

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.

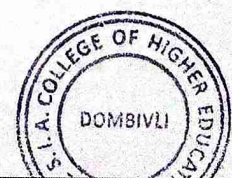
Report

Date: 17.12.2022

Entrepreneurship Development Cell

A session titled '**Exploring the World of Entrepreneurship**' was organised by the Entrepreneurship Development Cell of the college on 17th December, 2022. The resource persons for the session were Mr. Manish Ratnaparkhi, Director, 'Soliton NetLink Pvt. Ltd', & 'Multi Net Technologist' and Mr. Monish Rana, Founder Proprietor, Tech Solutions Mobile. A total of 49 boys and 66 girls from various streams attended the session.

Mr. Manish Ratnaparkhi is a founder director of several companies including Multi Net Technologist, Soliton NetLink Private Limited, Multi Net Services and Maan EV Motors. In the interactive session on '**Exploring the World of Entrepreneurship – Entrepreneurial Journey: Lessons, Skills and Strategies.**' that followed, Sir spoke on the various facets of entrepreneurship including its challenges related to raising finance, scaling up your business, facing competition, importance of networking etc. He also listed out the salient qualities of a good entrepreneur namely perseverance, dedication, patience, courage and creativity. He stressed on the importance of looking out for opportunities in business such as changing market trends, consumer preferences etc. He shared several anecdotes from his long experience as a seasoned entrepreneur. Sir addressed the queries of the learners with respect to job vs business, should one do MBA before starting a business, niche fields like electric scooters and franchising etc. He further explained the unique challenges of B2B venture as compared to B2C business. 'A businessperson needs to maintain work life balance by nurturing relationships, following schedule, knowing one's priorities and restricting unnecessary activities.'



2022/12/17

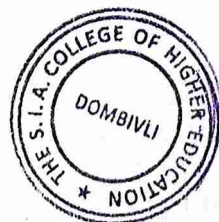
The second speaker for the day was Mr. Monish Rana who joined us through Microsoft Teams from Vadodara. Sir is a founder proprietor of Tech Solutions Mobile. He and his team have been providing customized software solutions since past more than 26 years. Also, they have been carrying out ethical hacking assignments for banks, telecom and e-commerce companies. They have got the Best-App award from NASSCOM and have been featured on CNBC TV18's YoungTurks. Sir delivered the session on **Exploring the World of Entrepreneurship - Entrepreneurship as a Career option for youth**. "Entrepreneurship is taking business risk in the hope of making profit." Sir explained about financial risks, venture capital, and making a project report. He further spoke on the importance of selecting the right people to work with you and creating a winning strategy. He noted the need to balance own funds and borrowed funds in a venture. The most important facets of running a successful business are good management and leadership.

A google form was circulated at the end of the session for collecting feedback. We received overall positive response from the students with 80.4% of the respondents stating they learned something relevant in the session. Students also gave overall positive ratings for the content and coverage of the session.



Tarun S. Kuckian

EDC Convenor



Dr. Padmaja Arvind

Principal

PRINCIPAL
The S.I.A. College of Higher Education
DOMBIVLI (E)