



Women Entrepreneurship Development Program

On the Occasion of International Women's Day 08th

March 2020

The objective of the One-Day Women Entrepreneurship Development Program specifically designed for MBA female students is to equip them with the knowledge, skills, and mindset required excelling as women entrepreneurs in the business world. The program aims to address the unique challenges and opportunities that MBA female students may encounter in their entrepreneurial endeavors.

The specific objectives of the program:

- **Empowering MBA Female Students:** Empowering MBA female students to recognize their entrepreneurial potential and providing them with the tools and resources necessary to pursue their entrepreneurial aspirations. The program aims to build confidence, self-belief, and a strong entrepreneurial mindset among participants.
- **Cultivating Leadership and Management Skills:** Developing leadership and management skills specifically tailored for MBA female students aspiring to become women entrepreneurs. The program focuses on enhancing their abilities to lead teams, make strategic decisions, manage resources, and navigate the challenges of entrepreneurship.
- **Promoting Gender-Inclusive Entrepreneurship:** Addressing the unique challenges and opportunities faced by MBA female students in entrepreneurship, including gender bias, access to networks, funding, and resources. The program aims to foster a supportive and inclusive environment that empowers women to overcome these challenges and leverage their strengths.
- **Encouraging Innovation and Creativity:** Nurturing innovative thinking and creativity among MBA female students. The program aims to inspire them to think outside the box, identify market gaps, and develop innovative business models, products, or services that meet the needs of their target customers.
- **Inspiring Success Stories:** Showcasing the success stories of accomplished women entrepreneurs who have made a significant impact in their respective industries. These stories serve as a source of inspiration and motivation for MBA female students, encouraging them to pursue their entrepreneurial dreams.



By achieving these objectives, the One-Day Women Entrepreneurship Development Program for MBA Female Students aims to empower and equip them with the necessary skills, knowledge, and networks to excel as women entrepreneurs in the competitive business landscape. The program aims to bridge the gender gap in entrepreneurship, promote gender diversity, and encourage more women to take on leadership roles in the business world.

Outcomes:

1. **Enhanced Entrepreneurial Knowledge:** Participants gained a deeper understanding of key concepts and principles related to entrepreneurship, business planning, financial management, marketing strategies, and operations. They acquired the knowledge necessary to start and manage a successful business.
2. **Strengthened Leadership and Management Skills:** Participants developed leadership and management skills specifically tailored for women entrepreneurs in the context of their MBA education. They enhanced their abilities to lead teams, make strategic decisions, manage resources, and navigate the challenges of entrepreneurship.
3. **Cultivated Entrepreneurial Mindset:** The program nurtures an entrepreneurial mindset among participants, characterized by resilience, adaptability, creativity, and a growth-oriented attitude. Participants developed the confidence to take risks, embrace innovation, and persist in the face of challenges.
4. **Inspirational Role Models:** Exposures to success stories and experiences of accomplished women entrepreneurs inspires participants and provides them with role models to emulate. These stories highlighted the diverse paths to success, challenges overcome, and the impact of women entrepreneurs in various industries.
5. **Increased Confidence and Self-Belief:** Through the program, participants build confidence in their abilities as women entrepreneurs. They developed a strong belief in their skills, ideas, and potential to create successful ventures.
6. **Business Idea Development:** The program facilitates the development and refinement of business ideas among participants. They learned to identify market opportunities, conduct feasibility studies, and develop viable business models.





One day program was conducted on **"Women Entrepreneurship Development Program"** for female MBA students by renowned Speaker Dr. Kirti gulati from Pune on 08th January 2020. The basic aim and objectives behind this workshop was to cultivate and nurture an entrepreneurial mindset and skill set among female MBA students. To encourage female students to think creatively, identify opportunities, and develop innovative solutions to problems. To equipping students with the practical skills required to establish and manage a successful business.

Dr. Kirti gulati had expressed her views in such a manner due to which our students were very much happy and learnt a lot about how to develop an entrepreneurial mindset and entrepreneurial thinking. She also shares her experience with the female students about how she started her business and how she tackled business related problems and she also share tips how to increase self-confidence and how to develop positive thinking.



DIRECTOR

**AES's Institute of Management &
Business Administration, Akole**

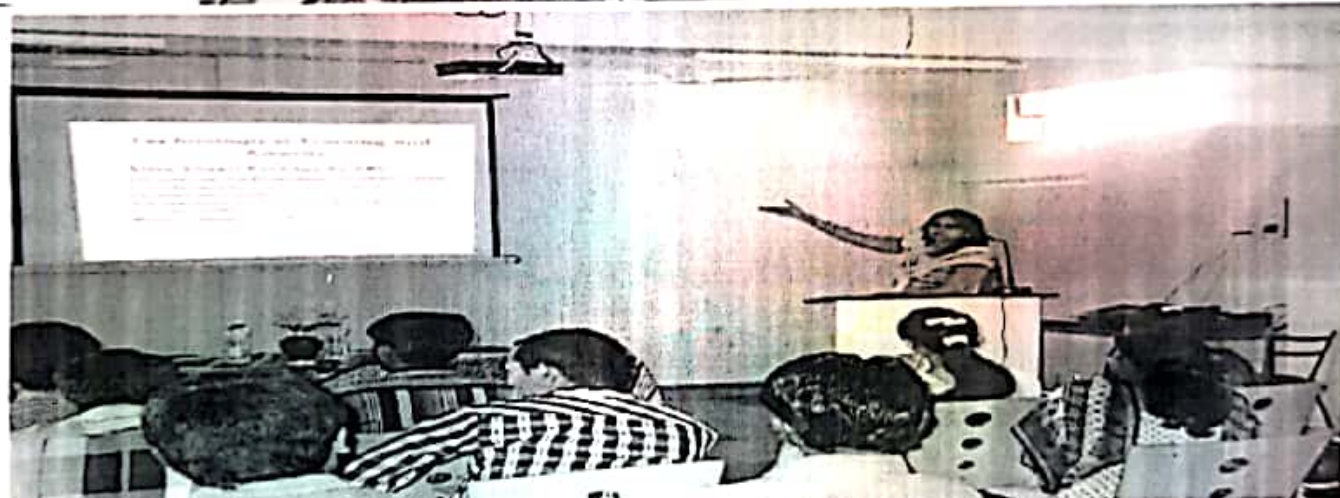
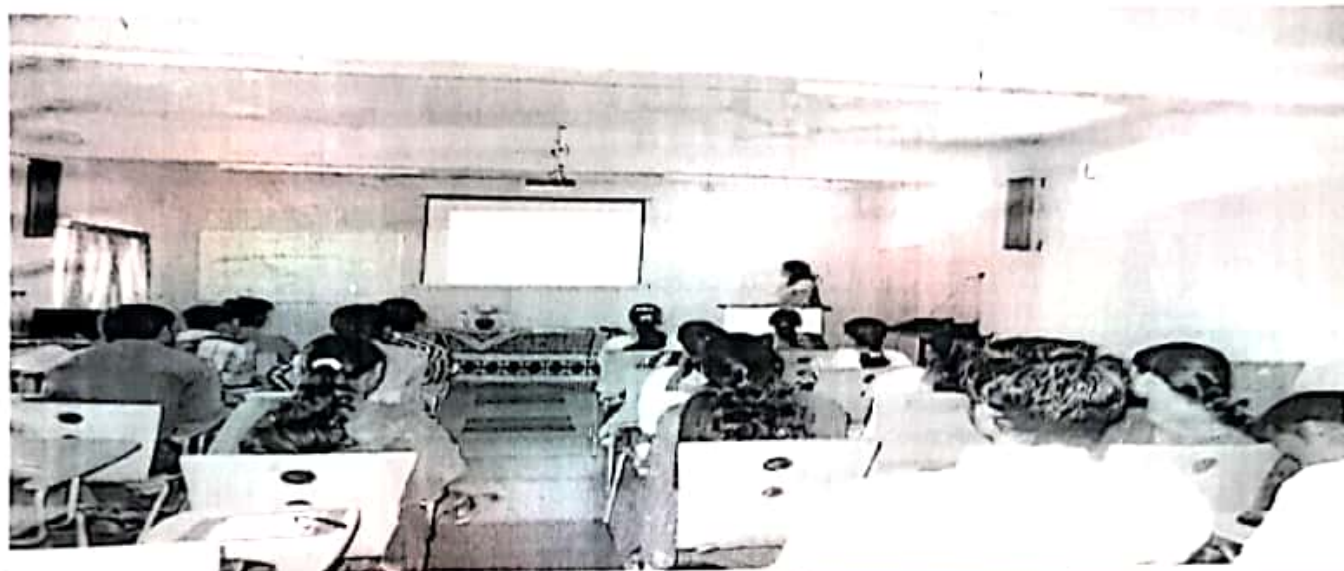


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Dr. Kirti gulati the Entrepreneur interacting with the Students

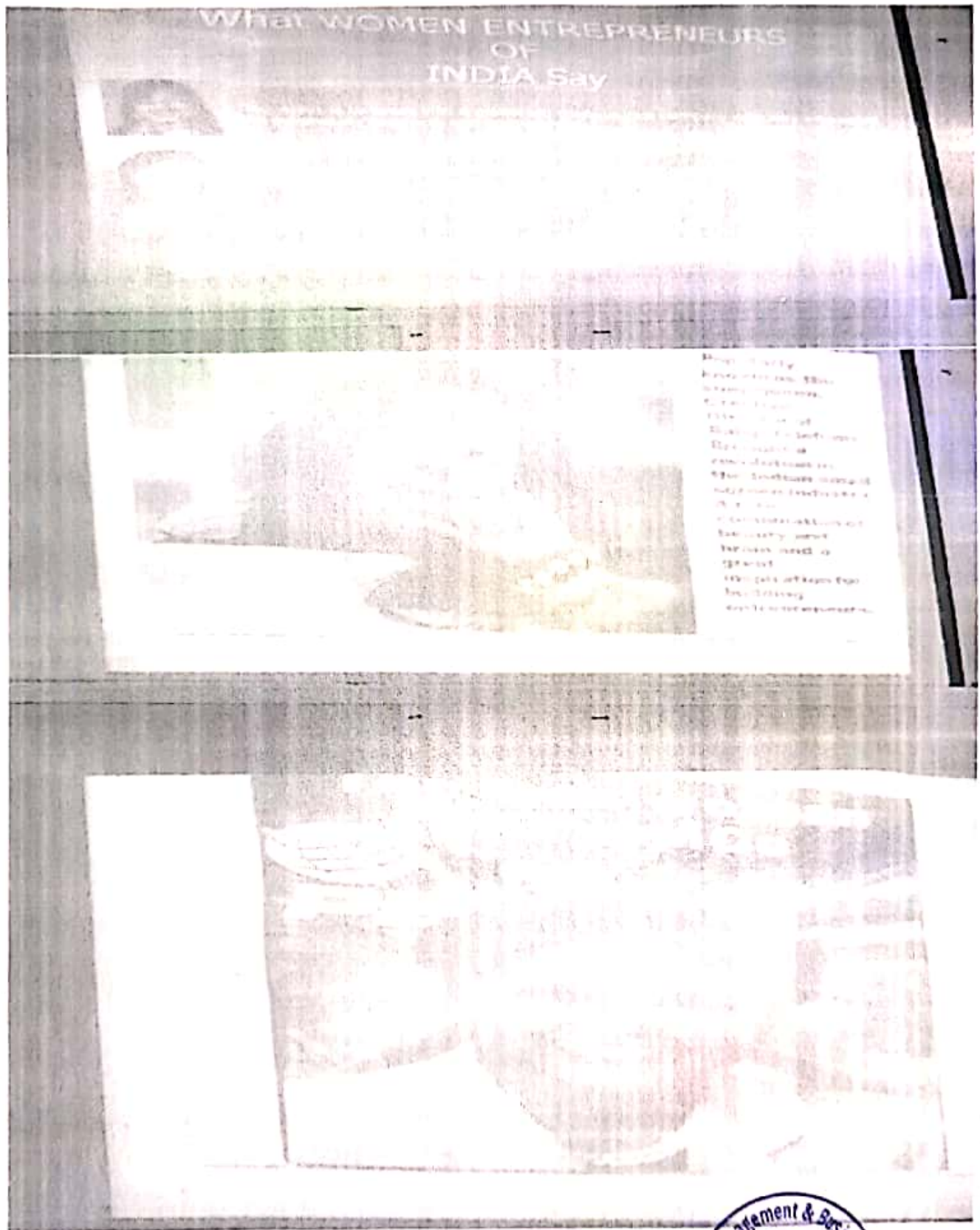




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Date: 04/03/2020

Students Notice

All the MBA female students hereby inform that AES's Institute of Management & Business Administration is organize One day workshop on "Women Entrepreneurship Development Program" which will be held in the presence of Dr. Kirti gulati, Pune on 08th March 2020 in the institute seminar hall at 10.00 am onward.

Best regards,

Dr. Sangeeta Birjepatil

DIRECTOR

AES's Institute of Management &
Business Administration, Akole





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Student List	
Roll No.	Name of Student
201816	Kanawade Urmila Netaji
201821	Kharde Rekha Machhindra
201827	Nehe Yogita Kisan
201829	Pande Sarika Rudhakrushna
201838	Shete Akanksha Namdeo
201846	Ugale Shweta Bhaskar
201904	Bhangare Vaishali Uttam
201908	Darade Pooja Keru
201913	Ghogare Prajakta Annasaeb
201918	Malunekar Priyanka Jalindar
201920	Mohite Sonali Baban
201923	Naikwadi Sonam Shantaram
201925	Rahane Nayana Ekanath
201932	Varpe Prajakta Madan





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Online Workshop on "Entrepreneurship as a Career"

27th March 2021

Objective: The objective of this online workshop is to provide MBA students with in-depth knowledge and practical insights into entrepreneurship as a career option. It aims to equip students with the necessary skills, mindset, and resources to pursue entrepreneurial ventures, either as startup founders or as innovative leaders within established organizations.

Workshop Outline:

1. Introduction to Entrepreneurship for MBA Students.
 - Understanding the role of entrepreneurship in the business landscape.
 - Differentiating between traditional careers and entrepreneurship.
 - Exploring the potential benefits and challenges of entrepreneurial careers
2. Identifying and Evaluating Business Opportunities.
 - Techniques for identifying market gaps and innovative business ideas
 - Analyzing market trends, consumer behavior, and industry dynamics
 - Conducting comprehensive feasibility studies and market research
3. Developing an Entrepreneurial Mindset and Skills
 - Cultivating creativity, adaptability, and resilience
 - Fostering an entrepreneurial mindset within an organization
 - Developing skills in problem-solving, decision-making, and risk management
4. Marketing and Sales Strategies for Startups
 - Developing effective marketing and branding strategies
 - Leveraging digital marketing tools and social media platforms
 - Creating a sales strategy and customer acquisition plan
5. Success Stories and Lessons from Entrepreneurs
 - Guest speakers sharing their entrepreneurial experiences and insights
 - Case studies of successful startups and lessons learned



Signature

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Outcomes:

1. **Comprehensive Understanding:** Gain a comprehensive understanding of entrepreneurship as a viable career option, including its benefits, challenges, and potential rewards.
2. **Entrepreneurial Mindset:** Develop an entrepreneurial mindset characterized by creativity, innovation, adaptability, and resilience, enabling participants to approach problems and opportunities with an entrepreneurial lens.
3. **Opportunity Identification:** Learn techniques for identifying and evaluating business opportunities, recognizing market gaps, and leveraging industry trends to develop innovative business ideas.
4. **Business Planning:** Acquire the knowledge and skills to develop a robust business plan, including defining a value proposition, conducting market research, crafting a sustainable business model, and formulating growth strategies.
5. **Marketing and Sales Strategies:** Develop effective marketing and branding strategies for startups, leverage digital marketing tools, and create a customer acquisition plan to drive growth and establish a strong market presence.
6. **Team Building and Leadership:** Acquire skills in attracting and retaining talent, team management, and fostering a positive organizational culture to build a strong team that can drive entrepreneurial success.
7. **Scaling and Growth Strategies:** Learn strategies for scaling a startup, expanding into new markets, managing operations, logistics, and supply chains, and establishing strategic partnerships to fuel growth.
8. **Real-Life Insights:** Hear from experienced entrepreneurs through guest speaker sessions, case studies, and success stories, gaining valuable insights into their entrepreneurial journeys and lessons learned.



Signature

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One day online workshop was conducted on "Entrepreneurship as a Career" for female MBA students by Head of department Dr. Kiran Gonte on 27th March 2021. The basic aim and objectives behind this online workshop was to understanding the role of entrepreneurship in the business landscape, to differentiating between traditional careers and entrepreneurship and exploring the potential benefits and challenges of entrepreneurial careers, to identify and evaluate business opportunities, to develop an entrepreneurial mindset and skills.

Dr. Kiran Gonte had expressed his views in such a manner due to which our students were very much happy and learnt a lot about how to develop an entrepreneurial mindset and entrepreneurial thinking. He also shares his experience with the students about how to find the business opportunities in the market and how to take competitive advantage. He also explained how to develop entrepreneur thinking and share real life example of successful entrepreneurs.



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Close

Participants (18)

Search

	Dr. Kiran Gante (Host)		
	Prof. Anil Bendre (Host)		
	DebaB4ca		
	Aditya neha		
	ASHISH PULATE		
	Chaitanya Sutar		
	Kajal dhonnan		
	NAYAN KATORE		
	Rahul Deshmukh		
	rahul fodae		
	Sachin		
	Sanjay		
	Shivprasad		





Date: 25/03/2021

Students Notice

All the MBA female students hereby inform that AES's Institute of Management & Business Administration is organize One day online workshop on **"Entrepreneurship as a Career"** which will be held in the presence of **Dr. Kiran Gonte, HOD** on **27th March 2021** on zoom meeting at **10 .00 am** onward.

Best regards,

Dr. Sangeeta Birjapatil

DIRECTOR
AES's Institute of Management &
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Student List	
Roll No.	Name of Student
201901	Arote Nilesch Vilas
201902	Arote Umesh Dnyanoba
201903	Barate Amol Namdeo
201904	Bhangare Vaishali Uttam
201905	Bhor Ganesh Govind
201906	Borkar Sharad Laxmanrao
201907	Darade Pooja Keru
201908	Dube Pavan Bhagwat
201909	Gadekar Ishwar Nanasahab
201910	Gahire Ajay Annasaheb
201911	Gaikwad Vinod Devram
201912	Ghogare Prajakta Annasaheb
201913	Godase Roshan Lahanu
201914	Gunjal Nilesch Shivnath
201915	Gurav Prasad Chandrakant
201916	Jamadar Sameer Jafar
201917	Maniyar Juned Nisar
201918	Mohite Sonali Baban
201919	Mundada Rushikesh Rajendra
201920	Naikwade Akshay Dnyaneshwar
201921	Naikwadi Sonam Shantaram
201922	Pund Pritesh Ambadas
201923	Rahane Nayana Ekanath
201924	Salve Sanyog Subhash
201925	Shinde Mayur Bharat
201926	Sonawane Keshav Haribhau
201927	Talpade Chandrakant Deoram
201928	Thorat Pritam Appasaheb
201929	Varpe Prajka Madan
201930	Varpe Shubham Babaji
201931	Wakchaure Ankesh Machchhindra





Entrepreneurship Development Program 11 January 2022

The objective of entrepreneurship development programs for management students is to cultivate and nurture an entrepreneurial mindset and skill set among aspiring managers. These programs aim to equip students with the knowledge, skills, and attitudes necessary to start their own businesses or contribute effectively to entrepreneurial ventures.

The specific objectives of programs:

- **Promoting Entrepreneurial Thinking:** Encouraging students to think creatively, identify opportunities, and develop innovative solutions to problems. The program aims to instill an entrepreneurial mindset characterized by resilience, adaptability, risk-taking, and a proactive approach to challenges.
- **Enhancing Entrepreneurial Skills:** Equipping students with the practical skills required to establish and manage a successful business. This includes skills such as business planning, financial management, marketing and sales strategies, operations management, leadership, and negotiation.
- **Fostering Business Acumen:** Developing a strong understanding of key business concepts, market dynamics, industry trends, and customer needs. Students learn to analyze market opportunities, conduct feasibility studies, and make informed decisions based on sound business principles.
- **Encouraging Innovation and Creativity:** Stimulating students' ability to generate new ideas, identify market gaps, and develop innovative products, services, or business models. The program aims to nurture a culture of creativity, problem-solving, and continuous improvement.
- **Providing Experiential Learning Opportunities:** Offering practical experiences such as business simulations, case studies, internships, and interactions with successful entrepreneurs. These opportunities allow students to apply their knowledge in real-world contexts, gain hands-on experience, and learn from the experiences of established entrepreneurs.
- **Building Networking and Collaboration Skills:** Facilitating connections between students, entrepreneurs, industry experts, and potential investors. The program aims to create a supportive ecosystem where students can build valuable relationships, access mentorship, and explore partnership opportunities.
- **Developing an Entrepreneurial Mindset within Existing Organizations:** Recognizing that not all students may start their own businesses immediately, the program also aims to foster an entrepreneurial mindset within existing organizations. This includes developing skills in



entrepreneurship, innovation management, and the ability to identify and seize opportunities within established companies.

- **Creating Awareness of Entrepreneurial Resources:** Introducing students to various support systems, such as government initiatives, funding sources, incubation centers, and business development services. Students learn how to access and leverage these resources to facilitate the establishment and growth of their ventures.

Outcomes:

1. **Increased Entrepreneurial Intent:** Students develop a strong desire and motivation to pursue entrepreneurial ventures. They gain confidence in their ability to start and manage their own businesses.
2. **Enhanced Entrepreneurial Knowledge:** Students acquire a deep understanding of key concepts and principles related to entrepreneurship, including business planning, market analysis, financial management, marketing strategies, and innovation.
3. **Improved Entrepreneurial Skills:** Students develop practical skills necessary for entrepreneurial success, such as business plan development, financial analysis, sales and marketing techniques, team management, and effective communication.
4. **Development of Business Ideas:** Students generate and refine business ideas through ideation exercises, feasibility studies, and feedback sessions. They learn to identify market opportunities, assess risks, and develop viable business models.
5. **Experiential Learning:** Students gain practical experience through internships, entrepreneurship competitions, and real-life projects. They apply their knowledge and skills in solving business challenges and learn from hands-on experiences.
6. **Entrepreneurial Mindset Development:** Students develop an entrepreneurial mindset characterized by resilience, creativity, adaptability, and a proactive approach to problem-solving. They become more comfortable with risk-taking and embracing failure as a learning opportunity.



One day program was conducted on "Entrepreneurship Development Program" for Students by renowned Speaker Mr. Vinay Newaskar owner of M/S. Newaskar textiles from Kotul on 11th January 2022. The basic aim and objectives behind this workshop was to cultivate and nurture an entrepreneurial mindset and skill set among aspiring managers. To encourage students to think creatively, identify opportunities, and develop innovative solutions to problems. To equipping students with the practical skills required to establish and manage a successful business.

Mr. Vinay Newaskar had expressed his views in such a manner due to which our students were very much happy and learnt a lot about how to develop an entrepreneurial mindset and entrepreneurial thinking. He also shares his experience with the students about how he started his business and how he tackled business related problems.



DIRECTOR

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Mr. Vinay Newaskar the Entrepreneur interacting with the Students



Signature

DIRECTOR

AES's Institute of Management & Business Administration, Akole



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Date: 06/01/2022

Students Notice

All the MBA students hereby inform that AES's Institute of Management & Business Administration is organize One day workshop on "Entrepreneurship Development Program" which will be held in the presence of Mr. Vinay Newaskar, Owner of M/S. Newaskar textiles, Kotul on 11th January 2022 in the institute seminar hall at 10 .00 am onward.

Best regards,

Dr. Sangeeta Birjapatil
DIRECTOR

AES's Institute of Management &
Business Administration, Akole





Student List	
Sr. No.	Name of Student
1	Dhumal Sagar Sanjay
2	Mayur Sopan Mundhe
3	Ekhande Ganesh Nanasaheb
4	Ghodekar Rushikesh Somnath
5	Jangidsharma Manoj Devilal
6	Naikwadi Sumit Suryabhan
7	Nawale Bhushan Gajanan
8	Sagar Suhas Sudam
9	Lahamange Shubhangi Balasaheb
10	Panhale Akanksha Navnath
11	Sabale Rushikesh Manohar
12	Thatar Monika Anil
13	Varma Pavan Ashok
14	Walke Ashwini Hanumanta
15	Zolekar Saurabha Balu
16	Ghankute Sampada Prakash
17	Kshirsagar Manoj Vilas
18	Wagh Vishwas Nanasaheb
19	Deshmukh Chetan Vasantao
20	Irule Chandan Sunil
21	Kanawade Sudhir Dagadu
22	Korde Atul Bhaskar
23	Nawale Shreyas Sanjay
24	Aher Pradnya Dnyaneshwar

