

***“ENTREPRENEURSHIP
DEVELOPMENT PROGRAMME”***

Conducted by

Faculty of Management Studies

(ICFAI University, Baddi)



(SESSION: January 2020)

EXPOSURE
TO
ENTREPRENEURSHIP
THROUGH
A TWO-DAY WORKSHOP

ON
ENTREPRENEURSHIP DEVELOPMENT
PROGRAMME

(Certification programme Under NEDC)

DATED: 4-5th Feb 2020

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OBJECTIVE OF WORKSHOP

OBJECTIVE OF THE TWO-DAY WORKSHOP:

The Workshop was being designed:

1. To promote entrepreneurship/self-employment among the students and to be a part of mission where more and more students may take up self-employment to contribute to the development of the country.
2. To develop a comprehensive and integrated approach to Export- Import transactions in an organization.
3. To understand the entire process of international trade
4. Importance and relevance of each document and procedure to start national as well as international venture in India.

ORGANIZATION

PROFILE

NEDC

National Entrepreneurship development cell- NEDC is an autonomous organization and is engaged in entrepreneurship Empowerment and skill development programs. Till date they have empowered more than 10,000 students and almost 200 colleges and universities across India in the field of Entrepreneurship and other specialized and Technical skills.

The organization is efficiently engaged with IED, Government of UP Ministry of MSME for their program on Entrepreneurship Development in India. The curriculum of all their programs are the tested one and they also have tie up with many prestigious universities and colleges for the program.

Website: www.nedc.org.in

COURSE

STRUCTURE

COURSE STRUCTURE

List of modules (short courses) which comprised **two-day** EDP programme:

DAY 1-Local Entrepreneurship

1. How to prepare yourself for Taking loan from Bank.
2. Marketing of Products.
3. How to become a successful Entrepreneur.
4. Project profile/Report/How to prepare DPR.
5. Entrepreneurship Memorandum form.
6. Government Schemes, Subsidies & Institutional Help.
7. A guide to Self-employment
8. How to raise finance.
9. The Projects those are in Demand
10. Risk & Vision
11. Hand Holding and Initial important Steps for the entrepreneurs in India...
12. Success Story.
13. Statutory & Regulatory Compliance for the Entrepreneurs
14. How to Create the Competitiveness & settle in the competition.

DAY 2- “How to successfully venture into Export- Import Business in INDIA”

Module 1

1. How to Grab Opportunities in EXIM Business in India?
2. Understanding & Exploring Trade Map
3. Product Clustering and segmentation in International market.
4. Councils & Organizations promoting Export Business
5. International Harmonize Code System for export Company
6. How to search for Buyers / Suppliers and product for business in International Market

7. How to communicate with overseas Buyers?
8. Sending Free Samples.
9. Negotiations in International Market
- 10 How to Prepare Business/ sales contract?

Module – II

1. Pricing of Exports- INCOTERMS
2. How to process Export Order for Indian Clients?
3. Documents used in India for export/ import?
4. Stages of Preparing Documents
5. Methods of payments (exercise for L/C)
6. International Standards on Packaging & Labeling
7. Duty neutralization & Export Promotion Schemes
8. WTO and Impact of Regional Groups on Business
9. Latest Amendments in FTP 2015-20
- 10.India's Comparative Advantages for Business

Module – III

1. List of Export -Import items in India
2. International Channels of Distribution and How to use them
3. Deemed Exports
4. Foreign Exchange Management-Currency Valuation
5. How to save yourself from International Fraud?
6. How to use e-commerce in export business marketing?
7. Role of Trade Agreements- FTA
8. Anti- Dumping Duties and Laws
9. Government subsidies and financing schemes.
- 10.Latest GST implications for Export- Import trade in India.

PROGRAMME DETAILS

PROGRAMME DURATION:

This Programme was organized by FMS department, ICFAI University, Baddi for 2 days (4th and 5th Feb, 2020) under NEDC certification programme. Students as well as faculty members were cordially invited for their participation. Participants were asked to report at the given venue of the Programme by the morning 9.15 for hand on sessions.

PROGRAMME TIMINGS (For both days): 9:30 AM to 3:30 PM

PROGRAMME VENUE: Auditorium

TOTAL PARTICIPANTS- 50

TARGET AUDIENCE: Students, Faculty and Research Scholars

PROGRAMME FEE: Rs. 800/Participant (Including certificate)

DEPARTMENT HEAD: Dr. Sakshi Vashisht

PROGRAMME ORGANIZER & COORDINATOR: Ms. Yuvika Singh

RESOURCE PERSONS:

The Resource persons were from the academia with expertise in Local and International Entrepreneurship.

DAY 1(4th Feb 2020)



EXPERT 1(To the left)- A. Din. Pangotra (Governor Rewarded Management Professional, Writer & guest Trainer at IIT Bombay)

Profile:

With due respect Trainer represents himself as author of Entrepreneurial books “Masters Can Foresee”, “Human Resource Management with Industrial

Application” & "Entrepreneurship Empowerment". In year 2008 he has been rewarded by H.E Governor of Haryana Dr.A.R.Kidwai for efforts in management field & Book “Masters can Foresee”. This book is based on the Development of judgment skills and conveys idea that judgment is the mother of management. He has also stated some recommendations for reforms in education system. His objective is to enhance their (Students & Professionals) judgment skills so that they can become better leaders than followers.

He has developed & specialized in combining HR tools with intelligent web technology by his research on HRICS, Payroll Processing software, HVH Analysis, TOE Analysis, PQ Test, Check Policy, Personality Identification Theory, Training modules on HR Generalist program, Competency Mapping, Industrial relations and Creative Thinking in the organization. It is his goal to combine my range of experience with my ability to be a compassionate, enthusiastic, imparter who will make a positive contribution to my country.

Consultancy & Training Provided:

He has also worked as consultant to various organizations and successfully implemented new HR system in work areas and conducted workshops for the employees of Galaxy Management Services, Maharishi Ayurveda Product Pvt. Ltd, Zanders Engineers Ltd., Ericsson, CDS(India) Pvt.Ltd, Inroad Ionian, Icon Power Solution Pvt. Ltd, Savaa International, SRS World, ISE Engineering, NEREFS Ltd, HCL Ltd. Future Group, Aar Ess Exim, Magna Infotech, ILFS, Skan Consultants Pvt. Ltd, The Ritz-Carlton, ACS Xerox Ltd., Ana International, Eximix Industries, Gold Scan, Modi Fresh, Jouvis, Vrindavan Group, IGH, RSM Solutions, People Strong Ltd, Accenture, BPL Ltd. are few to be mentioned. Participants not only have fun in sessions but they also learn about obtaining, maintaining and retaining employees. By using a practical and hands-on approach, participants are able to apply what they learn back on the job.

In summary, we found A. Din. Pangotra to be professional, highly organized and committed to satisfying diverse HR practice needs. Writing as Career and Achievements:

In year 2008 he has been rewarded by H.E Governor Dr. A. R. Kidwai for efforts in management field & book "Masters Can Foresee", To watch the video, Plz. visit:

http://www.youtube.com/watch?v=um_xVHy6x1U

He has imparted Entrepreneurship Training at IIT Bombay, ABV-IIITM, Gwalior, Chandigarh, MCM DAV College (Punjab University, Chandigarh) , Delhi University, Janki Devi College, Delhi ,ITM University Raipur, MET Mumbai, Matusri Engineering College, Hyderabad, Acropolis Engineering College, Indore, Hindu College, Amritsar D. Y. Patil College Pune, Oxford College Bangalore, Dronacharya College of Engineering, Gurgaon, KCG Chennai, BMI, Bangalore, Raja Rajeshwar College, Bangalore, Apeejay University Gurgaon and many more.

Note: The Publications of the Author being sold on Amazon and Flipcart.

DAY 2 (5th Feb 2020)



EXPERT 2(To the right)- Ms. Riishu Bharrdwaj

Profile:

She is an expert in International Business, Export – Import Management having experience of 15 years in Teaching and Training (Economics & International Business). She has worked as Faculty in universities of Repute like Punjab University, Chandigarh, Rai Business school, New Delhi and Dehradun Institute of

Management and contributed more than 20 research papers in national and International Journals.

Briefly her accomplishments include PhD (Pursuing) in Entrepreneurship, Masters in Business Economics (Gold Medalist- 2003 batch). Publication includes various Research Papers in Refereed Journals and Co- Author of Book “Entrepreneurship Development in India”. She is also a Professional Consultant for “How to start Export- Import business in various Business Models”.

From last 5 years She is also associated with various government and aided organizations as Trainer and Consultant for Entrepreneurship Development, Women Entrepreneurship and Promotion of Export- Import Trade with India. She has closely worked with women self-help groups during her Research. Also got Certified Trainer Recognition for Entrepreneurship Development Program and International Entrepreneurship under Ministry of MSDE.

She has been conducting regular Workshops in universities and colleges pan India. Her regular client list includes Lovely Professional university Phagwara, Jaipuria Institute of Management, Noida ,Punjabi University Patiala, School of Fashion Technology, Pune, Oxford College Bangalore, Hindu College Delhi, Janki Devi college New Delhi, Xaviers College Bangalore, Punjab University Chandigarh, MIT Aurangabad, MIT Pune , ICFAI University, Dehradun, NBS Ahmedabad, Nellore Institute, KPSN Kerala and many more.

PHOTO GALLERY
-INSIGHT OF THE
WORKSHOP



Inaugural Address by Hon'ble Vice Chancellor- Prof (Dr) H P Singh, VSM

ICFAI University (Himachal Pradesh)



Expert1: A. Din. Pangotra (Trainer-IIT Bombay, NEDC)



Expert 2: Ms. Riishu Bharrdwaj (Trainer-NEDC)



Expert 2: DURING SESSION



DURING SESSION



DURING SESSION



DURING SESSION



**Vote of thanks by Hon'ble Vice Chancellor- Prof (Dr) H P Singh, VSM
ICFAI University (Himachal Pradesh)
- (DURING END OF WORKSHOP)**



Expert and Participant from other University



After Session hours



Experts with Faculty and participants



Students after the workshop hours

PRACTICAL IMPLICATION OF THE WORKSHOP

By this Industrial- Academic interface the participants not only came to know about different aspects of a business and entrepreneurship skills but also how can they connect their theoretical subjects with this programme.

The students came to know about the following important aspects:

1. Self-employment among the students
2. Export- Import transactions in an organization.
3. Entire process of international trade
4. Importance and relevance of each document and procedure to start national as well as international venture in India.