



## TITLE: “From Job-seekers towards Job-creators: The Journey”

### Introduction

Jai Hind College Autonomous has been recognized as a ‘Skill Hub Centre’ on February 3, 2019 by Hon. Prime Minister through digital launch. The objective of the Centre is to provide opportunities for continuous reskilling, contributing to the growth of the startup sector. In 2020, the establishment of the Incubator & Accelerator Centre (IAC) further strengthened to foster innovation within the academic community, providing support to student-owned startups and early-stage ventures nationwide, cultivate a network of aspiring entrepreneurs, and motivate forward-thinking innovations. The Centre has incubated a total of 35 startups, with 28 currently active across 5 cohorts from various parts of India. Additionally, the College is registered under Institution's Innovation Council (IIC).

### Activities

1. Skill Hub and Entrepreneurship Cell conducts a series of **Business Speaker sessions** to enhance entrepreneurial skills in areas of finance, sales, marketing, design thinking. A few speakers:

- Gaurav Gaba, Senior Manager, Flipkart
- Shreyans Dhingra, Product Management, JP Morgan Chase & Co.
- Sneha Basu Roy, Startup & VC Partnership Manager, Google

#### Outcome:

- Established relationship between innovation and entrepreneurship
- Identified learning experiences from journey of mentors

2. The IAC hosted 70 tailored one-on-one **Mentoring sessions** to guide startups on their entrepreneurial journey, to bridge knowledge gap between seasoned professionals and budding entrepreneurs, to offer practical insights into crucial aspects that investors look for when startups approach them for funding, and strategic approaches to align with investor expectations. A few speakers:

- Kavita Bothra, Partner, Primassure, LLP.

- Avik Ashar, VC Scout, Saison Capital, Angel Investor

**Outcome:**

- Gained a broader perspective on industry trends, market dynamics, and strategic planning
  - Developed refined business models, built robust financial strategies, created compelling pitches that resonate with potential investors.
  - Appreciated the importance of securing follow-up meetings beyond just raising funds
3. **ENNOVATE** a five-day event dedicated to fostering innovation, features an array of business competitions designed to align with current market trends, equipping with skills necessary to thrive in today's dynamic business environment. Few workshops which helped budding entrepreneurs:
- “Rise of Cloud Kitchens in India”, Nishant Jhaveri
  - “Day Trading for a Living”, Parang Mehta
  - “Risk Mitigation Workshop”, Ameya Abhyankar
  - “Crowdfunding 101”, Ranganath Thota
  - “Gaming x Finance”, Manish Maryada
4. E-Cell & Skill Hub provided a platform for Eco-Friendly and Vegan Startups through ['Walkathon'](#).
5. In collaboration with DPIIT, Kapila Scheme's '**Intellectus**' program promoted IPR awareness through one-week online sessions which were attended by 1,200 participants. It aims to educate how to protect intellectual assets, essential for growth of entrepreneurial ventures. Prominent speaker sessions:
- ‘IPR Awareness Session’ by Dr Latiwa Dawara, Assistant Controller of Designs and Patents at the Patent Office, Mumbai
  - ‘IPR in Technology’ by Mr Quaiser Alam, PhD, LLB
  - ‘IPR in Everyday Life’ by Dr. (CS)Yashree Dixit, Practising Company Secretary, Ahmedabad

**Outcome:**

- Equipped participants with vital skills to protect their creative assets, trademarks to patents
  - Ensured brand integrity, legal compliance
  - Empowered to combat counterfeiting
  - Explored licensing opportunities
6. The **Entrepreneurship Summit**, launched 2016, expanded globally 2020, serves as a platform for startups, nationwide. Collaborations include Maharashtra State Innovation Council, Start-Up India, Ministry of Electronics and Information Technology, Government

of India, Rise Mumbai, Digital India, Wadhvani Foundation. The annual Global E-Summit, highlighted by Flagship Event 'Startup Competition' offers a stage for emerging ventures to showcase their potential. Representatives from 30 colleges convened at E-Leaders Meet.

Keynote speaker sessions offered valuable insights on current trends shaping the Indian economy:

- Kainaz Messman, Founder of Theobroma
- Ramanan Ramanathan, Additional Secretary of Government of India
- Sharad Sanghi, MD & CEO, NTT Netmagic
- Ram Gopal, CEO, Barclays Bank, India
- Chandrakant Salunkhe, Founder & President, SME Chamber of India, Start-up Council of India

7. The **Start-Up Exposition** organized to provide a platform to showcase prototypes and products, building connections with mentors, industry experts, potential investors. Incubatees present and pitch their ventures to stakeholders. Participants included notable startups like Evaluator, Snowcode, Crayboard, Ksham, and Rcube. Mentors provided guidance through constructive feedback:
  - Mohit Shukla, MD & Legal Head, Barclays
  - Nidhi Saraf, Founder & CEO, Key Ventures
  - Peshwa Acharya, President, Brightcom Group
  - Anshul Arzare, Joint MD & CEO, YES Securities
  - Anjan Gupta, Executive Director, Morgan Stanley, Top venture Capital Voice
8. **Masterclasses, Workshops, and Competitions** crafted to empower participants with practical knowledge, hands-on experience, foster skill development, encourage innovative thinking, provide a platform to showcase their talents. A few sessions include:
  - "The Fintech Web: World of Payments and Beyond"
  - "AI Tech by Microsoft for Startups"
  - "Friend or foe: Food and Technology"
9. **Game of Enterprise Risk Competition** by Institute of Risk Management India Affiliate .. Students enhanced their understanding of enterprise risk management through interactive exercises, promoting strategic risk assessment.
10. **Collaboration** with Atal Incubation Centre, Wadhvani Foundation for Pre incubation program, established on December 23, 2021, boosts innovation and supports new-age entrepreneurs. Aligned with Atal Innovation Mission by NITI Aayog, it offers startups financial backing, mentorship, advanced infrastructure, networking opportunities. Success stories include Yash Bachhawat's 'HOMESY,' with 120 students trained, 50+ ventures. The program has been transformative, as praised by Team Conscious Chew. The incubator offers collaborative co-working space for registered startups..

11. **Mentor Board at the Incubator:** Prominent business leaders and industry experts, like:

- Peshwa Acharya, President, Group Strategy & Director- on-Board, Brightcom
- Vijay Chandiramani, Founder, Certainty Consultants Ltd. (UK)
- Aazmeen Kasad, Legal consultant
- Shriyans Bhandari, Founder & CEO, Greensole

12. **Pre-Incubation Programme Session** on Sustainable Growth Strategies by Ganesh Malani focused on collaborative efforts in identifying and implementing sustainable growth opportunities.

## Impact

The Entrepreneurship Cell, Skill Hub, Incubator and Accelerator Centre have influenced the entrepreneurial ecosystem by nurturing the spirit of aspiring business leaders, and have helped shape job-creators of tomorrow. Ideation of NISP cell at Jai Hind College, Start-up policy to aid legal advice are all in-the-making. Prominent registered start-ups: “The Language Network”, “Cusp”, “Shiksha”. “Grace”, a registered start-up from outside. The impact thus extends beyond the campus promoting entrepreneurship and contributing to the nation's growing start-up economy.