

3 Days Entrepreneurship Development programme 2024.

Objective:

- To enhance the entrepreneurial skills and competencies of budding entrepreneurs.
- To help participants validate their business ideas and develop comprehensive business plans.
- To connect budding entrepreneurs with valuable resources and networks.

Benefits:

- Participants got an opportunity to enhance the entrepreneurial skills and competencies.
- Participants understood how to validate their business ideas and develop comprehensive business plans.
- Participants gain opportunities to connect with valuable resources and networks.

Description: The PTVAIM's COEI organised a three-day Entrepreneurship Development Program 2024, on the 20th, 23rd, and 24th of January, as part of the Wings2Vision 2024 Business Plan Competition. The event saw attendance from 94 participants representing different colleges who actively engaged in the program across all three days.

Report on Entrepreneurship Development Programme 2024.


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The 3-day Entrepreneurship Development Programme included three training sessions: a session on Business Model Canvas, a session on Cost Revenue Model, and a session on Articulation of Business Idea.

On January 20th, 2024, Mr. Manoj Sathe, Country Head of Ixight Technologies Private Limited, conducted the session on Business Model Canvas. He began by explaining fundamental concepts related to innovation and entrepreneurship, discussed the essential factors to consider in business, introduced the concept of the business model canvas, explained how to create one for participants' own ventures, and highlighted its benefits. The session was highly interactive, with all participants actively engaging in discussions and activities.

On January 23rd, 2024, a session focusing on the Articulation of Business Ideas was held, featuring Mr. Uday Wankawala, Chief Executive Officer of AIC-Rambhau Mhalgi Prabodhini Foundation, as the speaker. During the session, he elaborated on the essential elements that form a strong business proposal. He emphasized the significance of presenting business





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concepts with clarity, coherence, and conciseness. Moreover, he shared strategies for effectively communicating the value proposition to stakeholders and potential investors. Towards the end, he encouraged participants to either share their own business ideas or articulate their existing ones in front of the group.

On January 24th, 2024, a session focused on the cost revenue model was conducted, with CMA Sarvottam Rege, a member of PTVAIM's IIC, who is also a Professional, Mentor, and Academician with an Industry-Oriented Approach, serving as the speaker. During his session, he emphasized the critical role of the cost revenue model in business operations. He began by covering fundamental costing concepts crucial for businesses. Additionally, he created cost revenue models for the business ideas of two participants. He provided everyone with a basic cost revenue model Excel sheet and thoroughly explained each component during the session.

At the conclusion of the three-day Entrepreneurship Development programme, all participants acquired knowledge about fundamental business concepts, business strategies, and more. They gained insights into validating their business ideas and creating detailed business plans. Additionally, participants had the chance to connect with valuable resources and networks, opening opportunities for growth and collaboration.




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