

**MAULANA AZAD COLLEGE OF ARTS,
SCIENCE AND COMMERCE,
RAUZA BAGH
AURANGABAD**



**DEPARTMENT OF COMMERCE & MGT.SCIENCE
IN COLLABORATION WITH MCED
ORGANIZED**

TEN WEEKS

**ENTREPRENEURSHIP SKILL DEVELOPMENT
PROGRAMME**

:Speakers:

1. Mr. Praful Wakale- Proprietor
MCED
2. Mr. Sudam Thote- MCED
3. Mr.B.V.Rathod- Ex Commissioner
In Industries Department, Mumbai
4. Mr.Amol Bhalerao- Director, Hi-
Soft Technology
5. Mr.Kiran Chabukswar- Director,
Cromasoft, Aurangabad
6. Mr.Sudam Nalawade-Regional
officer,MCED,Aurangabad
7. Mr.Kailas Pawar- Director, Krishi
Kalyan Biotech, Aurangabad
8. Mr.Anil Waghmare-District
Manger, KVIB, Jalna & Abad

:Speakers:

**9. Mr.Yogeshkumar Dafade- AMT
trainer, MCED**

10. CA Rupesh Gandhi

**11. Mr.Vijay Deshpande- Certified
ISO officer**

12. CA Annanya Thakar

**13. Dr.Jagdev Kalyankar- Rtd
Senior Manager, Maharashtra
Gramin bank, Aurangabad**

**Date: 29th September to 19th
January 2019**

Time: 11.00 am to 4.00 pm

**Venue: Dr.Rafiq Zakaria Centre for
Higher Learning**

Highlights of the Programme:

- **Basics of entrepreneurship**
- **Entrepreneurial behaviour and spirit**
- **Business opportunities**

Organizing committee:

- **Dr. Razaullah Khan, I/C Principal, Maulana Azad College of Arts, Science and Commerce, Aurangabad**
- **Dr. Aditi Bhattacharya, IQAC, Co-Ordinator, Maulana Azad College of Arts, Science and Commerce, Aurangabad**
- **MCED team**
- **Dr. Aparna Saraf- Co-Ordinator of the Programme**
- **Mr. Amanullah Khan**



DR. RAFIQ ZAKARIA CAMPUS
MAULANA AZAD COLLEGE OF ARTS, SCIENCE & COMMERCE
Aurangabad

A REPORT ON

TEN WEEKS (40 HOURS)

ENTREPRENEURSHIP SKILL DEVELOPMENT PROGRAMME

(Under CPE Skill Development Scheme)





From the Principal's Desk

Today we are in the era of knowledge economy. This has led to expansion of horizon of higher education. It thus necessitates shaping human resource potentials of the country for effective contribution to the national development. The demographic dividend, on which India boasts at large, needs to be duly channelized.

The Founder President of Maulana Azad Education Society Late Dr.Rafiq Zakaria and his fervent wife Padmashri Honourable Madam Fatma Rafiq Zakaria, President of Maulana Azad Education Society has maintained the vision of inclusive education empowering youth to explore dynamic domains for self reliance.

At Maulana Azad College we firmly believe that students have tremendous potential and talent stored within them. It is the higher education agencies that need to play a vital role in harnessing this talent and shaping their minds to make them stand strong in the outside world. On one hand opportunities for higher education and avenues of employment are targetting the professionally qualified youth and on the other hand the challenges are also big and tough enough to frustrate the youth in the path of progress. The increasing rate of unemployment gives an urgent call for remedial course of action. Here, Entrepreneurship emerges as more of a need than merely a career option.

I am delighted that the college successfully conducted the Ten Weeks (40 Hours) Entrepreneurship Skill Development Programme (Under CPE-Skill Development Scheme) in collaboration with Maharashtra Centre for Entrepreneurship Development. Plutarch has rightly said that "The mind is not a vessel to be filled, but a fire to be kindled." I assume that this unique and customized EDP-model has left the students ignited. I congratulate the staff and students who have made this EDP a success. My best wishes to the students for their bright and successful entrepreneurial careers...

*Dr.Mohd.Razaullah Khan
I/c Principal*



Entrepreneurs are about turning what excites you in life into capital, so that you can do more of it and move forward with it.
-Richard Branson

Acknowledgement

A deep sense of gratitude is expressed towards Late Dr.Rafiq Zakaria Sir, Founder President, Maulana Azad Education Society and Padmashri Honourable Madam Fatma Rafiq Zakaria, President, Maulana Azad Education Society, Aurangabad for providing state of art infrastructure and igniting the urge of excellence within everyone on the campus. The encouragement received from respected members of Management Committee of the trust is appreciated.

Sincere thanks to Dr.M.Razaullah Khan, I/c Principal, Maulana Azad College of Arts, Science & Commerce for conceiving and initiating this unique model of Entrepreneurship Skill Development Programme.

Dr.Gulam Rabbani, Director, Dr.Rafiq Zakaria Centre for Higher Learning & Advanced Research, Aurangabad is also thanked for extending support through this journey.

The entire team from MCED comprising of Mr.Sudam Nalawade, Regional Officer, MCED, Aurangabad, various resource persons and experts in various fields, Mr. Pawar, Mrs. Meera Kolhe, are also thanked for their valuable contributions.

The painstaking efforts put in by Mr.Amanullah Khan, Computer Operator, Dept. of Commerce & Mgt. Science, and Mr.Mohd.Mustafa, Non-teaching staff, Dept. of Commerce & Mgt. Science, are duly acknowledged.

The teaching staff and Non-Teaching staff, Dept. of Commerce & Mgt. Science, Maulana Azad College of Arts, Science & Commerce, Aurangabad is also thanked for their whole hearted support and cooperation through these ten weeks.

Last but not the least the participation of all students, which made this EDP a memorable event, is highly appreciated and they are wished all the best for a bright future...

Dr.Aparna Saraf
EDP Coordinator

WEEK	SESSION	TOPIC	RESOURCE PERSON
I	Morning	Inauguration Programme	By I/c Principal & MCED Regional Officer
	Evening	Interactive session with Successful Entrepreneur	Mr.Praful Wakle, Proprietor, Marathwada Paper Products, Aurangabad.
II	Morning	Experience Sharing by a Successful Entrepreneur	Mr.Prafull Wakle
	Evening	<u>Qualities of Entrepreneurs</u>	Mr.Sudam Thote, HOD, Coordination Department, MCED.
III	Morning	<u>Search for Business Opportunities</u>	Mr.B.V,Rathod, Ex.Additional Commissioner in Industries Dept., Mumbai.
	Evening	<u>e-Marketing & e-Commerce</u>	Mr.Amol Bhalerao, Director, Hi- Soft Technology & Mr.Kiran Chabukswar, Director Cromasoft, Aurangabad
IV	Morning	Financing Schemes, Loan Procedures & MUDRA loan	Mr.Arvind Kulkarni, Retd.Officer, State Bank of India, Director, CG-CAP Educational Foundation
	Evening	Selection of Business Opportunities	Mr.Sudam Nalawade, Regional Officer, MCED, Aurangabad

V	Morning	Story of a Successful Entrepreneur	Mr.Kailas Pawar, Director, Krishi Kalyan Bio-Tech, Aurangabad
	Evening	Role of KVIB-Schemes & Support to Rural Industries	Mr.Anil Waghmare, District Manager, KVIB, Jalna & Aurangabad.
VI	Morning	ACHIEVEMENT MOTIVATION TRAINING (AMT)	Mr.Yogeshkumar Dafade, AMT Trainer, MCED
	Evening		
VII	Morning	GST & Tax Schemes in India	CA Rupesh Gandhi
	Evening	ISO & Food Quality Certification	Mr.Vijay Deshpande, Certified ISO Auditor
VIII	Morning	Industrial Visit	MCED team and college staff
	Evening		
IX	Morning	Project Report Preparation	CA Anannya Thakar
	Evening	hypothetical illustration of a project report on bakery products	Thakar Madam
X	Morning	Sick Units	Mr.Sudam Nalawade
	Evening	Interviews on Project Report	Dr.Jagdev Kalyankar, Retd. Senior Manager, Maharashtra Gramin Bank, Aurangabad



INTRODUCTION

The college established an Entrepreneurship Development Cell in the year 2013-14. The Entrepreneurship Development Cell (EDC) was initiated with a vision to orient, equip and promote entrepreneurship amongst the students. The cell strives to transform the job seekers into job providers. The cell has been conducting various activities like orientation workshops, skill development sessions, guest lectures in the interests of the students.

A step towards strengthening the cell, the College entered into a MOU with the Maharashtra Centre for Entrepreneurship Development, Aurangabad for organising ten weeks (40 hours) Entrepreneurship Skill Development Programme on 19th September 2018. This programme was a customized model designed largely as per the needs of the participants.

The EDP was spread over ten weeks from 29th September 2018 to 19th January 2019. The EDP was organized by the initiatives of Dr.Mohd.Razaullah Khan, I/c Principal, Maulana Azad College. Dr.Aparna Saraf was the Coordinator for the programme. Based on a selection test and selection interview forty aspiring students from various faculties were shortlisted for the EDP. These students actively participated in the programme.

All the sessions were systematically arranged keeping in mind the need of the participants.

OBJECTIVES

The EDP was organized to achieve the following objectives:

- a. To equip the participants with knowledge of entrepreneurship.
- b. To inculcate the spirit of enterprise and high achievement.
- c. To train the participants for enterprise building.

The details of sessions conducted are summarized in following pages of the report.

Week-I: 29/09/2018

Session-1: Inauguration & Entrepreneurship: A Career Choice

The inauguration programme of EDP was held on 29th September 2018. Mr.S.G.Nalawade Regional Officer, MCED, Aurangabad was the Chief Guest of the programme. In his speech Mr.Nalawade stated that he was delighted to administer this unique model of EDP spread over ten weeks for college students. He stated that it was for the first time in the history of MCED that such a customized and strong EDP was being organized by any academic institution. He also mentioned the important role played by Dr.Rafiq Zakaria in industrial development of Marathwada. The Guest speaker Mr.K.A.Ambhore, Project Officer, MCED, Aurangabad briefed the students about entrepreneurship as a lucrative career option. The programme was presided over by Dr.Mohd.Razaullah Khan, I/c Principal, Maulana Azad College, Aurangabad. He elucidated the strong vision of the founder President of the institution, late Dr.Rafiq Zakaria, of channelizing the potential of Marathwada into sound entrepreneurship. He stated that Dr.Zakaria was the pioneer in establishment and development of industrial areas in Aurangabad. He opined that the college strongly believed that such a programme can concretize the dream of Dr.Rafiq Zakaria.

The inaugural programme was followed by the first session of EDP. Mr.Sudam Nalawade was the resource person for the EDP. He spoke on Entrepreneurship as a Career Choice & Motivation. He briefed the participants about the need for self employment and provided positive motivation for participating in the EDP. The benefits of becoming an entrepreneur were also summarized by Mr.Nalawade.

Session-2: Experience Sharing by a Successful Entrepreneur

The second session was conducted by Mr.Prafull Wakle , Proprietor, Marathwada Paper Products, Aurangabad. Mr.Wakle shared his entrepreneurial journey with the participants. He effectively elaborated on various hurdles that he encountered and how he overcame them through his entrepreneurial venture. The participants actively participated in the question-answer session and got their doubts cleared.



WEEK II: 06/10/2018

Session-3: Qualities of Entrepreneurs

The third session was arranged on topic 'Qualities of Entrepreneurs'. The resource person was Mr.Sudam Thote, HOD, Coordination Department, MCED. Sir began his session with basic conceptual deliberations about entrepreneurship. He effectively explained various qualities which transform a common man into an entrepreneur. He also delved upon the misconceptions about entrepreneurs. Various real life situations and examples made the session a joyful experience for the participants. The participants too engaged themselves actively in the question answer session.

Session-4: Personality Development & Individual Change

The session on 'Personality Development & Individual Change' was conducted by Mr.D.P.Bhingardeo, Dep. Director, MCED. The session began with an interactive dialogue between the participants and the resource person. Various dimensions of personality and it's development were discussed with utter lucidity. Sir presented a real life situation and made the students enact the same. Using a participative model of delivery, sir gradually made the students understand how one needs to understand his/her personality traits. He also effortlessly made the participants realize that personality traits can be changed, modified and inculcated over the period of time. At the end of the session the participants were enlightened about how their personalities would help them in realizing their business dreams.



WEEK III: 03/11/2018

Session 5: Search for Business Opportunities

The third week began with developing an understanding for the search for business opportunities among the participants. The session was conducted by Mr.B.V,Rathod, Ex.Additional Commissioner in Industries Dept., Mumbai. Sir elaborated on various sources of business ideas. He also briefed the participants about the methodologies for analysis of the business ideas.

He shared his rich experience regarding the impact of choice of business idea on it's sustainability. He equipped the students with various tools and techniques for analyzing the business ideas.

Session 6: e-Marketing & e-Commerce

The afternoon session of the third week was based on e-Marketing & e-Commerce. Mr.Amol Bhalerao, Director, Hi-Soft Technology & Mr.Kiran Chabukswar, Director Cromasoft, Aurangabad were the resource persons. They together dealt with various means of e-Marketing. The entry of digital media in the field of marketing has changed the face of marketing activities. The modern era of marketing is largely through electronic means. May it be social media, social networks or websites. There are various ways to explore the new means of marketing of products and services. Mr.Bhalerao opined that an increasing trend in effectiveness of digital marketing is witnessed in the modern day organisations.

Mr.Chabukswar focused on various e-commerce opportunities. He elaborated on the various means like you-tube, facebook, writing of blog which can work as a source of earning for the students. Students were benefitted with the information about new arenas of the virtual world.



WEEK IV: 01/12/2018

Session 7: Financing Schemes, Loan Procedures & MUDRA loan

Mr. Arvind Kulkarni, Retd. Officer, State Bank of India, Director, CG-CAP Educational Foundation was the resource person for the morning session. He dealt with various financing schemes provided by banks. He said that finance is the life blood of any and every business. Every entrepreneur should be careful about his finances and their management. He also delved into the minute differences between fixed and working capital and their proper management. He also detailed the procedure for loan application & sanction adopted by various banks.

Sir also probed into the details of MUDRA loan scheme initiated by Government of India. He provided insights of the loan features, its categories and procedures.

Students were benefitted from

Session 8: Selection of Business Opportunities

The generation of business ideas forms to be the preliminary work for undertaking business venture. However, it doesn't end there. Post generation of business idea another equally important task of selection of business opportunity needs to be carried out with due diligence. Mr. Sudam Nalawade, Regional Officer, MCED, Aurangabad delved into this important aspect. He came up with the significance of selection of business idea. He stated that this selection should be based on various parameters. He introduced the concept of feasibility study to the students. He explained how a business idea is tested and verified against financial, technological, legal and socio-economic feasibilities.

He also laid emphasis on conduct of SWOT analysis of the business idea as well as the prospective entrepreneur. He elaborated at length on SWOT analysis as well. He also provided insights into the various business opportunities available for students in Marathwada industrial area.

The session was very useful for the participants as it acquainted them with two important aspects related to selection of business opportunities.



WEEK V: 08/12/2018

Session 9: Story of a Successful Entrepreneur

The fifth week started with interaction of the students with a successful entrepreneur. Mr.Kailas Pawar, Director, Krishi Kalyan Bio-Tech, Aurangabad delivered an enriching talk. He briefly summarized his journey towards becoming a successful entrepreneur. He also shared the phases in his business building.

He stated that fear of fall is the biggest barrier for any entrepreneur. It is necessary to make informed and logical decisions in the process of becoming an entrepreneur. He educated the students about various barriers faced by him at different phases of setting up of his business.

He emphasized on hardwork and persistent efforts as the keys to success. Students interacted with him by voicing various queries. Mr.Pawar connected very well with the students and satisfied their queries.

Session 10: Role of KVIB-Schemes & Support to Rural Industries

The afternoon session of fifth week provided for financing information to the participants. The session was engaged by Mr.Anil Waghmare, District Manager, KVIB, Jalna & Aurangabad. Mr.Waghmare presented the role of Khadi and Village Industries Board in the development of khadi and village industries. He briefed the students about the objectives as well as the scope of operation of KVIB. He discussed various schemes run by KVIB. The need for such schemes in industrially developing areas like Marathwada was strongly emphasized by him.

He stated that KVIB worked mainly to encourage, develop and regulate the Khadi and Village industries. He also asked the participants to identify the rich untapped potential of rural areas. It is necessary to bring these resources into use for balanced regional growth.

The student participants understood the potential and scope for industrialization in rural areas. They were also equipped with various financial as well as other assistances provided by KVIB.



WEEK VI: 14/12/2018 & 15/12/2018

Session 11, 12, 13, 14: ACHIEVEMENT MOTIVATION TRAINING (AMT)

The Entrepreneurship Skill Development Programme of MCED has the Achievement Motivation Training at its heart. The institute has a fleet of qualified trainers who have attended various training programmes by reputed institutes like EDII, Ahmedabad as well as NIESBUD, Hyderabad.

Mr. Yogeshkumar Dafade, AMT Trainer, MCED conducted the two day Achievement Motivation training spread over four sessions. The AMT began with an informal introduction of the student participants. Mr. Dafade then took the students to open arena and carried out a couple of self analysis as well as group interaction activities. He tried to remove the mindblocks of the students by administering meditation exercises.

The AMT further witnessed execution of activities that could help understand the risk bearing abilities of the student participants. He made the participants interact and speak of various aspects that would lead to their motivation. The students were given an exercise book based on self analysis to be filled in for discussion on the next day.

The second day of AMT again began with meditation exercise. The students were then mixed and grouped to play certain games. They were also given the task of performing street plays on various topics of social relevance. This all led to increasing cohesion among the students. The students gradually opened up and became more friendly with each other. They understood group dynamics.

In the last session of AMT, various classroom activities were undertaken. The students were given an hypothetical situation to enact in groups. This led to training them in modifying their perception as well as beliefs and values. The AMT aimed to develop entrepreneurial behaviour which would help the participants in effective enterprise launching and management. The students enjoyed the two days extensive Achievement Motivation Training.



WEEK VII: 22/12/2018

Session 15: GST & Tax Schemes in India

The taxation policies that apply to businesses are of remarkable significance for sustenance of businesses. However, it is largely observed that young entrepreneurs are not well equipped with the basics of taxation. Hence a session was organized on GST & Tax schemes in India. CA Rupesh Gandhi engaged the resourceful session. He dealt in depth with the taxation structure adopted in India. He also explained the tax exemptions available for businesses in their various phases of life cycle.

The recently introduced Goods & Services Tax was also discussed at length. He explained features of GST and also delved in it's scope. He detailed the application of GST to various categories of businesses. The proper understanding of various amendments of GST was laid stress upon by Mr.Gandhi.

Students asked a lot of queries about GST and it's application. They were very well attended by the resource person.

Session 16: ISO & Food Quality Certification

The modern day industries need to have their systems certified to enhance their operational scope. Hence the concept of getting certified with International Organisation for Standardisation is becoming a necessity today. Furthermore, the industrial area of Marathwada finds a substantial domination of food industries. It thus became necessary to acquaint the students with ISO as well as food certification. These two important aspects were dealt with by Mr.Vijay Deshpande, Certified ISO Auditor who had a rich experience with food industries.

Mr.Deshpande explained the concept of quality standards. He then took the students on a journey of evolution of ISO. He also putforth the statistics about countries and industries using ISO certifications. He discussed the relevance of ISO certification. He also briefed the procedure to be followed for acquiring ISO certification. Special emphasais was laid on ISO-9001 and ISO-14000.

The benefits of having being an ISO certified unit were also emphasized. He also



informed the students about the Certification fee reimbursement scheme run by the Central Government of India.

The session also delved into the necessity and relevance of certification in food industry. The procedure for food quality certification was described in a lucid manner by the resource person. He detailed about the ISO standards pertaining to food industry. The participants were very inquisitive and asked many queries to Mr.Deshpande which he ably answered.





WEEK VIII: 29/12/2018

Session 17 & 18: Industrial Visit

The effectiveness of EDP can be maintained by providing practical insights to the participants. Hence an Industrial Visit of the participants was arranged on 29th December 2018. The visit had thirty seven students accompanied by teachers Dr.H.K.Makeen, Dr.Aparna Saraf, Ms.Lubna Siddiqui and non-teaching staff Mr.Amanullah Khan and Mr.Mustafa. Mrs.Meera Kolhe and Mr.Pawar from MCED also came along the visit.

It was decided to visit various industries in both Chikalthana and Waluj industrial areas of Aurangabad. The students were taken to the following industries:

a. CIPET: Central Institute of Plastics Engineering & Technology (CIPET)

The industrial visit began with visit to the Aurangabad branch of CIPET. It is a centre for Skilling and Technical Support(CSTS). Located in the MIDC Industrial area, Chikalthana the centre hosts a well developed training institute also. The students were briefed by Mr.Mayur from the Administration department.

After a brief introduction about CIPET the students were given to witness the huge automated sections of plastic moulding. The well equipped tool room of CIPET had Universal Lathe machines, Milling & boring machines, HAAS USA make Turning machine and many more. Various CNC machines used for different skilled jobs were shown to the students. The calibration services extended by CIPET were also shown to the students.

The students were mesmerized to see the state of the art plastic moulding facilities at CIPET.

b. Marathwada Paper, Chikalthana

After a satisfying visit at CIPET the next industry was a paper industry located in close vicinity; in Chikalthana MIDC area. It was the Marathwada Paper industry owned by Mr.Prafull Wakle. Wakle sir was personally present and attended the visit. He introduced the students to manufacturing process undertaken for various paper products like files, folders, book covers etc. The unit was having a blend of manual and automated processes.



Mr. Wakle lucidly acquainted the students with the importance of decision making in success of entrepreneurs. He also elaborated upon the future of paper products. The concept of clusters in industry was introduced to the students.

The students were happy to visit the unit.

c. Jain Spices and Agro Products India Private Ltd, Shendra

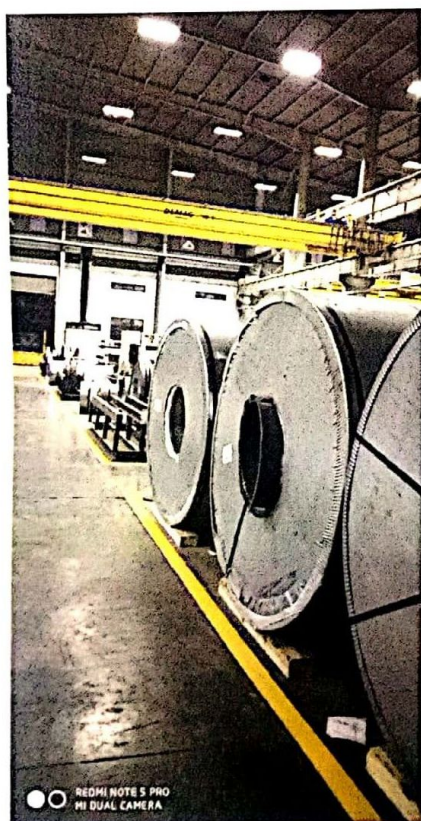
From the Chikalthana Industrial area the visit explored the Star MIDC Industrial area located at Shendra, Aurangabad. The students were taken to Jain Spices and Agro Products India Pvt.Ltd. The plant is one of the renowned units in the food industry not only of Aurangabad but entire Maharashtra state. With a capital of more than 400 lakhs Jain spices are dealing in pickles, spices and instant mixes. They manufacture a host of products under the brand name of Ravi. Their spices and pickles are also exported to various nations.

The unit was ISO certified. At Jain Spices they followed the hygiene standards to optimal extent. The students were made to wear aprons, masks and caps to visit the plant. The administration executive attended the students in batches. They were shown the process of pickle making, storing, packaging and dispatch. The students were also taken to the testing lab of the said plant. The procedure of batch testing was explained to the students.

The efforts put in by the Jain family in maintaining the tagline of 'Swad Hamara Vishwas Tumhara' of Ravi masale was truly witnessed through this visit.

d. Marathwada Auto Cluster, Waluj

After having lunch at the premises of Jain Spices & Agro products, the visit directed to Marathwada Auto Cluster at Waluj MIDC. It is a state of the art Common Infrastructure Facility at Waluj industrial area of MIDC in Aurangabad. This cluster was formed mainly to improve the global competitiveness of the industrial units in Marathwada, through manufacturing



excellence and insuring sustainable growth through collective wisdom and result oriented efforts.

The cluster has to it's credit high precision machines from various foreign brands like MAZAK, Mitutoyo, Okuma etc. to carry out tasks like cutting, slitting, rounding, turning and many more. Huge rolls of metal sheets were cut with sheer precision with the help of machines.

This cluster is a dream come true for the industries of Marathwada. The entire project costs more than 81 crores of which the industry contribution is around 12.24 crores. It is an initiative taken together by leading industrialist of Aurangabad like Endurance, Varroc, Grind Master, Nirlep, Expert Global and others. The Chamber of Marathwada Industries and Agriculture (CMIA), Aurangabad collaborated with the Central and State Government and raised the necessary funds for the establishment of the cluster.

The students got good exposure to various technology oriented , state of the art processes. They witnessed a well developed facility centre as an outcome of efforts partnered by the Government and Industry. This also presented a glimpse of the promising scope for business in Marathwada.

The visit came to an end after reaching the campus of Maulana Azad College. Students were very happy and enriched with the practical exposure they received. The Industrial visit was a grand success with the cumulative efforts of the teaching, non-teaching staff and students.



WEEK IX: 05/01/2019

Session 19 & 20: Project Report Preparation

CA Anannya Thakar was the resource person for this session. She introduced the concept and importance of a project report. She highlighted the fact that majority budding entrepreneurs face failures due to lack of know-how about preparing a project report. Project report is the foundation of any business activity. It infact decides the entire feasibility of the enterprise.

She further deliberated in detail the contents of a project report. The relevance of contents of the Project report were explained in sequence. The necessity to give a proper thought to the business activity was stressed by her. Right from the name of the unit to the various sources of factors of production; every aspect was minutely discussed. She also explained the concept of Break-Even Analysis, Break Even Point with the help of a real life example.

In the next session a hypothetical illustration of a project report on bakery products was administered to the participants. Thakar madam delved into various key relationships in the contents of the Project Report. She provided a hands-on experience to the participants about preparation of a Project Report. At the end of the session blank formats of Project Reports were given to the students and they were asked to prepare their own Project Reports based on which interviews would be conducted in the next session.



WEEK X: 19/01/2019

Session 21: Sick Units

Mr.Sudam Nalawade sir introduced the concept of sick units to the students. He deliberated on various factors that lead to sickness in industries. The statistics of sickness of industries in Marathwada was also putforth. The intensity and impact of sickness was expressed through facts and figures.

He also acquainted the students with the hazards associated with sick units. He emphasized on knowledge of business cycle, market study and proper financial management for prevention from becoming a sick unit.

The legal provisions related to sick units were also discussed. Students were inquisitive to know about acquisition procedure of sick units. This clearly reflected their increasing interest in becoming entrepreneurs of tomorrow.

Session 22: Interviews on Project Report

The effectiveness of EDP needs to be tested. This was done by exposing the students to interviews on presenting their Project Reports. As stated earlier blank formats of Project reports were supplied to the participants. They were required to choose their prospective business idea and prepare a project report in the given format. Further, they were asked to prepare well for presenting their project report to hypothetical financiers. The interview schedule was arranged on 19th January, 2019. Dr.Jagdev Kalyankar, Retd. Senior Manager, Maharashtra Gramin Bank, Aurangabad was invited to conduct interviews of the students. Sir, with his rich experience as financier ably handled the interviews.

All students came equipped for the interview. The students had studied well on their business idea. The project reports prepared by the students were based on proper market surveys and research. The students also had derived profitability of their projects.

Dr.Kalyankar interviewed the participants and probed their business proposals on various parameters like scope, feasibility and profitability. The extent of employment



generation by the projects was also analysed. He also gave his valuable inputs on the shortcomings of certain projects.

The extensive EDP came to an end with these interviews. The students were happy to undergo the process of studying markets, consumers and selecting their business idea. Further they also experienced the stress of presenting their projects to representatives of financing agencies. The skills of convincing and negotiating were thus inculcated within the participating students.....

The ten weeks EDP concluded on 28th February, 2019 with well organized valedictory function presided by Dr. M. Razullah Khan, I/c Principal, Maulana Azad College. Mr. Dharmendra Sisodiya, Director, Devgiri Rubber Cluster, Aurangabad was the Chief Guest. Mr. D.P. Bhingardeo, Dep. Director, MCED and Mr. Sudam Nalawade, Regional Officer, MCED also graced the programme. Students were awarded certificates and their participation was acknowledged by both Maulana Azad College and MCED, Aurangabad. The valedictory programme was followed by luncheon arranged for participants.





Feedback:

In order to understand the effectiveness of the programme, a questionnaire was given to all the participants to be filled in at the end of the EDP. An attempt was made to identify if the participants wanted any modifications in the programme. An overall excellent rating was given by the participant students.

Programme Outcomes:

1. The participant students were well acquainted with basics of entrepreneurship.
2. The entrepreneurial behaviour and spirit was duly understood by the students.
3. Field visits and games are effective approaches.
4. The students were quiet introvert in the initial sessions. But by the end of the EDP, there seemed to be greater understanding of each other as well as better participation in EDP sessions.
5. The increase in attentiveness of the participants is well appreciated.

Learnings:

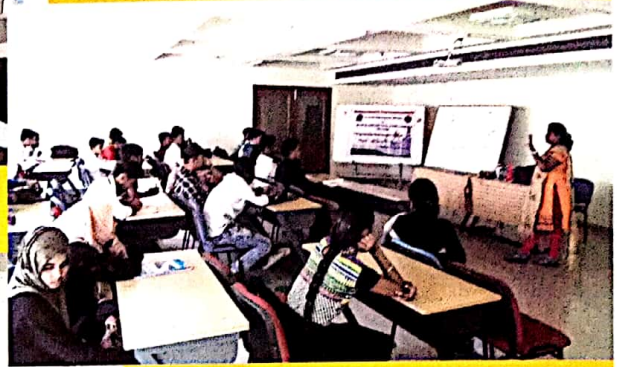
1. The participant students enjoyed the process of understanding entrepreneurship.
2. Some of them have committed to set up their own ventures.
3. It was observed from the feedback of participants that the duration of EDP could be increased to make it more effective.
4. The students also stated in their feedback that few more field visits should be arranged for getting real life experiences.
5. Greater use of audio visual aids by MCED resource persons can improve the quality and impact of EDP.
6. More exposure to domestic business opportunities should be given.



List of students participated in Entrepreneurship Skill Development Programme

Sr. No	Name of Candidate	Class
1	AHEMAD WASEEM ASHFAQUE	BBA III Yr
2	AKASH GAUTAM	B.Com. II Yr
3	AKBAR ALI	B.Com. II Yr
4	ALBAJ AHMED SHAIKH	BBA II Yr
5	ALTAF AYYUB SHAIKH	B.Com. II Yr
6	ATHARVA KULKARNI	B.Com. I Yr
7	FAIJAN MD. USMAN SHAIKH	B.Com. II Yr
8	HARMEHAR SINGH OBEROI	BBA I Yr
9	HASHMI MUQTADIR	BCS III Yr
10	HASHMI SAFA SAMEEN	B.Com. I Yr
11	KHAN MEHMOOD AZHAR	B.Com. I Yr
12	MD. SHEHBAZ	B.C.A III Y
13	MOHAMMED ABDUL MUJEEB	B.Com. I Yr
14	MOHD. RASHED ALI	BBA III Yr
15	MOHD. SUMAIR ALI	BBA II Yr
16	MUDASSIR A. QURAISHI	BBA III Yr
17	NARAYAN BHAGWAN PAWAR	BBA III Yr
18	NUMAN KHAN	BBA I Yr
19	PATHAN AMAAN KHAN	BBA II Yr
20	QURAISHI ARBAZ AYYUB	BBA III Yr
21	RUSHIKESH CHAUDHARI	B.Com. II Y
22	SAGAR JADHAV	BBA I Y
23	SHAIKH ABU SAAD	B.C.A III Y
24	SHAIKH BILAL	BBA III Yr
25	SHAIKH IMRAN	BBA I Yr
26	SHAIKH MINHAJUDDIN	B.Com II Yr
27	SHAIKH RESHMA	BBA IYr
28	SHAIKH RIZWAN SK. AB. SALAM	B.Com. I Yr
29	SHAIKH TAHA	BCS III Yr
30	SHAIKH TAREKH IBRAHIM	B.Com. II Yr
31	SHAIKH UMAIR	B.C.A III Yr
32	SHAIKH ZARQA	B.Com. I Yr
33	SHRUTIKA SHANTILAL PUSE	B.Com. I Yr
34	SIDDIQUI RAMSHA	B.Com. I Yr
35	SONAVANE KISHOR K	BBA III Yr
36	SUFIYAN WASIF SK.	BBA III Yr
37	TEJASVINI P. NIMBHORE	B.Sc. I Yr
38	USARE SHIVA PRAKASH	B.Com. II Y
39	ZAHID AH MIR	BBA II Yr
40	ZISHAN MD. USMAN SHAIKH	B.Com. II Yr







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