



POORNIMA
COLLEGE OF ENGINEERING

Report on SAKSHAM~2K15

An Entrepreneurship Week Program

Sunil Gupta

20 March 2015

SAKSHAM~2K15

An Entrepreneurship Week program “SAKSHAM~2K15” was celebrated by Entrepreneurship Development Cell of Poornima College of Engineering to let students understand the benefits of Entrepreneurship and motivate, improve entrepreneurship skills. This was a four day program equipped with plethora of entrepreneurship activities. Total 183 students of all the branches of higher classes participated in the program with lot of zeal and enthusiasm. The Program was inaugurated by Dr.Om Prakash Sharma, Director, Poornima College of Engineering and Dr.K.K.S.Bhatia, President Poornima University. In the Program Shri Sanjay Agarwal, Shri Tarseem Narang, Shri Avinash Dubey, Shri Trilok Saini all well established and known entrepreneurs interacted with students and answered their curiosities about being an entrepreneur.

Fact File

Venue: **CG-05(former NG-01)**
Duration: **17th March, 2015 to 20th March, 2015**
Faculty Members: **07 Faculty Members**
183 Students Participated



Rajasthan Patrika: 18-March-2015

Activities

Meet to an Entrepreneur (E-Talk)	5 Entrepreneurs with technical background, average. 200 employees or more then Rs.100 crore turnovers.
Video Lecture	8 video Lectures on Entrepreneur related topics.
Workshop on Idea Generation	2 workshops on Idea generation and Making B-Plan.
Poster Competition	Business Model Canvas was made by students.
Competition on making B-Plan	B-Plans were made and presented.
Rs.100 venture competition	All Students participated with zeal.
Presentations of winners	Winners presented their strategy and outcome.



Q-Sheet of E-Week

ENTREPRENEURSHIP DEVELOPMENT CELL

SAKSHAM~2K15

A WORKSHOP ON ENTREPRENEURSHIP SKILLS

Q-Sheet

Date: 17th March, 2015 (Day 1)

S. No.	Program	Timings
1.	Welcome of Dignitaries and Guest at Principal office	9:30 AM
2.	Guest to be Escorted to CG-05	9:35 AM
3.	Garlanding of Maa Saraswati & Lamp Lighting	9:40 AM to 9:45AM
4.	Introduction and Felicitation of External Expert.	9:45AM to 9:50 AM
5.	A Session on "Current Environment for Entrepreneurs" by Dr.K.K.S.Bhatia.	10:00AM to 11:00AM
6.	A Session on "What is Entrepreneurship and its benefit" by Dr.O.P.Sharma.	11:00AM to 12:00PM
	Lunch	12:00PM to 12:30PM
8.	A Session on "Idea Generation Part-I" by Prof. Sunil Gupta	12:30PM to 01:30PM
9.	A Session on "Idea Generation Part-II" by Prof. Sunil Gupta and Rs.100/- Competition.	01:30PM onwards

Q-Sheet

Date: 18th March, 2015 (Day 2)

S. No.	Program	Timings
1.	An E-talk Session on "Are You An Entrepreneurship Material" By Shri Shashikant Singhi.	9:30AM to 11:00AM
2.	A Session on "Making a B-Model" by Professor Sunil Gupta.	11:00AM to 12:00PM
3.	Lunch	12:00PM to 12:30PM
4.	An E-Talk session with Shri Sanjay Agarwal and Shri Tarseem Narang.	12:30PM to 01:30PM
5.	An E-Talk session with Shri Avinash Dubey.	1:30PM to 2:30PM
6.	B-Model Chart Competition	02:30PM onwards

Q-Sheet

Date: 19th March, 2015 (Day 3)

S. No.	Program	Timings
1.	A Session on "Sources of Business Ideas" Professor Sunil Gupta .	09:30AM to 11:00AM
2.	A Session on "B-Plan: Key to Success" by Professor Sunil Gupta .	11:00AM to 12:00PM
3.	Lunch	12:00PM to 12:30PM
4.	An E-Talk Session with Shri Trilok Saini .	12:30PM to 01:30PM
5.	B-Plan Competition.	01:30PM onwards

Q-Sheet

Date: Friday, 20th March, 2015 (Day 4)

S. No.	Program	Timings
1.	Presentations of winners of Rs.100/- exercise, B-Model competition and B-Plan Competition.	09:30AM to 11:00AM
2.	Testing the feasibility of a business idea using feasibility testing template by Prof. Sunil Gupta .	11:00AM to 12:00PM
3.	Lunch	12:00PM to 12:30PM
4.	Presentation on Negotiation Skills by Prof. Sunil Gupta .	12:30PM to 1:30PM
5.	An E-Talk Session with Shri Ganesh Rana and Shri Jhala and valediction .	1:30PM onwards

List of Entrepreneurs Invited for E-Talk

Besides internal expert **Dr.K.K.S.Bhatia**, President, Poornima University and **Dr.Om Prakash Sharma**, Director, PCE following were the entrepreneurs called for E-Talk.

S.No.	Name	Company	No.of Employees
1	Shri Shashikant Singhi	Poornima Foundation	1500
2	Shri Avinash Dubey	Agro Biotech Pvt. Ltd.	200

3	Shri Sanjay Agarwal	Sanjay Textiles Pvt. Ltd.(Retail Chain)	200
4	Shri Tarseem Narang	Sanjay Textiles Pvt. Ltd.(Export)	200
5	Shri Trilok Saini	Saini Handmade Sheets & Exports	200
6	Shri Ganesh Rana	Poornima Handicrafts & Exports	600
7	Mr.Jhala	Anokhi Exports	125
8	Student Entrepreneurs	Ronak Maheshwari and Team, Pranav Lohani & Team,	Start ups

SAKSHAM-2K15 DAY 1

The e-week was inaugurated by Dr.K.K.S.Bhatia, President, Poornima University and Dr.O.P.Sharma, Director, Poornima College of Engineering on 17-03-2015. The program started with Ganesh Vandna followed by lamp lighting and saraswati vandana.

Dr.K.K.S.BHATIA shared with students the ten commandments to become a successful entrepreneur. He suggested that being an entrepreneur is the best career and need of the day to make the India.

Dr.O.P.Sharma took a session on "Life of an Entrepreneur" which was full with key learnings for an entrepreneur. He said that an entrepreneur should not worry about ups and downs of life. Failures are necessary to make an entrepreneur successful. After each failure an entrepreneur comes up more stronger and mature. This lets the entrepreneur to achieve even higher peaks of success.

Rs.100/- Exercise was held and participated by students with zeal and enthusiasm.

SAKSHAM-2K15 DAY 2

On second day i.e 18-03-2015 students got inspiration from Shri Shashikant Singhi, Director General, Poornima Group of Colleges. Shri Shashikant Singhi shared incidence of his life as an entrepreneur. He suggested to go for entrepreneurship if they have accumen of fighting with problems, enjoys the challenges, be justiceful. At the same time he shared the benefits of entrepreneurship. He said that one should not compromise with their own ideas, values and etihcs. One should be firm on all these and try to find out errors and mistakes while implementation of their ideas and then stand up once again with new learnings and prove themselves right. He stresses on never say die attitude. Session was rated as awesome.

Engineer Shri Sanjay Agarwal with his export partner Shri Tarseem Narang shared their experience as successful partners. They said business partners should not always look for 100% accurate distribution of profits as its not possible to cut a cake into exactly two equal parts. One should be ready to receive any part of the cake and don't even notice or let be noticed. If you will try to cut a cake into equal parts that will not be possible rather cake will get destroyed. Thry suggested failure are the best teachers and the learnings from them is the profit. They answered the questions of students related to business stratagies. Session was rated Excellent.

Mr. Avinash Dubey shared wonderful work done by him related to agriculture based business ideas. Students interacted with him to discuss their own ideas. Session was rated Excellent.

SAKSHAM-2K15 DAY 3

Day 3 was dedicated to learning about business idea generation, B-Model, B-Plan. During the e-week all the sessions related to entrepreneurship was taken by Prof. Sunil Gupta. Sessions were equipped with Video Lectures and activities. Sessions were rated Excellent.

Shri Trilok Saini an exporter shared his views related to entrepreneurship and current economic environment. He suggested the sources of help if someone wants to be exporter.

SAKSHAM-2K15 DAY 4

Day 4 was also dedicated to learning of entrepreneurship. Students worked on feasibility testing template. This tool can be used to test viability of any business idea before acting upon it. The Student maintained their enthusiasm even on the fourth day with equal zeal and rated the SAKSHAM~2K15 program using words like ultimate, awesome and asking for next related activity. The E-Week ended with Poornima Gaan.