

- **Entrepreneurship workshop**

Don Bosco Institute of Technology, organized a five days workshop, **Aspiring Entrepreneurs Workshop (AEW)**, in collaboration with Icreate India , for the students of DBIT.

Dates: September 28,29 and October02,05,06,2013.

Time: 9:00 AM to 05:00 PM.

Venue: 02nd Floor, A Wing Conference room.

Intake: 30 Students

The Objective of the Program is as follows:

1. Identify students who can be mentored for Entrepreneurship.
2. Encourage Students towards Entrepreneurship.
3. Providing opportunity to students with dreams and hope.
4. To encourage and promote the students to embrace the concepts of *Entrepreneurship*.
5. Build institutional ability in the development and delivery of Entrepreneurship support.

Day	Topic
1st Day	
	Registration
	Welcome and introduction of Resource Persons
	Power of Networking I
	Break
	Idea to Execution
	Making of an Entrepreneur
	Lunch
	News Paper Exercise
	Types of Businesses & their characteristics
	Break
	Team formation; Business Plan How & Why
	Review and recap of techniques used during different sessions, why and how?. Also what can be improved upon. Hand Over home work. Quiz

2nd Day	
	Opportunity Identification, Recognizing your talent, How to decide what business to start?
	Cash Book
	Break
	Market Research
	Cost types and Unit Cost
	Entrepreneur: Guest Speaker
	Lunch
	Negotiating Game
	Unit Of Sale, Unit Price & Cost
	Break
	Principles of Marketing, Seven P's
	Review and recap of techniques used during different sessions, why and how?. Also what can be improved upon. Quiz & closing
3rd Day	
	Income Statement, Break-Even Analysis
	Networking II
	Break
	Women & Business
	Customer Satisfaction :Quality, Promptness
	Guest Speaker : Legal Aspects -
	Lunch
	Trade Game
	SA RE GA MA

	Break
	Success Principles
	Review and recap of techniques used during different sessions, why and how?. Also what can be improved upon.
4th Day	
	Accounting Revision
	Savita Cash Flow - Role Play
	Break
	Savita Cash Flow - Role Play
	Banker: Funding Options :
	LUNCH
	Communication
	Open Session
	Break
	Work on Biz Plan
	Work on Biz Plan
5th Day	
	Work on Biz Plan
	LUNCH
	Biz Plan Competition
	Tea Break
	Concluding Session

