.Suresh Umap-Regional Director(MCED),Mr.Milind Londhe-Project officer(MCED).



The inaugural speech was delivered by **Dr. Daniel Penkar**, sir as always inspired the audience by his speech full of his experience, knowledge and guidance. He proudly mentioned till now SBPIM have 47 entrepreneurs, such a great achievement of institute and its students. He concluded by a motivating message to all student he tolls pass a message to juniors that they should believe in creating employment rather than looking for employment.



Next speech was by **Mr. Ramdas Mane** -Chairman, Mane Group of Companies, Pune. He initiated by telling his own life story since childhood till present. Also showed a short video biography about himself .What challenges he faced till now to become a great entrepreneur a real motivational speech and experience.



Next speech was by **Mr.Suresh Umap-** Regional Director (MCED).He started with all MCED details like all offices there work in detail and training etc, MCED activities and programs conducted .He explained why to become Entrepreneur? Stated some useful points on how to become and develop good skills for entrepreneur. Entrepreneurship as a career choice and motivation and Qualities of an Entrepreneur.

Next speech was by **Mr.Ashok Pattar** (MCED).He spoke about Business opportunities, and ask students to think out of box (get out of comfort zone) to become a good entrepreneur .A good mind set along with guts to take risk is must he said, he also stated charms of being an entrepreneur i.e Ideas , opportunities, SWOT RIP, Passion etc. His focus was on to survey market ,proper planning, listening for people interest ,preventive model ,No energy dowsing products, auspice etc. His saying was “Every product is a solution” there is no product without any use.

## Day 2:

The programme commenced by felicitating the MCED speaker **Mr.Pandit T.Gawade** (MCED).His spoke on Project financing and Documents required for Banks. He explained ‘why to avail loans’, ‘How to avail loans’, subsidies provided by government, NABARD, SIDBI, privatization, project report. He also explain term like Preliminary information like format for Bank report, Credit link capital subsidy scheme (CLCSS). Technical feasibility like location, land, building /shed, machinery, experience, knowledge, training, raw material, support services, electricity, water, labour, Financial Viability like cost item, finance sources, cash flow of 5years, monthly I/E statements, financial ratios, BC ratio, IRR, repayment program, Terms and Condition of the sanction etc. Useful terms like margin money, insurance, repayment and credit guarantee, security, rate of interest, PLR/BASE/CRR, sanction letter.

The second session commenced by felicitating the MCED speaker **Mr. Sunil Shete** (MCED).He spoke on Role of DIC/KVIB/Bank, Panel discussion, Demand identification, service area approach, NPA .He said don’t withdraw money until three years just reinvest ,also said ‘don’t expect profit or remove shares for three years’, identify calamities convert into opportunities, various fields to gain foreign currency like producing soybean to make Nutrition powder etc. , fixed working capital .His 10 tips are listen to people, don’t insult or point out mistakes, appreciate others achievements, make others comfortable , use encouraging words, talk about ideas not people, keep smiling , dress well & look fresh, communicate to motivate, remain a genuine friend etc. Focus on Quality,Quanity,services,production and preparing a systematic plan.





### Day 3:

Started with felicitating guest speaker **Mr.Subhash Randive**- Dreamers and Doers International .He delivered inspirational speech to advice success in life and also gave a definition about it he said 'even a 1% doubt can impact on your 100% success and then you will fail'. He said that if 'you can sale yourself you can sell anything to anyone' this sentence fits very well for students who wish to enter in marketing sector or to become an entrepreneur in that sector. He also talked about the innerworld of yourself..He also talked about muscle memory i.e subconscious memory.He then conducted a small activity to explain that you can do only one thing at a particular time. Overall he concluded how to face challenges and overcome our weakness to deal with market, food, sleep, breathing, silence peace are main sources to become a powerful personality person. He also talked about importance of marketing .His saying was '*Har patang ko kachre me jaana hai , par uske pahle use asmaan ko chhuna hai....*



Next speaker was **Mr.Hemant Bhagwat** .He explained on 'How to set up SSI Units' which begins with an idea and opportunities available in market an idea need to be filtered through, does it match with market research result, is it viable business proposition in your area, does it match your client needs ,test it out at market place , consult and expertise, lookout for competition in your field, is it sunrise industry, if all is 'yes' then it's your opportunity .He talked about Planning a small business which starts with Project identification which consist of right product, swot analysis, education and training, resource available, resources and location. Then the Market potential like market requirement, new innovation, development desk snap market survey. Then he spoke on how to start a business for that he said you need selection of location, infrastructure, land and building, selection of right manufacturing process, balance plant and machinery, technical, miscellaneous. Then he spoke on contingences like working capital, project cost, financial viability, means of finance also some Government Formalities and Procedure like SSI registration, acquisition of infrastructure facilities, NOC from local authorities, pollution control clearance, constitution of business (pvt or public) .He said focus on Manufacturing of drugs and cosmetic and Manufacturing fruits and vegetables base products, water efficient, power connection, pollution control devices, registration of GST, Agro and food processing, auto components ,biotech ,IT, glass and ceramics, knitwear and garments, leather products, light energy, low cost building material ,pharmaceuticals and chemicals .He also showed us famous personalities and there working companies like Ambani, Tata, Ekta Kapoor, Jain bros , Azim premji, etc.



Next speaker and guest was **Mr.Sachin Gaikwad** he motivated our students. He told that Dr.Hansraj Thorat is his true teacher and inspiratory whom guided him to become an entrepreneur. He said you take an experience at any company which you want to start as a business then start your own. And never expect the



profit for first three years than you will succeed .He always wanted to become an entrepreneur it was his dream .He also added that do only what interest you most.



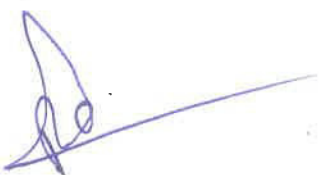
Then concluded with Vote of Thanks by Prof. Rishikesh Kumar. Then there was distribution of MCED certificates by Dr.Kirti Dharwadkar, Mr. Sachin Gaikwad and Mr.Hemant Bhagwat to our SBPIM students. And that ended the 'Entrepreneurship Awareness Camp'.





Report prepared by:

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पुणे । सोमवार, १ ऑक्टोबर २०१८

## उद्योग-व्यवसाय उभारण्यासाठी सूक्ष्म नियोजन आवश्यक : माने

। पिंपरी : प्रतिनिधी

उद्योग-व्यवसाय उभारण्यासाठी वित्तीय संस्था, बँका, शासनाचे नियम व अटी, यासाठी लागणारे मनुष्यबळ, उत्पादित वस्तूची मागणी, विक्रीपश्चात सेवा आणि सधेत टिकण्याची तयारी याबाबत सूक्ष्म नियोजन आवश्यक असल्याचे मार्गदर्शन ज्येष्ठ उद्योजक रामदास माने यांनी केले.

पिंपरी-चिंचवड एज्युकेशन ट्रस्टच्या निगडी येथील एम. बी. पाटील इन्स्टिट्यूट ऑफ मॅनेजमेंट आणि महाराष्ट्र उद्योजकता विकास केंद्र यांच्या संयुक्त विद्यमाने आयोजित उद्योजकता परिचय

शिबिराच्या उद्घाटन प्रसंगी माने बोलत होते. या वेळी उद्योजकता विकास केंद्राचे पुणे विभागीय संचालक सुरेश उमाप, एसबीपीआयएमचे संचालक डॉ. डीनयल पेनकर, प्रकल्प अधिकारी मिलिंद लोढे आदी उपस्थित होते.

डॉ. डीनयल पेनकर म्हणाले, तरुणांनी नोकरी व उद्योग यापैकी एक निवडण्याची जेव्हा वेळ येते तेव्हा उद्योगाची निवड करावी. आज देशाला तरुण उद्योजकांची गरज आहे.

या कार्यक्रमाचे आयोजन पीसीईटीचे अध्यक्ष व माजी आमदार ज्ञानेश्वर लाडगे,

उपाध्यक्षा पद्मा भोसले, सचिव व्ही. एस. काळेभोर, खोजनकर शांताराम गराडे, विश्वमन व माजी मंत्री हर्षवर्धन पाटील, भाईबाबू काडी, कार्यकारी संचालक डॉ. निरोश देसाई यांच्या मार्गदर्शनाखाली करण्यात आले होते. एमसीईडीचे विभागीय संचालक सुरेश उमाप, अशोक पातर, पंडित गावडे, सुनील शेंडे, सुभाष रणदिवे यांनी मार्गदर्शन केले. शिबिराच्या समारोप प्रसंगी यशस्वी उद्योजक सोचन गारकवाड, डॉ. मोती धारवाडेकर आणि हेमंत भागवत उपस्थित होते.

# आज करा आज

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अंक : 186 खूद बदलो! दुनिया बदल जायेगी... पुणे, मंगलवार 2 अक्टूबर 2018.

**उद्यमी बनने उद्योगपति के घर में जन्म लेना जरूरी नहीं : रामदास माने**  
निगड़ी में आयोजित 'उद्योजकता परिचय शिविर' में प्रसिद्ध उद्योगपति ने कहा

पिंपरी, 1 अक्टूबर (आ.प्र.)

विजनेस शुरू करने के लिए वित्तीय सस्या, बैंक, सरकार के नियम व शर्तों, जरूरी कर्मचारी, उत्पादित वस्तुओं की मांग और स्पर्धा में बने रहने की तैयारी को लेकर योजना बनाना जरूरी है. उद्योगपति रामदास माने ने यह मार्गदर्शन किया. उद्यमी बनने के लिए उद्योगपति के घर में पैदा होना जरूरी नहीं है. लेकिन सही समय पर निर्णय लेकर प्रेरानियों का सामना करना आवश्यक है.

पिंपरी-विचवई एजुकेशन ट्रस्ट निगड़ी में एसबी पाटिल इंस्टीट्यूट ऑफ मैनेजमेंट और महाराष्ट्र उद्योजकता विकास केंद्र द्वारा संयुक्त रूप से 'उद्योजकता परिचय शिविर' का आयोजन किया गया था. इसके उद्घाटन के अवसर पर रामदास माने बोल रहे थे. इस दौरान उद्योजकता विकास केंद्र के पुणे विभागीय संचालक सुरेश उमाप, एसबीपीआईएम के संचालक डॉ. डेनियल



निगड़ी स्थित एसबी पाटिल इंस्टीट्यूट ऑफ मैनेजमेंट में आयोजित उद्योजकता परिचय शिविर का उद्घाटन उद्योगपति रामदास माने के हाथों किया गया. इस दौरान दाएं से सुरेश उमाप, मिलिंद लोंडे और डॉ. डेनियल पेनकर उपस्थित थे.

पेनकर, प्रोजेक्ट ऑफिस मिलिंद लोंडे, शांताराम शराडे, ट्रस्टी व पूर्व मंत्री हर्षकरपन पीसीईटी के अध्यक्ष व पूर्व विधायक पाटिल, भाईराम काजी व एक्जीक्यूटिव ज्ञानेश्वर लांडगे, उपाध्यक्ष प्रदुमा मोसले, डायरेक्टर डॉ. निरेश देसाई अदि सचिव वी.एस. कालभोर, कोषाध्यक्ष उपस्थित थे.