

The South Indian Association's  
**The S.I.A. College of Higher Education**  
Affiliated to University of Mumbai  
Accredited B+ by NAAC  
P-88, MIDC Residential Area Dombivli Gymkhana Road,  
Near Balaji Mandir, Dombivli (East), 421203.

## **Entrepreneurship Development Cell**

### **Report**

The Entrepreneurship Development Cell of the college conducted a session titled, '**Once Upon a Start-up 2.0**' on the theme – '*Start-ups and Self-employment*' on **20<sup>th</sup> August 2022**. The resource persons for the session were Mr. Shreyas Pande and Mr. Deepak D Deshpande. A total of 79 girls and 65 boys from First Year, Second Year, and Third Year classes attended the session.

Mr. Shreyas Pande is a MBA post-grad from Nottingham Business School and has worked with Google in the early days of Android OS. He is the co-founder of Matek Engineering Pvt. Ltd. and Votago Analytics Pvt. Ltd. He spoke about his experience and challenges as an entrepreneur, the importance of passion and persistence, and the need for achievement that motivates every entrepreneur. His first start-up Matek Engineering made solar panels that could be used to generate steam. The second start-up Voltago Analytics is working in the field of data analytics and provides real-time stock market data to mutual funds. He noted that in entrepreneurship, one should not be scared of rejections and failures and should be ready to work 24/7. He stressed on the importance of financial management for an entrepreneur. Networking with the right people is a skill that every entrepreneur should develop. It is vital for a business to hire the right people who will be part of your start-up journey.

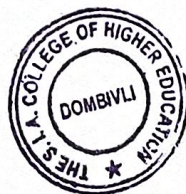
The second speaker for the day was Mr. Deepak Dattatray Deshpande. He completed his diploma in Insurance Marketing from Pune. He has been a LIC agent and financial consultant

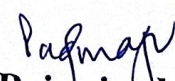


from 1986, possessing an experience of more than thirty-five years. He has been a member of MDRT (Million Dollar Round Table, USA) since 2000. He is also a cyclist and fitness enthusiast. Sir spoke about the importance of developing a proper vision, right mindset, self-confidence and leadership. He noted that our idea of happiness should include family, finance, physical health, society and spirituality. If all these six elements are balanced, an individual can live a satisfied life. As an insurance agent or financial consultant, the opportunities are endless. One should be well versed with finance and risk management and should possess excellent people skills. Knowledge about wealth management, client relationship and good research skills are the important requisites to succeed in this field.

The session ended with a Q & A where the speakers answered the questions from the audience. A Google Feedback form was circulated at the end of the session. We receive positive feedback from the respondents with 86.2% of the respondents stating that they have learnt something relevant from the session and 83.9% willing to attend similar sessions organised by the EDC in future.

  
**Convenor**



  
**Principal**  
**PRINCIPAL**  
The S.I.A. College of Higher Education  
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