### National Entrepreneurship Day Orientation Program

# 9<sup>th</sup> November, 2023

Dronacharya College of Engineering, Gurugram organized a workshop on "Artificial Intelligence Ironclad Innovators" for the B. Tech students from 9<sup>th</sup> November, 2023 on the eve of National Entrepreneurship Day. The faculty coordinators of the program were Prof. Dr. Ritu Pahwa. They gave detailed information about the college, vision, mission, the affiliating university, authorized center of excellence, library, management and faculty. The distinguished chief guests of the event were Mr. Pankaj, Lead Research Analyst, CRISIL, Mumbai. Workshop is to push the boundaries of AI technology. With a vision to create robust and resilient AI solutions, it focused on innovation that withstands challenges in dynamic and unpredictable environments. The workshop spans across machine learning, natural language processing, and advanced algorithms, aimed at transforming industries like healthcare, finance, and defense. The workshop was committed to ethical AI development, ensuring that the technologies promote fairness, transparency, and accountability. By harnessing the power of AI, students aspired to solve complex problems, optimize processes, and drive future technological breakthroughs. Their work stands as a testament to the resilience and adaptability of AI in shaping a smarter, more efficient world. He ended his talk with the discussion on the realization of the responsibility that these students carry the responsibility on their shoulders to bring a change in society by addressing and solving real life issues and bringing an innovative solution through their projects.





# Seminar on "Start-up Program Business Model Canvas (BMC)" 22nd August 2023

Institution's Innovation Council (IIC), Ministry of Education (MoE) Dronacharya College of Engineering, Gurugram organized a session on "Start-up Program Business Model Canvas (BMC)" on 22<sup>nd</sup> August, 2023. 45 students attended the session. The session was led by Mr. Sachin Pathania, (Cyber security officer, Apple) and Mr. Shubham Rauthan (Assistant Manager Adani Digital Labs). The session was coordinated by Mrs. Pooja Sharma (IIC convener).

The main objective of the session was to encourage, enlighten and motivate the students to think out of the box and start their own ventures.

Speakers shared experiences of his whole journey towards a successful entrepreneur and counselled the students on how to start their own start-ups and how to take the first step towards the aim. He guided the students on how to avoid the most common mistakes made by fresher's.

Along with this, Mr. Dhruv informed the students the most used technologies in start -up world. The session ended with discussions on start-up ideas presented by students, which made them learn their flaws and do some more innovations on their idea.





### **Entrepreneurial Talk on World Entrepreneur Day**

### **21st August 2023**

Institution's Innovation Council (IIC), Ministry of Education (MoE) Dronacharya College of Engineering, Gurugram conducted the "Entrepreneurial Talk" on the 21st August, 2023 on the occasion of World Entrepreneurs Day. Prominent industry leaders shared their impactful thoughts. The speakers for the day were Mr. Anurag Upadhayay (Pragram Manager at Accenture RPA and AI Consulting/Strategy) and Dr. Anil Kumar Goswami (Fellow of IIM Kashipur, Ex. Senior Scientist/ Additional Director DRDO, Ministry of Defence, Govt. of India). They enlightened the students with their insightful thoughts and encouraged those to own up to their entrepreneurial ideas.

The event began with a welcoming address to the Chief Guests, faculty and students by Prof. Shivani. She emphasized the importance of entrepreneurship and the need to change the institute from being the center of job-seekers to the center of job creators. The change in Consumer Behaviour is bringing a plethora of opportunities. She shared an example of an DCE alumnus who had a blueprint of an idea and acted upon it to leverage the opportunity.

According to speakers, an entrepreneur is someone who observes his environment and the market and understands what problems need to be solved. Mr. Anurag also suggested that one should also assess whether the solution is acceptable and adaptable by the market. He added, a businessman just runs a business, but an entrepreneur brings logic to the business idea. He shared his journey and the ups and downs he faced. He concluded his speech with a message that not all entrepreneurial ideas are successful, some might fail, but only those who learn from their mistakes will become triumphant.

Speakers also shared their experience of starting an organization with an interactive presentation. Dr. Anil emphasized, the process might be lengthy, from finding a suitable partner to an angel investor, but if one has a unique idea, then any startup can succeed. According to him, there is a need for educated and well-informed people in the agriculture domain as there is much potential for future growth in the sector.





### Workshop on How to plan for Startup & Legal & Ethical Steps

### **22nd August 2023**

Institution's Innovation Council (IIC), Ministry of Education (MoE), Dronacharya College of Engineering, Gurugram organized session a on "How to plan for Startup & Legal & Ethical Steps". The event was coordinated by Mrs. Pooja Sharma (EEE Department). Mr. Mayank Kaushik (Vahdam India as Senior Manager- Human Resource Business Partner and Process COE), Mr. Abhinav Raghav (Trilig Energy as CEO) and Mr. Mohit Mamoria, (Tiny Studio as Founder & CEO) were the guest speakers of the seminar.

The seminar was growth-focused, practical, and empowering. It lay out and demystifies the most effective path to Startup success.

Speakers explained step-by-step how to get from concept to launch. It helped students to understand what legal form their business should take, and how to establish the company. Seminar showed them how to avoid the common pitfalls of team selection and investor relationships, and explains the different ways of funding their business. It reveals powerful ways of exploiting free or low-cost tools and platforms for growth hacking, marketing and sales. And it provides them, step by step, the methodologies and ground rules for success in rapidly monetizing their business. Students left session equipped with a set of tools, hacks, strategies and tactics, inspiring examples, and guidelines for defining, creating and growth hacking their new business.

In the end students asked their doubts related to startup and entrepreneurship. It was very knowledgeable session.





### Workshop for Demo Day of Start-Ups

### 22nd - 24th August 2023

Institution's Innovation Council (IIC), Ministry of Education (MoE) Dronacharya College of Engineering, Gurugram organized "Demo Day of Start-ups" from 22nd - 24th August 2023.

The objective of the event was to enhance student's knowledge and talent, research orientation, unstopped potential and prepare future generation of engineers to be innovative leaders, responsible citizens and problem solvers.

Around 20 teams have registered for the event. Participants brought their software and hardware projects in competition. The teams competed against each other for best project award. They were assessed by an assessment panel of professors who appreciated them and gave them suggestions to further improvement of their projects. The participants were motivated by the guidance of Mr. Anurag Upadhayay and Dr. Anil Kumar Goswami. Prof. (Dr.) B.M.K. Prasad (Director, DCE Gurgaon) also inspired participants with his worthy words and focused on Design Thinking.

The winners of the event were as follow: Startups: Trios (Team Leader: Shivam (CSE), Team Members: Sunit (CSE), Chirag (CSE) bagged the First Prize. Team members were awarded with a cash prize of 5000/- with certificate. Team: The Way Makers (Team Leader: Siddharth Sharma (CSE), Team Members: Aryan Rakheja (AI&ML), Aditya (ECE)) was the 1st runners up. Team members were awarded a cash prize of 3000/- with certificate Team: CREW-Z (Team Leader: Tania (CSE), Team Member Utkarsh (CSE)) were the 2nd runners up. Team members were awarded a cash prize of 2000/- with certificate. Participation certificates were distributed to all the participants.

Demo Day was an opportunity and platform for students to showcase their hard work and talent in form of startups they had made. Overall, the event was wonderful and lot of creativity and innovation was learnt.







# Workshop on Panel Discussion on "Innovation and Startup Ecosystem Enablers"

### **24th August 2023**

Institution's Innovation Council (IIC), Ministry of Education (MoE), Dronacharya College of Engineering, Gurugram organized a panel discussion on "Innovation and Startup Ecosystem Enablers" on 24<sup>th</sup> August, 2023.

The objective of the discussion was to create awareness to the students regarding the innovation ecosystem by transforming new ideas into reality and how to create that ecosystem.

The event started with a lighting of lamp followed by the speech "Your wings - Your career" by Prof. (Dr.) S. D. Joshi, where he tried reaching out to this intellectual Next Generation by giving a perspective of the career choices, they need to make to reach their individual milestones of life. The talk concluded with the need of making well informed and well-intended career choices through a holistic approach of making decisions that brings the 360-degree outlook towards life and develop personal virtues as a future leader

#### **Session Brief:**

- Fundamental Principles of Business
- Brief discussion on small scale industry
- Regulations of logistics and trademark
- Prototype testing marketing for new business
- Challenges faced after testing and check if the product is suitable for B2B or B2C Revenue model.

#### **Key highlights of the session:**

- How to develop business funding
- Generating funds through sponsors, market
- Idea sharing-"Do not share idea with everyone, share with industry peers"
- How to expand existing business

• Thorough study of all resources before starting business or entering market

### **Key outcomes of the session:**

- Understanding how existing market players can support and augment the growth of startups.
- Understanding how these players / companies maneuver through their logistics in order to gain maximum benefits.
- Understanding the prospects, innovative solutions, and the untapped potential of unbundling value chains.





# Workshop on "Lean Startup & Minimum Viable Product/Business" 24th August 2023

The EDC cell and Institution's Innovation Council (IIC), Ministry of Education (MoE), Dronacharya College of Engineering, Gurugram organized a session on Lean Start- up & Minimum Viable Product for members of EDC and IIC and other students on 24th August, 2023.

The resource person for the session was Mr. Shwetank Pandey (Senior Manager, Maruti Suzuki India Limited), Ms. Sunaina Pandit (Assistant Manager, IFB Industries Limited) and Mr. Akshit Chauhan (Digital Marketing and Research lead, Google Operation Center). The session was in tune with the national mission initiated by the Honorable Prime Minister that the youth should set up their own ventures so as to generate employment. Rather than being Job seekers they should aim at becoming Job givers. Approximately 120 students attended the session.

Speakers started with speaking about lean startups. They then went ahead to explain the difference between Proof of concept, Minimum Viable Product and Minimum Marketable Product. They explained it with the help of example of Pizza chain. They also explained in detail about the Business Model Canvas. Finally, after the end of their presentation they answered the questions posed by attendees. Mrs. Pooja Sharma, the coordinator of the event thanked them for their time and valuable knowledge.



# Workshop on "Angel Investment/VC funding Opportunity" 24th August 2023

Institution's Innovation Council (IIC), Ministry of Education (MoE) Dronacharya College of Engineering, Gurugram organized a seminar on the topic "Angel Investment/VC Funding Opportunity for Early-Stage Entrepreneurs" was held on 24th August 2023 for the final year students. The resource person's for the seminar were Mr. Abhimanyu Srivastava( Product Manager, U20pia Mobiles ), Ms. Aayushi (SDET, Eurofins Scientific) and Ms. Deepika Dang ( Consultant, forensic ccs KPMG India).

Resource Person's highlighted the concept of Angel investors. Further insights were provided on the Angel investor's networks and how they work. The session also focused on the types and critical advantages of Angel investors. Further, the role of Venture Capital in nurturing budding startups was explained. Its various advantages and the primary distinction between angel investors and venture capital were discussed in-depth with the students.

Entrepreneurship is viewed as change, generally entailing risk beyond what is normally encountered in starting a business, which may include other values than simply economic ones. An entrepreneur is an individual who creates a new business, bearing most of the risks and enjoying most of the rewards.

An entrepreneur is a person who creates a new business venture with all the possible risks. He is the person who brings an idea to the table for a new business. Then he acquires resources, labor, and capital to set up the business, produce goods and services.

VC Funding or venture capital funding is capital that you get from investment groups that work with startups and small businesses. These groups oversee the money of investors who want to invest in companies with strong growth potential in exchange for an equity share in the business. VC funding is one way for small businesses to get money to start or grow their business.

The students with entrepreneurial interests were highly benefitted and motivated by the session. The session ended with a students' question/ answer and interaction session, where many of the students can be seen to have significant interest and potential to become successful entrepreneurs in the future.



# Workshop on Quiz Competition on National Start Up Day 16th January 2024

**Institution's Innovation Council (IIC), Ministry of Education (MoE)** organized a session and quiz competition on "National Start Up Day" on **16**<sup>th</sup> **January, 2024**. **Prof. (Dr.) Isha Malhotra**, Principal and **Prof. Pooja Sharma** were the speaker of the session. 65 students and 5 faculty members of Divine Dale International School attended the event.

The objective of the event was to help students to learn about successful entrepreneurs and their journeys. The students in the class were divided into 3 groups and the rounds were conducted accordingly. Participants were very active in giving answers of the questions. It was a good healthy and cut throat competition and students got to know many new things which could increase their knowledge and can help in their personal and professional career growth in future. All the participants enjoyed the event and appreciated the IIC cell of DCE. The students got an opportunity to brush up their knowledge on entrepreneurship. Lastly, students were asked to share their views on entrepreneurship. Overall, the session was very informative for all.









# Workshop on "Start-up Program Business Model Canvas (BMC)

# 2nd February 2024

Institution's Innovation Council (IIC), Ministry of Education (MoE) Dronacharya College of Engineering, Gurugram organized a session on "Start-up Program-Business Model Canvas (BMC)" on 2<sup>nd</sup> February, 2024. 45 students attended the session. The session was led by Ms. Namrata Arora (Director Business Development @knowise) and coordinated by Prof. Pooja Sharma (IIC Convener).

The main objective of the session was to encourage, enlighten and motivate the students to think out of the box and start their own ventures.

Speakers shared experiences of her whole journey towards a successful entrepreneur and counselled the students on how to start their own start-ups and how to take the first step towards the aim. She guided the students on how to avoid the most common mistakes made by freshers. Along with this Ms. Namrata told students the most used technologies in start -up world.

The session ended with discussions on start-up ideas presented by students, which made them learn their flaws and do some more innovations on their idea.









# Workshop on How to plan for Start-up & Legal & Ethical Steps

# 12th April, 2024

Institution's Innovation Council (IIC), Ministry of Education (MoE), Dronacharya College of Engineering, Gurugram organized a seminar on "How to Plan for Startup & Legal and Ethical Steps" on 12th April 2024. The event was coordinated by Ms. Pooja Sharma (IIC Convener). Mayank Kaushik (Vahdam India - Senior Manager- Human Resource Business Partner and Process COE), Abhinav Ragha (CEO, Trilig Energy) and Mohit Mamoria (Tiny Studio - Founder & CEO) were the guest speakers of the seminar. The seminar was growth-focused, practical, and empowering. It lay out and demystified the most effective path to Startup success.

Speakers explained step-by-step how to get from concept to launch. It helped students to understand what legal form their business should take, and how to establish the company. The speaker showed them how to avoid the common pitfalls of team selection and investor relationships, and explained the different ways of funding their business. He revealed powerful ways of exploiting free or low-cost tools and platforms for growth hacking, marketing and sales. Further, he explained the students, step by step, the methodologies and ground rules for success in rapidly monetizing their business. Students left session equipped with a set of tools, hacks, strategies and tactics, inspiring examples, and guidelines for defining, creating and growth hacking their new business.

In the end students asked their doubts related to startup and entrepreneurship. It was a very knowledgeable session.



# Workshop on Entrepreneurship Skill Development

#### 15th April 2024

Institution's Innovation Council (IIC), Ministry of Education (MoE), Dronacharya College of Engineering, Gurgaon organized a profoundly insightful workshop on "Entrepreneurship Skill, Attitude and Behavior" on 15<sup>th</sup> April 2024. The esteemed speaker of the workshop was Dr. Shipra Arora (Innovation Ambassador).

The workshop aimed to provide invaluable insights to **80 students** of **B.Tech CSE**, **CSIT and CSE-AIML** Department, casting light on the indispensable skills requisite for success in the entrepreneurial landscape.

The workshop unfolded as an engaging and enriching experience for the students. Dr. Shipra Arora, drawing from her extensive expertise in the field of entrepreneurship, effortlessly captivated the audience with her profound knowledge and real-world examples.

The event kicked off with the welcome of Dr. Shipra Arora by the students, who expressed their enthusiasm with a thunderous round of applause. Her session commenced with an overview of the significance of Entrepreneurship Skills, Attitude and Behavior in shaping a triumphant career. She underscored the pivotal role of mindset, resilience, and adaptability in navigating the challenges of the business world.

The workshop comprehensively covered various facets of entrepreneurship, encompassing risk-taking, innovation, and leadership. Dr. Arora shared her personal experiences and case studies, providing practical insights that resonated profoundly with the aspiring entrepreneurs in the audience.

Throughout the two-hour duration, Dr. Arora actively fostered participation and interaction with the students. The students not only relished the session but also enthusiastically engaged in the discussion by posing thoughtful questions after a video session on Entrepreneurship. Dr. Arora's adeptness in connecting with the students and addressing their queries created a dynamic and interactive learning environment.

The workshop not only served as a platform for knowledge exchange but also instilled a heightened sense of inspiration and motivation among the students. She also underscored the importance of skills and the seamless amalgamation of behavior, making an individual not only adept at navigating the present scenario but also equipped with a positive mindset to achieve long-term goals and recognize hidden talents.

As the session drew to a close, the students expressed their gratitude to Dr. Shipra Arora for her invaluable insights, and the IIC DCE team for orchestrating such a transformative workshop. The event undeniably helped the students in charting a path to success in the professional realm.

**Benefits/Outcome:** Understood the importance of skills & the combination of behavior and a positive mindset to achieve goals & recognize hidden talents to get success.





# **Innovation Day (Quiz and Elocution Competition)**

## 15th - 17th October 2023

On the birth anniversary of Dr. APJ Abdul Kalam, which is celebrated as National Innovation Day, we commemorate the remarkable life and contributions of this visionary scientist and former President of India. Dr. Kalam's legacy is synonymous with innovation, inspiring generations to push the boundaries of knowledge and creativity.

To commemorate the remarkable life and contributions of the visionary scientist and former President of India; Dr. APJ Abdul Kalam, celebrated as 'National Innovation Day', Institution's Innovation Council (IIC), Ministry of Education (MoE), Dronacharya College of Engineering, Gurugram organized "Quiz and Elocution Competition" from 15th – 17th October, 2023. The faculty coordinator was Prof. Shelly Bansal (ECE Dept.) 54 students (Six teams) from several departments actively participated in the Quiz and Elocution competition. The event not only tested the knowledge and quick thinking of participants but also showcased their eloquence. Day 1: 15th October, 2023 The first day witnessed the elocution competition, where participants passionately articulated their thoughts on a variety of engaging topics. Their speeches demonstrated their ability to engage and persuade the audience. The elocution competition not only

showcased the power of words but also encouraged critical thinking. Day 2: 16th October, 2023 The second day featured a challenging quiz, where participants battled through a series of questions that spanned various topics from innovation and science to technology. It was a test of both individual knowledge and teamwork. The quiz tested their depth of knowledge and ability to think under pressure. Day 3: 17th October, 2023 On the third day of the competition, certificates were distributed to the winning participants. All were applauded for their outstanding performances. "Chandrayaan" team from CSE AIML department obtained the first position in the Competition. The three day Quiz and Elocution Competition in the college highlighted the incredible talent and dedication of students. It provided a platform for intellectual growth, encouraged eloquent expression, and fostered a spirit of healthy competition among participants. The event not only enriched the academic atmosphere on campus but also left a lasting impression on everyone who attended.







#### **Poster Presentation of Business Plans**

# 23rd - 25th May 2024

The Poster Presentation of Business Plans, organized on 23th -24th May 2024, was an engaging and inspiring event aimed at providing young innovators a platform to showcase their entrepreneurial ideas through visual demonstrations.

The session offered a space for students to present their well-thought-out business plans and invited fellow students and faculty members to witness these creative concepts. The main objective of the event was to foster a culture of innovation and entrepreneurship, while also providing valuable feedback from both peers and faculty, encouraging constructive suggestions for further improvement.

The event was set up in an open, collaborative environment where each student or group of students displayed their business plans in the form of visually captivating posters. The posters highlighted key aspects of their business ideas, including the problem being addressed, innovative solutions, market analysis, revenue models, and strategies for growth. The visual element of the posters made it easy for onlookers to quickly grasp the essence of each business plan, while allowing for detailed explanations when required. This mode of presentation ensured that even complex ideas were conveyed effectively and efficiently.

Throughout the event, faculty members and other students were encouraged to visit each poster and engage with the presenters. The interaction fostered an exchange of ideas, with faculty providing expert insights on business strategy, marketing, and scalability, while students offered peer-to-peer feedback, often focusing on creativity, practicality, and innovative potential. Many participants benefited from these spontaneous discussions, gaining new perspectives on how to refine their business ideas or tackle potential challenges. In addition to encouraging feedback, the session also acted as a motivational event for students who were just beginning to explore entrepreneurship. Witnessing their peers confidently presenting business ideas was both inspiring and educational. For many, it sparked new ideas and encouraged them to think about starting their own ventures. The open format allowed students to ask questions and understand the thought processes behind each plan, further demystifying the entrepreneurial journey.

A notable highlight was the diversity of business ideas presented. From technology-driven startups focused on app development and artificial intelligence to social enterprises addressing pressing issues like sustainability and education, the range of business plans showcased the creative thinking and ambition of the student community. Each poster provided a detailed roadmap of how the business would operate, including financial projections and possible partnerships, showing the depth of research that went into each idea.

The session concluded with a brief feedback panel where selected faculty members shared their overall observations. They praised the initiative and encouraged students to keep refining their ideas, emphasizing the importance of market research, customer validation, and adaptability. Several students were also recognized for the originality and feasibility of their business plans, further motivating the participants to pursue their ventures.

Overall, the Poster Presentation of Business Plans was a successful event that achieved its goals of encouraging innovation, providing a platform for young entrepreneurs, and fostering collaboration between students and faculty. It not only allowed participants to showcase their entrepreneurial spirit but also built a supportive community where ideas could be nurtured, developed, and improved. The event emphasized the importance of visual communication in presenting business ideas and the power of collaboration in turning ideas into successful ventures.



# Organizing Innovation, Entrepreneurship Outreach Program in Schools/Community

### 17th February 2024

The workshop commenced with informative lecture and presentations by Prof. Pankaj Kumari. The topics covered during the workshop included the basics of AI, machine learning algorithms, and real-world applications of AI in different sectors. Participants were engaged in interactive sessions where they had the opportunity to ask questions and clarify doubts about AI technology. Case studies and examples were presented to illustrate the positive impact of AI on society, such as in healthcare, education, and environmental sustainability. Breakout group discussion was conducted to encourage participants to share their perspectives on AI-related topics, including concerns about job displacement, privacy issues, and ethical considerations. Facilitators conducted discussions to ensure constructive dialogue and exchange of ideas.

Practical demonstrations and hands-on activities were organized to provide participants with a tangible understanding of AI concepts. Participants were introduced to AI programming languages and tools, allowing them to experiment with building simple AI models.

The workshop successfully increased participants' awareness and understanding of AI technology and its potential applications. Common misconceptions and fears surrounding AI were addressed and clarified, leading to a more balanced perspective among participants. Participants felt armed with knowledge and information gained from the workshop.

The workshop on public awareness about Artificial Intelligence was a significant step towards promoting a better understanding of AI technology among participants. About 48 school students and 2 school teachers had participated in this session. Through informative session, interactive discussion, and hands-on activities, the workshop successfully achieved its objectives.

#### **Objective:**

Motivating Government Senior secondary school, Patli students and faculties to be successful entrepreneur/innovators.

#### Benefits in terms of learning/skill/knowledge:

- All the budding innovators and entrepreneurs understood how the journey of an Entrepreneur/ Innovator can be initiated.
- The program aimed to educate the school students about AI, emphasizing its role as a tool for positive societal transformation rather than a threat.

- Through a series of targeted initiatives, the program sought to dispel myths, foster Understanding, and empower individuals to engage responsibly with AI technologies.
- The workshop aimed to educate participants about the fundamentals of AI and its various applications.
- The participants were made aware of the common misconceptions and fears surrounding AI.
- Hands on communicative dialogue were promoted on the ethical implications of AI development and usage during the awareness program.



# **Dron Vision: Start up Poster Making Competition**

# 5th - 6th April 2024

The event was to showcase artistic skills to present the startup idea and illustrate creativity in form of posters. It was an engaging and inspiring event aimed at providing young innovators a platform to showcase their entrepreneurial ideas through visual demonstrations. The session offered a space for students to present their well-thought-out start-ups and invited fellow students and faculty members to witness these creative concepts. The main objective of the event was to foster a culture of innovation and entrepreneurship, while also providing valuable feedback from both peers and faculty, encouraging constructive suggestions for further improvement.

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Overall, the Poster Presentation of Start-ups was a successful event that achieved its goals of encouraging innovation, providing a platform for young entrepreneurs, and fostering collaboration between students

and faculty. It not only allowed participants to showcase their entrepreneurial spirit but also built a supportive community where ideas could be nurtured, developed, and improved. The event emphasized the importance of visual communication in presenting business ideas and the power of collaboration in turning ideas into successful ventures.

