

**BVDU-Rajiv Gandhi Institute of IT and
Biotechnology, Pune**

along with

Prowisdom Growth

People. Relationship. Opportunities.

Presents

Entrepreneurship Mind Development Program

An 8hr Pilot Workshop

Starting: 28th Oct 2020



Prowisdom Growth[®]
People. Relationship. Opportunities.

Prowisdom Growth Entrepreneurship Mindset Development Program

FOR COLLEGE STUDENTS



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2. Who are Entrepreneurs ?
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4. Ups & Downs of being an Entrepreneur
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6. What is a Startup ?
7. The 9 components of Business Model Canvas
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Timestamp	What are your Top 2 Prof	Mention any 2 Profession	Name any 3 Entrepreneur	Are you keen for an online	Do you want to learn more	What are Investors looking	Your feedback for the 8 H	Would you like to attend the	What is the specific support	Please mention your Full	Email Address
11/6/2020 0:49:42	1. Qualities an entrepreneur 2. Start small and grow it	Surveys Interviews	1. Elon Musk, founder of Tesla 2. Steve jobs, founder of Apple 3. Ratan Tata, chairman of Tata	Self employed Employed Big business Investor	Cost structure Key resources Channels Value proposition Key partnership Key activities Customer relationship Revenue streams Customer segments	1. How good the idea of startup 2. Is the startup possessible 3. Does the startup has potential 4. How determined and dedicated 5. If the startup fails then I	It was mind blowing experience	Maybe	Mentorship	Sagar Vijay	
11/6/2020 0:53:46	Analyze market opportunities	Four common types of market Surveys: the most common Interviews: the most insightful Focus groups: the most detailed Observation: the most powerful	Bill Gates - Microsoft - Different Mark Zuckerberg - Facebook Jeff Bezos - Amazon - The	In this book, Robert describes	A tool to describe and assess	The characteristics that start	Got to know about new experience	Maybe	Not at this moment	Bhoomi dighraskar	
11/6/2020 0:56:08	1.As a young generation 2.How we can plan our th	Secondary research-Qua	Ratan Tata- TATA GROUP	EMPLOYEE-THE E QUAL	Key partners,key activities	The investor look upon the	It was a great experience	Maybe	To gain some knowledge	Anamika Kumari	
11/6/2020 1:00:52	1. I was aware of many things 2. Got information about the	Interviews & customer ob	1. Mark Zuckerberg CN:- Facebook, Inc. learning:- don't give up on 2. Ratan Naval Tata CN:- Tata Steel Company learning:- always take risk 3. Mukesh ambani CN:- Reliance Industries L	Learning:- dream big in your	The four quadrants:- Emp	customer segments, value	Your product or deal, it's not	It was a great experience,	Maybe	I'm actually thinking about	Tejaswini pitambar ikhar
11/6/2020 1:02:18	1.It gave me a clear idea 2.Also in an era where it is	Two types of market research Surveys: the most common Observation: the most powerful	1.Ratan Tata-Tata Group, 2.Azim Premji-Wipro,Aspir 3.Kiran Mazumdar Shaw-	In this book, Robert describes	9 components of business	The characteristics that start	It was quite valuable in my	No	Not at the moment as i am	Swati kumari	
11/6/2020 1:11:18	Skill Development, convey	Interview and customer ob	Ratan Tata-Tata Group,As	In this book, Robert describes	A tool to describe and assess	The characteristics that start	It's amazing.Got to learn c	Yes	Skill Development	Pratigyan Mallick	
11/6/2020 1:42:20	Converting idea into revenue	Four common types of market Surveys: the most common Interviews: the most insightful Focus groups: the most detailed	Ratan Tata-Tata Group,As	In this book, Robert describes	A tool to describe and assess	The characteristics that start	It was very helpful... broad	Yes	Skill development	SHUBHIKA SHARMA	
11/6/2020 2:19:16	Cash flow of startups, Business	Surveys and questionnaire	Tesla by Elon Musk: Their Nearbuy.com-Ankur Warik	Reliance- Mukesh Ambani	Employee, Self employed	Key Partners, Key activities	VALUATION: How much cost I got to learn a lot of things More knowledge about future	Maybe	I would like to do the interview	Ritisha Gupta	
11/6/2020 7:55:29	Business model Startup investment	1. Survey and Questionnaire	1. Dhirubhai Ambani - started 2. Jehangir Ratanji Dadat The thing we learn from him 3. Narayana Murthy- co-founder We learn from the how to	1. Employee 2. Self-Employed 3. business Owner 4. Investor	1. Customer segments 2. Value propositions 3. channels 4. customer relationships 5. revenue streams 6. key resources 7. key activities 8. key partnerships 9. cost structure	Investors looking for team	The workshop was really	Maybe	I want support for improvement	Nisha Milind Pujari	
11/6/2020 8:43:09	Taking risks and Acquiring	Quantitative research and	Jeff Bezos -Amazon,Bill	g Employee, business owner	Key partners,key activities	About amount of profit the	Widen the knowledge related	Maybe	Various ways to get the feedback	Khatral Vishal Sahebrao	
11/6/2020 9:26:25	Action taking and Marketi	Google forms survey and	Elon Musk-Tesla, PayPal, Kiran Mazumdar Shaw-Bi	Dhirubhai Ambani-Reliance	Employee, self-employed	Key resources, key activities	Trustworthy leader	Very informative and motivating	Maybe	Networking and help meee	Nikhil Dave
11/6/2020 9:35:57	1.Research and work on 2. Patiences and determine 3.Surround yourself with	1. Trends in market 2.Segmentation of market 3. Effectiveness in market 4. Qualitative and Qualita	Bill Gates - Microsoft , Steve Jobs - Apple	Investors Employees Self employed Business Owner	1. Customer segments 2. Value proposition 3. Customer relationships 4. Revenue streams 5. Key resources 6. Key activities 7. Key partnership 8. Cost structure 9. Channels	Financial projection, Detailed	Excellent Guidance , Moti	Maybe	Skill awareness, skill development	Divya Bhagwan Bhargude	
11/6/2020 9:36:57	1.Research and work on 2. Patiences and determine 3.Surround yourself with	1. Trends in market 2.Segmentation of market 3. Effectiveness in market 4. Qualitative and Qualita	Bill Gates - Microsoft , Ambani - Reliance , Steve Jobs - Apple	Investors Employees Self employed Business Owner	1. Customer segments 2. Value proposition 3. Customer relationships 4. Revenue streams 5. Key resources 6. Key activities 7. Key partnership 8. Cost structure 9. Channels	Financial projection, Detailed	Excellent Guidance , Moti	Maybe	Skill awareness, skill development	Divya Bhagwan Bhargude	
11/6/2020 10:09:25	developing entrepreneurs	1. survey for a particular 2. experiment and observe the aspect which we can l	1. bill gates- microsoft 2. gary vee- vaynerx,wine 3. kiran mazumdar-shaw- the aspect which we can l	1.accounting, 2.investment, 3.strategy, 4.law	1.customer segments 2.value addition 3.channels 4.key activities 5.key resources 6.key partnership. 7.revenue streams 8.relationship with customer 9.cost of the product	1.product 2. size of the market 3. members of the team 4. business model 5.sales of the product	it was a great experience	Maybe	how to channelise skills a	DHRUVISH JIGNESHKUMAR SONI	

Timestamp	What are your Top 2 Profitable Business Ideas?	Mention any 2 Professional Skills/Qualifications	Name any 3 Entrepreneurs/Role Models	Are you keen for an online business?	Do you want to learn more about business?	What are Investors looking for?	Your feedback for the 8 Hours session?	Would you like to attend the next session?	What is the specific support you need?	Please mention your Full Name	Email Address
11/6/2020 10:11:50	1) knw what you're getting 2) should be ready for any	1) surveys 2) observation	Ratan Tata - TATA , He ne Mark Zuckerberg - Facebook Patanjali - Acharya Balkris	Employee, Self-Employed	customer segments, value	Investors always need a c	Before I had very naive kr	Yes	Guidance for stepping in	Abhilasha Dattatray Kadu	
11/6/2020 10:15:48	1- Learn about your own s 2-how to work on your ide	Qualitative and Quantitati	Bill gates microsoft, Ambani reliance, Steve jobs apple.	Employee Investor Self employed Business owner.	Customer segment Value proposition Channels Customer relationship Revenue streams Key resources Key activity Key partnership Cos structure	Financial projection, detai	It was very helpful and int	Maybe	Improve leadership Successful setup and ope	Pratiksha Namdev Gogawale	
11/6/2020 10:19:47	finance grows exponentia Concepts of Market Rese	Primary research is that k Secondary research is the	Mark Zuckerberg - Social k Jeff Bezos - online retail , Andrew Carnegie - Steel	Employee, self-employed	customer segments, value	team, product, market siz	Learned many basic aspe	Yes	Guidance	Radhu Kantilal Ladani	
11/6/2020 10:34:50	1) learn about your own s 2)how to work on your ide	Qualitative and quantitativ	1)Bill gate- Microsoft 2) Mukesh Ambani- relian 3) mark Zuckerberg - faci	1) investors 2) employees 3)self employe 4) business owner	1) costomer segment 2)value proposition 3) channels 4) customer relationship 5) revenue stream 6)key resources 7) key partners 8) key activities 9) cost structure	1) financial projections 2) detail marketing plane 3) need to have well plan	It was very helpful and ve	Maybe	Guidance, successful star	Madhu Bhardwaj	
11/6/2020 11:13:18	What is entrepreneurship Career selection strategy	Primary - Information gathr Secondary - Information g	Mr Ratan Tata - Former cl Mr Steve Jobs - American	E - Employed, S - Self En	Customer Segments, Val	Product Leadership and k	Very Informative. Opened	Maybe	Future issues of e-bookle	Riddhita Deb	
11/6/2020 11:14:16	1) How team work is impc 2) Learn about your own	Quantitative & Qualitative	1) Ratan Tata -former cha 2) Bill Gates- co-founder 3) Mark Zuckerberg - co-f	1) Investor 2) Self employed 3) Business owner 4) Employee	1)Customer segment. 2)Value proposition. 3)Channels. 4)Customer relationship. 5)Revenue streams. 6)Key resources. 7)Key Activities. 8)Key Partnerships. 9)Cost Structure.	Financial projection, detai	I am so fortunate by havi	Yes	Improves leadership qual Successful steup , team w	Tanaya Dilip Salunkhe.	
11/6/2020 11:16:12	Learn about your own stre How to work on your idea	Qualitative and Quantitati	Bill Gates- Microsoft Mukesh Ambani- Reliance Steve Jobs - Apple	Employee Investor Self employed Business owner	Customer segment Value proposition Channels Customer relationship Revenue streams Key resources	Financial projections, det	It was very helpful and int	Maybe	Successful setup and ope	Vishal Digambar wadikar	
11/6/2020 11:30:58	Business model canvas a	Qualitative and quantitativ	1)Mr Ratan Tata - have ex 2)Mr bhavishh - CEO of OL 3)mark Zuckerberg- co fo	Accounting, investment st	Key partners, key activitie	Size of the market , produ	I learnt a lot form these 8	Yes	Vocational or managemer	Aishwarya Uttam Kapare	
11/6/2020 11:39:14	Understanding the market	Survey and communicatio Analysis of market data	Elon musk-space x.tesla l Steve jobs- apple quality (Cyrus punawala- the seru	Accounting investing strat	Customer segments Value addition Channels Key activities Key resource Revenue streams Customer relations Cost structure	1.product 2.if your produc	Covered all aspects niceh	No	Financial modelling of the	Yash Dadhich	
11/6/2020 11:42:18	1.How to prepare Busine 2. Marketing skills	Interview Surveys Visits	Jeff bezos- Amazon Ratan Tata- Tata groups Bill Gates - Microsoft	.	Key partners Key activities Value proposition Customer relationships Customer segment Key resources Channels cost structure Revenue streams	The start up idea Does it work Does they able to repay	It was really good experie	Maybe	Want to know the risks, in	Anuja Yadav	
11/6/2020 11:42:53	My top 2 learning from the 1. Not just the success bu 2. most important thing th	1. Interviews 2. Surveys	1. Bill Gates - Co-founder Mr. Gates makes choices 2. Steve Jobs - Co- found 3. Elon Musk- CEO of Tes 4. Investor	1. Employed 2. Self employed 3. Big business	1. Customer segments 2. value proposition 3. customer relationships 4. channels 5. key activities 6. revenue streams 7. key partnerships 8. key resources 9. cost structure	The investors are looking	It was a very helpful sessi	Maybe	To get to know more sche	Himangi Singh	
11/6/2020 11:56:18	Entrepreneurship skills ar	Email Questinaire and cot	Jeff Bezos for his Persista Mukesh Ambani how to di	Elon Musk keep learning i	Employ, Business owner.	Customer segment, value	Innovation & passion	No feedback.	Yes	Finance & accounting kno	Ankita Rajendra Padole
11/6/2020 12:23:40	1. Identifying a problem w	1.Primary market researc 2.Secondary market rese	1. Elon musk- Space X ar 2.Bhavishh Aggarwal- CEC 3. Sir ratan tata- TATA Gr	1. Employee 2. Big busin	customer segments, value	Product, market size and	I have learn so much from	Maybe	Guidance	Akshay Rajan D Soza	

Timestamp	What are your Top 2 Prof	Mention any 2 Profession	Name any 3 Entrepreneur	Are you keen for an online	Do you want to learn more	What are Investors looking	Your feedback for the 8 H	Would you like to attend t	What is the specific supp	Please mention your Full	Email Address
11/6/2020 12:49:57	1) knowledge 2) informati	1) communication skill 2)	1) ratan tata - inspiration 2) dhirubhai ambani - deve 3) mark Zuckerberg - goc	1- employment 2- self employment 3- big Biusiness 4- investors	1) key partner 2) key activ	1) Listining skill and de 2) product leader ship 3) key differentiator 4) an awareness about va	It's help to increase the kr	Maybe	Still not decided any idea	Vaibhav Arjun Chavan	
11/6/2020 12:49:58	1)Team formation 2)probl	Communication skill	1) Ratan tata - small to big 2) Dhirubhai Ambani - dev 3) Mark Zuckerberg - skills	1) Employed 2) Big business 3) Self employed 4) Investor	1) Customer Segments 2) Value proposition 3) channels 4) Customer Relationship 5) Revenue streams 6) key Resources 7) key Activities 8) key partnership 9) Cost structure	1) Product leadership and 2) Listening skills and des 3) Value for their Time an 4) An awareness about va	We Learned to startup bu How to make business m Learn about skills develop Investment etc	Maybe	Help to convert like small	PADALKAR YASH AMUL	
11/6/2020 13:47:27	1.To be an entrepreneur a 2. Your idea should be pr	Primary- through question	Bill gates- Microsoft corpc Kiran Mazumdar Shaw- B Sudha Murthy - Infosys- S	1.Employee 2.Self employ	Key partners, key activitie	1. Market of idea. 2. Grow	I got to learn many new th	No	Guidance in actual setting	Pragati Sambhaji Salunkhe	
11/6/2020 14:06:41	Business Model canvas a	Techniques of Market Res	1) Elon Musk, CEO of Sp 2) Jeff Bezos, CEO of Am 3) Alex Shumaiev, CEO &	Four components of Cash	Nine components of the B	Investors look for Market t	It was and informative an	Maybe	help in understanding Ent	Gayatri N Nair	
11/6/2020 14:57:57	1. Benefits of entrepreneu 2. Learned new things lik	1. Primary research - It is 2. Secondary research - It	1. Deep kalra - Founder a 2. Sanjeev Bikhchandani Kiran Mazumdar Shaw- B	1. Employed 2. Self Employed 3. Big Business 4. Investor.	1. Customer segments 2. Value proposition 3. Channels 4. Customer relationships 5. Revenue Streams 6. Key resources 7. Key activities 8. Key partnerships 9. Cost structure.	1. Product leadership and 2. Innovation, first mover i 3. A big future market sha 4. An exceptional founding 5. Listening skills and des 6. Value for their time an	It was a very informative s Thank you.	No	To give updated knowledg	Brishty Roy	
11/6/2020 15:49:38	How to convert our idea in	Primary research includes	Mark Zuckerberg- Facebo - I admire the power of ex	Mukesh Ambani- Reliance Employed, self employed	Key partners, key resourc	Investors, on the whole, k	It was a great opportunity	Maybe	Would like to gain more fi	Meghna Varshney	
11/6/2020 18:28:02	The most important thing	Survey Observation Interviews	Jeff Bezos-Amazon (Gen Mark Zuckerberg-Facebo Ritesh Agarwal-Oyo(Persi	Employee, Self-employed	Key resources	An idea	Highly appreciated the w	Maybe	To help build our idea tieu	Piyush Vallabh Bhardawa	
11/6/2020 18:41:46	Entrepreneurship is life sk Don't go for motivation go	Contacting over call Creating Google forms	Jeff Bezos, hustling life at Elon musk, futuristic MjDeMarco, his fast lane	Employee, self employed	Key partners, key activity	Idea must be innovative a	Really informative and kn	Maybe	To start releasing some bl	Monish Bhati	
11/6/2020 18:47:26	I most learned in worksho	Observation and survey	1-Mark Zuckerberg- Facel 2-Ratan Tata - chairman of 3-Bhavish Aggarwal- co f	Employee, Self learning, Business owners, Investors.	Customer segments, Value propositions, Channels, Customer relationships, Revenue streams, Key activities, Cost structure, Business model, Key partners, Key resources .	profits, interest, new ideas	So goos workshop i learn	Maybe	Good direction	Parmar Riddhi Harishkumar	
11/6/2020 19:02:46	Market analysis. Identifying a problem and	1-Survey 2- interviews	1-Mark Zuckerberg- Facel 2-Ratan Tata - chairman of 3-Bhavish Aggarwal- co f	Employed , big business.	Customer segments, valu	Product leadership & key	It was really interesting ar	Maybe	I will need guidance for th	SHIVANGI CHAND	
11/6/2020 19:04:56	Government policies Business models Business startup	Observation Interviews	Jan koun Howard Schultz Do Won Chang	Self employed Investors Employees	Customer relationship Cost structure Key point Value proposition Key resource	why you need the cash ar	It's amazing workshop.	Maybe	How to start a business w	Sudani Bijal Kishorbhai	
11/6/2020 19:40:56	Important thing that I learn	Survey, observation, inter	Kumar Mangalam Birla-At Kunwer Sachdev-Su-kam Lakshmi Mittal-ArcelorMitt	Employee, self-employed	Value proposition, channe	want to know when they c	It's good, and very inform	Maybe	Support for start up	PRIYAL ITALIYA	
11/7/2020 8:48:47	New way of thinking New skills Motivation to work.	Observation Interview	Bill Gates- Microsoft Mark Zuckerberg- Facebo Mukesh Ambani-Reliance	It is guide to financial free The book change the way	Customer value propositi Customer segments Channel Customer relationship Revenue streams Key resources Key partners Key activity Cost structure	Financial performance, ef	It was very helpful sessior	Maybe	Learning of various skills.	Krushnali Tukaram Wabale	

Timestamp	What are your Top 2 Prof	Mention any 2 Profession	Name any 3 Entrepreneur	Are you keen for an online	Do you want to learn more	What are Investors looking	Your feedback for the 8 H	Would you like to attend t	What is the specific supp	Please mention your Full	Email Address
11/7/2020 10:04:51	1.What's is the requireme	Secondary market resear	1.Elon Musk- Tesla and S His journey from being b 2.Mukesh Ambani: Reliar Your timings matter whei 3.Mark Zuckerberg: Faceb Sometimes your degree c	Employee , self employe	There are nine building bl	Investors want to have a	Broadly explain the.. bus	Maybe	How to start a business vi Converting an Idea into a Understanding the variou How to convert an Idea in Validating your existing bu Supporting you specific to Building up your team, Raising Finances & Fund Pitching & Presentation, Scaling up your business, Strategic Advise on critica Supporting you in managi	Krutika Manmode	
11/7/2020 10:37:27	I raise my confidence abo I got sure how to build an	Trends in the market – M SWOT analysis – This an	Steve Jobs and Steve W The story of Steve Jobs a Richard Branson British businessman Rich Mc Sam Walton Founder of Walmart, one	In this book, Robert deso	A tool to describe and ass	A clear investment struct Dynamic marketing oppor Commercial traction Investor relevance Teams execution ability	It was very helpful which r	Yes	Platform to execute and v Business management s	Akriti jaiswal	
11/7/2020 15:31:12	Business Model canvas Advantages & disadvanta	Observation Survey Online searching	1) Elon musk - tesla - nev 2) Jeff bezos - amazon - h 3) Ratan Tata - TATA - tak	Employee, self-employed	Customer segments Value propositions, Channels, Customer relationships, Revenue streams, Key activities, Cost structure, Business model, Key partners, Key resources	Risk, profit, type of produc	By this 8 hour workshop c It was good to communicat	No	-	KALATHIYA ASHISH PRAVINBHAI	
11/7/2020 16:10:46	Business models and enti	Primary and secondary	Facebook-- Zuckerberg Tesla- Elon Musk Apple- Steve Jobs	I do not recall	I do not recall	I do not recall	No feedback	No	I have no idea	Janavi Thyagraj	
11/7/2020 16:16:07	Patent and Startup	Survey, focus group	TATA :- Ratan Tata, Face	.	.	Th idea and the growth of	Got the basic idea of do I	Maybe	.	Sakshi Naikwadi	
11/7/2020 16:22:22	Small Business ideas and	Observation and trial and	Mukesh Ambani- reliance Mark Zuckerberg- Facebo Ratan tata- excelled in m	Employee, Self-Employed	customer segments, value	They're going to see thing	It was a great learning ex	Maybe	Everything is good	Simran saraf	
11/7/2020 16:25:52	Business Marketing	1.Surveys: the most com	Ratan tata-Tata - consist Mukesh Ambani - reliance Bill gates- Microsoft- inno	Employee, Self-Employed	Identify your specific audi Establish business proces Record key business resc Develop a strong value pr Determine key business p Create a demand generat	Leave room for innovator team, product, market siz	It was very useful for our t	Maybe	-	Dipesh Jadiye	
11/7/2020 16:30:40	Easy methods for a startu Ideas to Invest in a plan	Data collection Surveys Interview Case study	Ambani-reliance Sir ratan Tata-Tata group Azim premji-wipro	Employees Self employed Business owner Investor	Identify your specific audi Establish business proces Record key business resc Develop a strong value pr Determine key business p Create a demand generat Leave room for innovator	A good idea and easy but	It was very nice and amaz	Maybe	Ideas, sessions and some	Surbhi pandey	
11/7/2020 16:35:43	Don't go for motivation Many little aspects of Mar	Survey Observation	1)Jeff Bezos - Amazon- ni 2)Mark Zuckerberg- Face 3)Bill gates- microsoft- ke	Employee Self employed Business owner Investor	1- Partner 2- Resources 3- Activities 4- customer requirement 5- Relations with custome 6- values 7- cost management 8- revenue 9-	Idea with execution Customer base Business model Team Initial investment Strong vision The X factor Confidence	I was attended many entr	Maybe	prowisdom.in already did	Vaishnavi kontam	
11/7/2020 17:00:40	1.Detailed planning about 2. Early execution of plan	Surveys Interviews	Mukesh ambani -reliance Jeff bezos - amazon Ratan tata - tata group	employee, self-employed,	1.customer segments 2. value propositions 3. channels, 4.customer relationships, 5.revenue streams, 6.key resources, 7.key activities, 8.key partnerships, 9.cost structure	The X factor in our idea	It was amazing. i had lear	Maybe	Still no idea	SATISH SHESHRAO DARADE	
11/7/2020 17:00:57	Hardwork and networking	Focus groups and survey	Elon musk- CEO of space Bill gates- Co founder of M Ratan Tata- Former chairr 4) Investor	1) Employee 2) Business owner 3) Self employed	1) Key partners 2) Key activities 3) Value propositions 4) Customer relationships 5) Customer segments 6) Key resources 7) Channels 8) Cost structure 9) Revenue streams	Possibility to make profits	Really got to learn about t	No	Nothing as of now	Ananya Banerjee	
11/7/2020 17:01:32	An understanding of how Analytical and critical thi	Primary market research Observation Focus groups	1)Shiv Nadar Shiv Nadar, 74, founded h 2)Lakshmi Niwas Mittal Lakshmi Niwas Mittal, 69, 3)Dr. Venkatesh Devanur A research based agri-bio	Employee, Self-Employed	customer segments, value	The characteristics that st	It was good, the explanati	Maybe	By providing new ways sc	Namdeo narayan Gaonkar	

Timestamp	What are your Top 2 Prof	Mention any 2 Profession	Name any 3 Entrepreneur	Are you keen for an online	Do you want to learn more	What are Investors looking	Your feedback for the 8 H	Would you like to attend the	What is the specific support	Please mention your Full	Email Address
11/7/2020 17:03:51	I learnt about business	Primary market research	1) Anand mahindra - mah 2) sunil mittal - bharathi ei 3) mukesh ambani - relian We can learn to value ou	The left side of the cash fl The right side of the cash fl	It includes value proposition	Investors look up for team	The workshop was really	Maybe	Would like to know more	Mischelle David Rebello	
11/7/2020 17:10:03	Opportunity to learn & work	Quantitative and qualitative	1. William "Bill" Gates=Microsoft 2. Richard Branson = Virgin 3. Oprah Winfrey=Harpo F	Follow your dreams & evolve	Employee, Self-Employed	customer segments, value	Product, Unique ideas, b	Got to learn more details	Yes	To convert my ideas into	Aditi Babasaheb Thorat
11/7/2020 17:11:19	Flexible business management Habits are more important	Surveys and interviews	1. Elon Musk-SpaceX; be r 2. Dhirubhai Ambani-Relian 3. Steve Jobs-Apple Inc.	Employee, self-employed	customer segments, value	team, product, market size	From the first day i have	No	In future when	If i start m	SHAIKH SOHEL
11/7/2020 17:14:57	1. Business needs a strong 2. There are many other factors	1. Surveys and interviews 2. Reading articles and r	Bill gates, company name Larry page, company name Henry Ford, company name	1. Employee 2. Self employing 3. Investors 4. Business owner.	Customer segments, value	Team work, size of market	It was nice experiencing a	Maybe	I just want us to continue	Enakshi agrawal	
11/7/2020 17:16:20	How to start business And how to deal with com And i also get knowledge	Read the information first And try to apply for various	Mark Zuckerberg- Facebook Mukesh ambani-petrochei Elon musk-tesla and space	I learnt from him that to ac	One of the key concepts c	A tool to describe and ass	The characteristics that st	This workshop helps in m	Yes	I want support in joining c	Krutika Kiran Mukwane
11/7/2020 17:28:36	1. The work experience sh 2. knowledge about market	Survey, customer observ	1. Kumar birla -Aditya birla 2. Ratan Tata-Tata group 3. Anil Ambani- Reliance ir	1. How some people work 2. Earn more 3. Pay less taxes 4. Learn to become financ	Customer segment Value propositions Channels Customer relationship Revenue streams Key resource Key partnership Cost structure Key activities	Their outcome results and	It was a great experience	Maybe	More knowledge about th	Sayali Patil	
11/7/2020 17:28:45	way of your Approach and	Idea	It was great	Yes	.	Surbhi tak	
11/7/2020 17:39:56	1. positive mental Attitude 2. risk taking ability 3. creative thinking 4. learn from experience	surveys, interviews, focus	1. Mr Ratan Tata - have ex 2. Elon Musk - Futuristic ai 3. Mark Zuckerberg- Somet	1. Employee 2. Self-Employed 3. Business Owner 4. Investor	1. customer segments 2. value proposition 3. channels 4. customer relationships 5. revenue streams 6. key resources 7. key activities 8. key partnership 9. cost structure	Investors are shrewd whe	Learned many basic aspe	Maybe	.	Gauri Anil Vaikunthe	
11/7/2020 17:40:45	1. Developing entrepreneur 2. whatever our startup m	1. survey of the market w 2. to take risk and experi	1. Cyrus Poonawalla - Ser 2. Ratan Tata - Tata group 3. Ritesh Agarwal - Oyo r	1. accounting 2. investment 3. law 4. strategy	1. customer segments 2. channels 3. value addition 4. key activities 5. key partnership 6. key resources 7. revenue streams 9. relationship with custom	1. product - what is the pr 2. return - how will the per 3. what are they backing - i	really enjoyed the sessio	Maybe	knowledge, investors	Samantha sharma	
11/7/2020 17:58:51	Different sources of raisi	Customer observations ar	1) Steve Jobs - The Walt I He had passion and self c 2) Elon Musk- Space X, Ti Investment Entrepreneurial spirit and 3) Jeff Bezos - Amazon Big thinker and Amazing	1) Investment 2) Self employment 3) Employee 4) Business owner.	Partner, Product cost, rel	Team, Market opportunity,	Workshop was really goo	Maybe	This workshop was really	Khairi Rutuja Dinkar.	
11/7/2020 18:02:18	1. Proper start up business	1. Gather original and fre 2. Research on the basis	1. Steve jobs - Apply comp 2. Andrew Carnegie - mar 3. Bill gates - pc software	Accounting Investment strategy Market law Law	Customer segment Value propositions Channels Customer relationships Revenue streams Key resources Key activities Key partnerships Cost structure	It's future outputs and pro	It's helped us to broaden	Yes	Already gave many practi	Nisha Adhikari	
11/7/2020 18:22:15	1. How to create a business 2. Also learnt how to devel	Surveys, Interviews, Cust	1. Dhirubhai Ambani- Relia 2. Ratan Tata- Tata Group 3. Anand Mahindra- Mahin	1. E- Employee 2. B- Business Owner 3. S- Self Employed 4. I- Investor	Key Partners, Key Activiti	Monetization Strategy	Excellent faculty trully ap	Maybe	More knowledge & Coun	Bindiya Sarkar	
11/7/2020 18:22:34	I learned how business wo It was a very informative	Postal surveys, online sur	Mark Zuckerberg (CEO of S- Jeff Bezos (CEO of Amaz B- Mukesh Ambani (Chairm I- Investor	E- employee S- self-employee B- business owner I- Investor	Key partnerships Key activities Value propositions Customer relationships Customer segments Key resources Channels Cost structure Revenue streams	Teams execution capabilit	I was never serious about No		I am not sure as of now i	Rutuja Hapase	

Timestamp	What are your Top 2 Professions?	Mention any 2 Professions	Name any 3 Entrepreneurs	Are you keen for an online course?	Do you want to learn more about business?	What are Investors looking for?	Your feedback for the 8 H workshop	Would you like to attend the 8 H workshop?	What is the specific support you need?	Please mention your Full Name	Email Address
11/7/2020 18:26:11	Business skill is like impossible. Anyone can start there or not.	Survey Interview	Jeff Bezos- Amazon Azim Premji - Wipro Bill Gates- Microsoft	Employee Business Owner Self- Employed Investor	1:-Key Partners 2:-Key Activities 3:-Value Proposition 4:-Customer Relationship 5:-Customer Segment 6:-Key Resources 7:- Distribution Channel 8:- Cost Structure 9:- Revenue Stream	Idea Team Market size Business Model Uniqueness	Very informative and valuable.	Maybe	Guidance	Moumita Nath	
11/7/2020 18:38:06	How to fund a small business?	Survey, interview, observation	Ratan tata- excelled in management Elon Musk- Tesla and space exploration Mark Zuckerberg- co-founder of Facebook	employee, self-employed	customer segments, value proposition, channels, customer relationships, revenue streams	Momentum, team management	A very great experience. I learned a lot.	Maybe	Nothing needed now	Khushali gandhi	
11/7/2020 18:55:00	How to initiate any startup? How to make funds for the best ideas to initiate? Best methods to get more funding?	Advertising From particular business	Mukesh Ambani - Reliance Elon musk - Tesla , PayPal Bill Gates - Microsoft	Employees Business owners Investors Self employed	Key partners Key activities Key resources Value proposition Customer relationships Channels Customer segment Cost structure Revenue streams	Ideas and the market behavior	Got a chance to learn a lot.	Yes	Startup initiation , funding	Ajay Laxman Salunke	
11/7/2020 19:08:58	Some type of motivation is needed.	Goggle form creating and using	Mjdemarco (fast lane model) Elon Musk (futuristic) Jeff benzos (hustling life)	Employers, self employee	Key activities, key partners, key resources, value proposition, customer relationships, revenue streams, cost structure	Idea must be innovative.	Too much informative for me.	Maybe	To start releasing some business ideas.	Aakanksha Arvind Patil	
11/7/2020 19:19:18	Basic entrepreneurship skills. Future aspects of bio entrepreneurship.	Risk analysis Customer observation	Kiran Mazumdar Shaw (Future) Anand Mahindra (appreciation) Ratan Tata (good knowledge)	Accounting Investment Strategy Market Law	Key partnerships Key activities Value proposition Customer relationships	Long term run of the startup.	The mentor provided a good experience. Very satisfied with the workshop.	Yes	I'm lacking ideas regarding business.	Irfan Hussain Saikia	
11/7/2020 19:38:36	The iceberg illusion. Failure is our best friend.	Primary - online surveys, secondary - news paper and articles	Binny Bansal , Sachin Bansal Jagdish Chandra mahindra Yusuf hamied- ciplac Success can be slow	Employed Self employed Big business Investor	Customer segments Value proposition Channels Customer relationships Revenue streams Key resources Key activities Key partnerships Cost structure	1.Product Leadership and innovation, patents and trademarks 2.innovation, patents and trademarks 3.Value of their time and resources 4.listning skills and desire 5.personal risk appetite, etc	This workshop gave me a lot of ideas.	Maybe	I want to gain more knowledge.	Shivani Ranjan	
11/7/2020 20:17:12	I learned the concept of entrepreneurship.	Observation: the most powerful tool. Create simple user persona. Conduct observational research.	1.Azim Premji - Wipro 2. Gautam Adani - Adani Group 3. Shiv Nadar - HCL	1: The rich don't work for money. 2: It's never about how much money. 3: The rich focus on their children. 4: Corporations are the best.	1.Customer Segments 2. Value Propositions 3. Channels 4. Customer Relationship 5. Revenue Streams 6. Key resources 7. Key activities 8. Key partnerships 9. Cost structure	The characteristics that start a business.	Best program I ever attended.	Yes	Would empower their Entrepreneurship.	Adhirath Mangesh giri	
11/7/2020 21:38:33	How to improve entrepreneurship?	Primary: group discussion Secondary: news paper and articles	Dhirubhai Ambani - Reliance Ratan Tata - Tata steel company Shiv Nadar - HCL technologies	E - Employee , B - Business Owner	customer segments, value proposition, channels, customer relationships, revenue streams, key activities, cost structures, business model, key partners, key resources	Market size , valuation, team, product, market size	It's excellent.	Maybe	Counseling	Vaishnavi Mahesh Waychal	
11/7/2020 21:42:43	Getting great ideas and suggestions and possible implementation.	Interview and survey	1. Bill gates- microsoft - co-founder 2. Ratan tata - tata group 3. mukesh ambani- reliance	Employee, self-employed	Customer segments, value proposition, channels, customer relationships, revenue streams, key activities, cost structures, business model, key partners, key resources	team, product, market size	It was good and knowledgeable.	Maybe	No thanks	Ajay Vikram Bhoi	
11/7/2020 21:54:46	Getting great ideas and suggestions and possible implementation.	Interview and surveys are	Ratanji Tata - Tata group Bhavish Aggarwal - ola cab Dr. Verghese Kurien - amul	Employee, self-employed	Customer segments, value proposition, channels, customer relationships, revenue streams, key activities, cost structures, business model, key partners, key resources	team, product, market size	It is good and it gives most ideas.	Maybe	skills	ANKIT KESHAO GUHE	
11/7/2020 22:03:44	Business model canvas and its application.	Survey and observations.	1.Mukesh Ambani- Reliance 2.Naveen jain- Moon express 3. Narendra Bhansal- Intelecom	Self-employed, employee	Customer segments, value proposition, channels, customer relationships, revenue streams, key activities, cost structures, business model, key partners, key resources	Demerits and the merits of entrepreneurship.	Best experienced and taught.	Maybe	Fundings	Zeeshan Usman Tayyabi	
11/8/2020 0:27:28	I got to learn about how to start a business.	Ethnography research and interviews	1) Ratan tata - tata groups 2) Anand mahindra- mahindra group 3) Dhirubhai ambani- reliance	The cash flow quadrant concept.	Customer segment, value proposition, channels, customer relationships, revenue streams	1)teams execution capabilities 2)dynamic market opportunities 3) investor relevance.	got to explore a very new concept.	Maybe	i want to know more about business.	Apoorva Bharti	
11/8/2020 1:07:41	I learnt how to become financially independent.	Surveys, observation, interviews	I love Jack Ma from Alibaba Group Second is Stan Lee who created Marvel Third would be the founder of Google	Employee Business owner Self employed Investor	Key partners Key activities Key resources Value proposition Customer relationship Customer segments Channels Cost structure Revenue streams	I felt the investors look for a good idea.	I really liked the workshop.	Maybe	I would like to know that if I can start a business.	Divyanshi Agrawal	

Timestamp	What are your Top 2 Prof	Mention any 2 Profession	Name any 3 Entrepreneur	Are you keen for an online	Do you want to learn more	What are Investors looking	Your feedback for the 8 H	Would you like to attend t	What is the specific supp	Please mention your Full	Email Address
11/8/2020 15:28:00	After a successful worksh	Customer observation and	Azim premji -Wipro Balkrishna- Patanjali Sachin bansal- Flipkart	1-It's not how much money 2-Rich people acquire as 3-Working all your life for 4-Most people work for m	customer segments, value	startup investors pay after	It was good.	Maybe	None.	Amit Anil Khilare.	
11/8/2020 16:00:17	The initiative taking whet	Observation Interview Survey	Jeff Bezos - Amazon. Str Ratan Tata - Tata industrie Mukesh Ambani - RIL. Pa	Investor, employees	Customer segment Channel Cost structure Key resource Key partner Business model Revenue Relationship with customer Value proposition	The value of the project a	It's very interesting and in	Yes	Solution of problems that	Gajera Urvashi Mukesh	
11/8/2020 18:52:49	1)That we have the increc 2)We can learn from each	Surveys Customer observation	1 Ratan Tata - Tata group 2 Prannoy Roy - NDTV 3 Ritesh Agarwal - OYO R Hardwork and smartwork	Employees -business own	Key partners Key activities Key resorces Cost structure Channels Customer relationships Value proposition Customer segment Revenue streams	Market price	It was adorably helpful	Maybe	Basic skills	Nikita Balasaheb Randive	
11/8/2020 19:05:18	How to deal and get into t Complete understanding	Focus groups and custom	Dhirubhai ambani- Relian Ratan tata- tata groups	Employee, self employed	Customer relationship, ke	How much he/ she gonna Is that will be beneficial fo	I get to know how to build	Yes	I really wants to know how How to make ur best relat Really wants to know abo	Snehal Tonde	
11/8/2020 21:53:35	How to do market research How to do pitching.	Observation, experiment	1 jeff bezos- Amazon Doing experiments 2 Mark zukerbarg- social i Start something small and 3 steve jobs- Apple For business you have to	Employee, self employed,	Costumer segment Value proposition Channels Costumer relationship Revenue streams Key resources Key activities Partnership Cost structure	Pitching Growth plan Market size	It was a good experience.	Maybe	.	Bhumika mishra	
11/8/2020 23:19:34	I learned about Business	Survey and reading articl	1. Ratan Tata - Tata Group 2. Dhirubhai Ambani - Rel 3. Bill Gates - Microsoft	The left of cash flow quad The right of cash flow qua	customer segments, value	dynamic market opportuni	It was a wonderful experie	Maybe	Currently nil	Noreen Grace George	
11/8/2020 23:49:31	Do and don't about start u How can I start my start u	Quantitative and qualitativ	Dhirubhai Ambani - passik Jehangir Ratanji Dadabh Nagavara Ramarao Naraj	Employee, Self-Employec	1 customer segments, 2 value propositions, 3 channels, 4 customer relationships, 5 revenue streams, 6 key resources, 7 key activities, 8 key partnerships, and 9 cost structure.	team, product, market siz	It was informative	Maybe	Nothing	Riddhi Bhadja	
11/8/2020 23:50:15	Things that must be taken	Customer surveys, publi	1) Bill gates - microsoft co 2) Mukesh Ambani - reliar 3) Mark Zuckerberg - Fac	Employee, business own	Customer segments, valu	Return on their investmen	Good	No	No	Tejal Ramesh Naik	
11/8/2020 23:52:03	Leadership and courage t	In secondary:- Public sou Commercial sources	Bill Gates- Microsoft Mark Zuckerberg- Facebo Steve Jobs- Apple Their courage and inventi	Saving money than earnin All the rich people make r Working for someone will Making money standing o	Customer segments Value propositions Customer relationship Revenue streams Key resources Key activities Key partnership Cost structure Channel	Team Management Market size Money	Helps and gives proper id	Maybe	How to think of getting a c	VARSHITH B R	
11/9/2020 8:33:45	1) how to grow business c 2) key components of sta	1) first hand research sun 2) data collected from pas	1) Bill gates - Microsoft - (C 2) Steve jobs - Apple - Fo 3) Ratan Tata - Tata - Nev	Employment, Self-employ	customer segments value propositions channels customer relationships revenue streams key resources key activities key partnerships cost structure.	team, product, market siz	It was an excellent sessio	Yes	Update and notification of	Karan Anilbhai Darji	
11/9/2020 9:31:05	Practical skills and knowle critical thinking	surveys interviews	1. Bill Gates - microsoft (r 2.Larry Elison - Giant orak 3.Mark Zuckenberg- Facel	Employ Self employed Business owner Investor	1. Customer segment 2.Value preposition 3.Channels 4. Customer relationships 5.Revenue streams 6. Key activities 7.Key resources 8. Key partners 9. Cost structures	Whether the idea is uniqu	It was really helpful and i	Yes	I would like to get some in	Suchi Shrivastava	

Timestamp	What are your Top 2 Prof	Mention any 2 Profession	Name any 3 Entrepreneur	Are you keen for an online	Do you want to learn more	What are Investors looking	Your feedback for the 8 H	Would you like to attend t	What is the specific supp	Please mention your Full	Email Address
11/9/2020 10:14:35	Leadership and courage	Secondary - public and co	Bill Gates- Microsoft Steve Jobs- Apple Mukesh Ambani - reliance	Saving money which is ex Make proper investment Make several challenge Use money in right way	Customer segments Value proposition Customer relationship Key resources Partnership Cost structure Channel Review stream	Team management Investment Marketing size	Helps to build up or own t	Maybe	How to over come failure	Akriti kumari	
11/9/2020 10:33:35	interpersonal skills, think	The vast majority of techn	Bill Gates- Microsoft, Mar	E, B, S, I-. E for employee	customer segments, value	product, market size and	It was very knowledgeabl	Yes	Ideas to collect inventors.	Shreyasi Chaudhay	
11/9/2020 12:02:21	Proper planning, time ma	Survey, customer observ	Reliance- mukesh Amban	Accounting, investing, un	Customer segments, valu	Revenue.	A boon to learn and unde	Yes	Guidance	VAIBHAVI BHAGWAN MEHTA	
11/9/2020 12:02:51	(1)Proper planning (2)Idea management	Interviews and focus grou	facebook -Mark zuckerber Investing. Reliance-mukesh ambani Ola cab- bhavish aggarwa	Accounting. Understanding markets. The law.	Customer segments, valu	Success ratio	Quality knowledge.	Yes	Guidance.	MRUNAL ASHOKRAO KALE	
11/9/2020 17:30:42	Getting great ideas and a suggestions and possible	Interview and surveys are	Ratanji Tata - Tata group Bhavish Aggarwal - ola ca Dr. Verghese Kurien - am	Employee, self-employed	Customer segments Value proposition Channels Customer relationship Revenue streams Key activities Cost structures Business model Key partners Key resources	team, Which product are import market size	It is good and it give most	Maybe	skills	ANKIT KESHAO GUHE	
11/9/2020 18:43:48	(1)Proper planning (2)Idea management	Interviews and focus grou	facebook -Mark zuckerber Investing. Reliance-mukesh ambani Ola cab- bhavish aggarwa	Accounting. Understanding markets. The law.	Customer segments, valu	Success ratio	Quality knowledge.	Yes	Guidance.	MRUNAL ASHOKRAO KALE	
11/10/2020 11:20:24	Hinal Vinchulkar	Primary research usually Secondary research is a t	Mark Zukerberg-Faceboo ratan tata-Tata groups- C Mukesh Ambani- Reliance	Most people work for mor It's not how much money Rich people acquire asse	Customer Segments. Value Propositions. Channels. Customer Relationships. Revenue Streams. Key Resources. Key Activities. Key Partnerships.	Investors want to have a c	it was good and very usef	Maybe	-	Hinal Anilkumar Vinchulkar	
11/10/2020 13:37:24	Time Management and ef	Primary Market Research Secondary Market Resea	Ratan Tata - TCS (Dedica Ambani - Jio (To keep exp	Employee, Self Employee	Customer segment, value	Scope of business and eff	It was really informative	Maybe	Planning and execution	Jeenal Mehta	
11/11/2020 9:16:47	I got to learn and more kn	Techniques of primary m	1- Bill Gates- founder of M 2- Ratan Tata- founder of 3- Anand Mahindra- found In the above 3 one of the	*The right cash flow quad *The left cash flow quad	Customer relationship, key	1-investor relevance 2-dynamic market oppor 3-teams execution capabi	I am really glad to be a pe	Maybe	Whould like to know more	Smaranika Das	