

# Report on Entrepreneurship Workshop.

This report is regarding the Entrepreneurship Workshop which was held on five consecutive days i.e. from 13<sup>th</sup> September 2018 to 17<sup>th</sup> September 2018. The event was coordinated by Mr. Imran Ali Mirza and Ms. Ditty Varghese. Timing for this workshop was from 9am to 4pm. The Speakers for this workshop were Mr. Venkatesh and Mrs. Tejaswini Venkatesh from the mbtla Udyojakata Kaushal Vikas Sanstha.

There were exactly 16 people present for the workshop. These five days consisted of various activities regarding "Business". The workshop was commenced by an introductory session among the students where at the end the importance of 'Listening' and not just 'hearing' was explained. After which the theme for the workshop was introduced which was "IDEA", since it is that aspect because of which a new business is born. After which the students were shown random untagged pictures of various notable entrepreneurs which they had to name and match the personality with his/her company.

The Speakers analyzed various aspects of these business personalities, some of them being Rahul Bajaj, Aditya Birla, Indumati Jain and many others. On the second day, the students were divided into four groups. These four groups had to choose one business plan and had to present it on the last day of the workshop. Different aspects that needed to be calculated for any business were explained.

On the third day, there was more brainstorming done regarding raw materials and the aspect of bargaining, arguing and debating in business. After which all the students were taken to Masjid Bandar to do their "homework" for their respective business plans. The next day session was totally based on "Finances" in business. The words 'CashBook' and 'CashFlow' were explained and so was the 'lock' and 'key' of business.

The Speakers analyzed the 'Unit of Sales' with an example of a restaurant business. A formula to calculate the "Break Even Point" was revealed. After which various tools like SCAMPER were discussed. At the end, a fun activity based on trading was conducted. On the last day, all the 4 groups presented their Business Plans and were rated by the other 3 groups. Group 'LANA' consisting of Cynthia Mascarenhas, Sayantan Mahato, Taaha Kazi

won the cash prize of Rs.3000 for presenting the best Business Plan.



