



**JAIPURIA INSTITUTE  
OF MANAGEMENT**

**EMPOWER • ENTHUSE • EXCEL**  
INDIRAPURAM, GHAZIABAD

(Approved by AICTE & Affiliated to Dr. A.P.J. Abdul Kalam Technical University, Lucknow)

## Quarter IV Meeting of IIC

### Minutes of Meeting

29-07-2023

The Quarter IV meeting of IIC – Jaipuria Institute of Management was held on July 29, 2023 at 11:00 a.m. in Offline mode at Indirapuram. The agenda of the meeting was to monitor and review progress of Quarter III activities. In addition to this, the agenda was to discuss quarter IV activities, frame an action plan to execute the prescribed activities and to discuss about the new initiatives which can be taken in the upcoming activities for the year 2023 -2024.

#### Members Present

##### Internal Members:

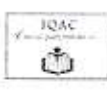
Prof. (Dr.) Daviender Narang, Director, JIM  
Dr. Ashwani Kr. Varshney, President - IIC  
Dr. Ajay Tripathi, Vice President - IIC  
Dr. Devi Archana Mohanty, Vice President – IIC  
CS Puja Shree Agarwal, Vice President - IIC  
Dr Raj Kumari, Member - IIC  
Ms. Surbhi Kansal, Member - IIC

##### External Members:

Ms. Sailza Dasgupta, Founder  
Mr. Abhay Kumar Singh, Bank/Investor  
Mr. Sangeet Chopra, Industry Expert  
Mr. Ishank Anchal, Founder  
Dr. Kamalika Banerjee, Founder  
Ms. Sheetal Shah, Founder  
Mr Shivam, Finance Expert  
Mr. Manish Singh, Manager  
Ms. PrekshaKaparwan, Industry Expert  
Mr. Satyam Sharma, Founder

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### **AGENDA 1: Discussion on Inclusion of new members in the IIC board from Industry**

- Dr. Devi commenced the event by extending a warm welcome to the attendees. This was followed by a ceremonial lighting of the lamp, symbolizing an invocation of Goddess Saraswati's blessings. Dr. Daviender Narang then cordially greeted the new members of IIC. Sir stressed the importance of nurturing a mindset conducive to generating original ideas, crafting prototypes, and embarking on entrepreneurial ventures. According to him, the technical acumen possessed by MBA students falls short, posing a hurdle in their path. He underscored the challenges associated with securing finances, patents, grants, and other facets of initiating a business. He encouraged an open dialogue about the various obstacles faced by the institute's MBA students.
- As per the IIC meeting agenda IIC Council reconstituted with new external members
- As a gesture of gratitude, external members were presented with planters as a token of appreciation. Dr. Ashwani Varshney, President IIC greeted all the new IIC External members who were present for the meeting in physical mode.

The profile of members included are

- Ms. Shailza Dasgupta, Founder, Homestays of India
- Mr. Abhay Kumar Singh, Bank/Investor, ICICI Prudential AMC
- Mr. Sangeet Chopra Industry Expert, CyberCure Technologies Pvt. Ltd.
- Mr. IshankAanchal, Founder, Relymore
- Dr. Kamalika Banerjee Founder, The Light Mission
- Ms. Sheetal Shah, Founder, Cape Primerose
- Mr. Shivam, Finance Expert, GNAP Services Pvt Ltd
- Manish Singh, Manager, ATAL Incubation center -BIMTECH
- Ms. PrekshaKaparwa, Industry Expert
- Mr. Satyam Sharma, Founder, Snatched

### **AGENDA 2: Review of IIC activities of IV quarter from 1st June to 31st August 2023**

Ms. Puja Shree provided a comprehensive overview of the initiatives orchestrated by IIC – JIM during Quarter IV to both internal and external members, along with innovation ambassadors. The proceedings took the shape of a PowerPoint presentation, outlining the activities that transpired in June and July.

- \* World Environment Day,
- \* Session on Innovation/Prototype Validation
- \* Session on Accelerators/Incubation,

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- \* Session on "Lean Start-up & Minimum Viable Product/Business"

**Other scheduled activities were lined up for the month of August i.e.**

- \* Session on Angel Investment/VC Funding Opportunity for Early Stage Entrepreneur (12 August, 23)
  - \* Organizing Innovation & Entrepreneurship Outreach Program in Schools/Community (5 August, 23)
  - \* Independence Day (15 August, 23)
  - \* Session/ Panel discussion with innovation and Start-up Ecosystem Enablers from the region/state/national level (19 August, 23)
  - \* World Entrepreneurs Day (21 August, 23)
  - \* Organise an Inter/Intra Institutional Start-up Competition and Reward Best Start-ups (26 August, 23)
  - \* Mentoring Event: Poster Presentation of Start-Ups & Linkage with Innovation Ambassadors(30 August, 23)
- 
- Ms. Preksha proposed that it would be beneficial to hold the mentoring event prior to organizing the Business Plan competition. This way, students would acquire a solid understanding of the essential fundamentals necessary for effective business planning.
  - Dr. Narang informed the IIC members about the Mini Projects, a curriculum subject assigned by AKTU, and explained how IIC is revising the module to harness students' entrepreneurial potential to the fullest.
  - Ms. KamalikaBannerjee expressed the view that certain activities should cater to all students, while distinct activities should be designed for those inclined towards entrepreneurship. She also suggested exploring ways to encourage student participation in IIC, including workshops and guest lectures.
  - Dr. Narang shared insights into how IIC was established two years ago under the leadership of Dr. Sheetal. He highlighted how the institute backed this initiative, despite it not being mandated by the government.
  - Dr. Ashwani provided an explanation of the YUKTI repository, Technology Readiness Level, and the involvement of external guides who evaluate the novelty of student ideas, ensuring their potential for start-up viability.
  - Dr. Narang recommended creating an Innovation and Entrepreneurship Club framework to gauge students' interest in these areas.
  - Ms. Preksha raised a question about how students manage their academic commitments alongside IIC activities. In response, Dr. Ashwani elaborated on the concurrent availability of

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lectures and activities on Saturday's and second half of weekday to accommodate both aspects.

### **AGENDA 3: Annual Progress report on IIC activities for the year 2022-23 (all quarters)- Achievements, initiatives, and challenges faced in the previous year**

- Dr. Ashwani Varshney, IIC President presented the Annual Progress report along with all the achievements for the year 2022 -2023. It was briefed to the members that JIM has been rated 3 stars in two years, 8 start-ups have come up, JIM has filed for 6 patents under KAPILA scheme, 17 Innovation Ambassador trainings have been completed by the faculty members, 15 patents in process under KAPILA scheme, 5 MOU's have been signed with various bodies and 107 individual ideas registered under YUKTI portal.
- Dr. Kamalika recommended the inclusion of internship opportunities for students. Additionally, Mr. Shivam proposed forging partnerships with industry mentors in relevant fields, facilitating hands-on learning through live projects.
- Dr. Varshney emphasized that IIC diligently executes innovation and entrepreneurship activities as outlined by the Central MIC. These activities are time-bound and encompass workshops, seminars, and interactions with entrepreneurs and professionals. The IIC also establishes a mentor pool for student innovators.
- Ms. Dasgupta voiced her support for IIC's endeavours and expressed her willingness to assist students in any way possible.
- Ms. Sheetal underscored the importance of nurturing an entrepreneurial mindset among students. She suggested collaborating with NGOs, identifying strengths and weaknesses of students, and Dr. Varshney recommended utilizing assessments like the co-cube test to explore students' areas of interest. Motivational sessions are also conducted to reignite students' enthusiasm.
- Mr. Satyam proposed involving corporate mentors in events, and Ms. Kamalika proposed that since MBA students may lack technical proficiency, they should focus on business operations and strategic planning. This could be achieved through collaborations with technical experts from schools or other technical educational institutions.
- The President presented a list of IIC council members and past industry mentors. It was highlighted how IIC's initiatives led to the establishment of five startups, in addition to organizing Hackathons, idea competitions, and mini-challenges, involving various industries.

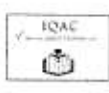
### **AGENDA 4: Discussion on Tentative activities of IIC for the year 2023 -2024**

Dr. Devi briefed about the categories of various IIC activities which have been tentatively planned for the year 2023 – 2024 by the IIC board of JIM. The activities will be finalized once

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the IIC Activity Calendar is received from Ministry of Education – Innovation Cell. The activities presented before the members were

#### **Quarter 1 will include activities related to Inspiration, Motivation and Ideation**

- \* Workshop on “Entrepreneurship and Innovation” as a Career Opportunity to help Students recognize the potential for personal growth by pursuing entrepreneurship and innovation
- \* Motivational Session by Successful Innovators/ Successful Entrepreneur/Start-up founder
- \* Workshop on Problem Solving and Ideation to equip students with the skills and techniques needed to effectively identify, analyze, and solve problems.
- \* Exposure and Field Visit for Problem Identification will help students gain a deeper understanding of real-world challenges faced by startups.
- \* Organise an Inter/Intra Institutional Idea Competition and Reward Best Ideas Aims to stimulate creativity and entrepreneurship within the institution.
- \* Demo Day/Exhibition/Poster Presentation of Ideas/PoC & linkage with Innovation Ambassadors/Experts for Mentorship Support to foster idea refinement, potential project development, and future entrepreneurial opportunities.

#### **Quarter 2 will include activities related to Validation and Concept Development**

- \* Workshop on Design Thinking, Critical thinking and Innovation Design to enable participants with the tools and mindset necessary to approach problem-solving creatively.
- \* Session on Achieving Problem-Solution Fit and Product-Market Fit
- \* Exposure to Pre-incubation units such as Ideas Lab, Fab lab, Makers Space, Design Centers, City MSME clusters, workshops etc.
- \* Session on on How to plan for Start-up and legal & Ethical Steps on Knowledge on business planning, legal requirements, and ethical considerations, enabling them to make informed decisions.

#### **Quarter 3 will include activities on Prototype, Design, Process Development for Business Model/ Process/ Services**

- \* Workshop on Intellectual Property Rights (IPRs) and IP management for start up
- \* Event on Mentorship Corner which will aim to connect aspiring entrepreneurs with experienced mentors from diverse industries
- \* Business Plan Clinic - This process will increase the likelihood of attracting investors, securing funding, and achieving sustainable growth for their ventures
- \* Inter/Intra Institutional Business Plan Competition and Reward Best Innovations

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### **Quarter 4 will include activities to make students aware about Startup and related Ecosystem Support Services for Startup Development**

- \* Session on Innovation/Prototype Validation will help in converting Innovation into a Start-up
- \* Session on How Accelerators/Incubation will provide opportunities for Students & Faculties - Early Stage Entrepreneurs
- \* Organise Boot Camp (or) Mentoring Session
- \* Session on Angel Investment/VC Funding Opportunity for Early Stage Entrepreneurs
- \* Entrepreneurial Internships will give practical exposure of the challenges and opportunities faced by entrepreneurs
- \* Organise an Inter/Intra Institutional Start-up Competition and Reward Best Start-ups - Manage through YUKTI-NIR
- \* Demo Day/Exhibition/Poster Presentation of Start-Ups & Linkage with Innovation

### **AGENDA 5: Engage in a collaborative session to generate and deliberate on prospective events, workshops, hackathons, or innovation challenges planned for the upcoming year.**

Subsequent to the presentations by Ms. Puja Shree, Dr. Ashwani Varshney, and Dr. Devi, a collaborative brainstorming session and discussions took place. Valuable suggestions were put forth by the present members, including the following:

- The Director of JIM proposed the establishment of an Entrepreneurship Club to acquaint students with the institute's entrepreneurial initiatives. This would help students understand the process of devising a venture roadmap. He highlighted that IIC – JIM has proactively aligned its activities with the university curriculum. Faculty members have been dedicatedly working to foster an ecosystem that nurtures critical thinking and a creative mindset.
- Dr.Kamalika recommended involving all first- and second-year MBA students in IIC activities to provide them exposure. The funnel approach would be applied to select students for the Entrepreneurship with an entrepreneurial inclination.
- It was suggested to organize workshops and sessions to prepare students effectively.
- Ms. Sheetal proposed creating an assessment plan to include students, emphasizing the development of core competencies. Prioritizing operations and managerial skills over technical expertise, focusing on website development.
- Collaboration with NGOs working on empowering Frugal innovators was recommended.
- Mr. Satyam emphasized teaching students how to pitch their ideas in front of industry experts.
- Maintaining a balance between curricular commitments and entrepreneurial pursuits was stressed, along with the suggestion for students to undertake live projects and internships guided by industry mentors.

  
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- The importance of continuous evaluation of activity outcomes and gathering participant feedback for refining future plans was concluded.
- Students were advised to engage in live projects with diverse entrepreneurs during weekends.
- Mr. Shivam proposed that finalized patents could be presented to major players already working on similar projects.
- External members advocated for expert-written prototype descriptions of the selected ideas.

#### **AGENDA 6: Identify potential collaborations with external partners, industry experts, or alumni**

- Dr. Varshney proposed forming partnerships with external collaborators and industry experts.
- The external members recommended collaborating with schools, where young talents possess technical expertise, allowing JIM students to contribute their non-technical skills to finalize ventures.
- Establishing an in-house incubation centre over time to provide students with necessary facilities was suggested.
- Mr. Manish advised providing students with information about UP-government policies for start-ups.
- Ms. Preksha emphasized considering simple yet effective ideas that could qualify for easy subsidies.
- Exploration of channels offering loans at minimal interest rates should be pursued.
- Mr. Shivam proposed offering internships aligned with a student's desired area of interest for their future start-up.
- Mr. Ishank discussed bridging the gap between theoretical MBA knowledge and practical on-site applications and challenges.
- Planning industrial visits to various facilities was proposed to provide students with exposure to real-time operational insights for initiating start-ups.

#### **Suggestions**

- The new members extended congratulations to the Director, JIM and faculty members for their remarkable progress during the previous academic session. They collectively agreed to contribute ideas aimed at cultivating an entrepreneurial mindset among students.
- Director, JIM and the President of IIC suggested that the identified activities will be refined in line with the provided recommendations, with the updates expected to be finalized by August 2023.
- The activities, categorized into four quarters, are strategically crafted to not only widen career horizons for aspiring individuals but also to propel pioneering advancements and enhance overall efficiency.
- All inputs have been duly noted, and forthcoming endeavors will be directed towards executing IIC activities across a spectrum of domains.

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- By tapping into the knowledge of both internal and external members, the IIC is positioned to create a dynamic environment that nurtures innovation and entrepreneurship.
- Subsequent steps will encompass the implementation of inventive concepts, with potential projects being considered for the initiation of new ventures.

#### Action Points

S. No.	Action Points	Functional Responsibility
1.	<b>Initiate discussions with external partners, industry experts, and NGOs for potential collaborations:</b> Engage in conversations with these stakeholders to foster partnerships and gather insights for enhancing entrepreneurial initiatives.	Dr Ashwani Varshney & Dr Devi Archana
2.	<b>Initial Screening of Interest and Skill Assessment:</b> Administer assessments or activities to evaluate students' interests, skills, and strengths related to entrepreneurship. This could include problem-solving, creativity, leadership, and communication skills.	CS Puja Aggarwal & Ms Surbhi Kansal, Dr Devi Archana
3.	<b>Information about Government policies, loans, and favourable interest rates:</b> Research available policies, loans, and interest rates for students' ventures, sharing relevant details with the students.	Dr Ashwani Varshney & CS Puja Aggarwal, Dr Devi Archana
4.	<b>Internship opportunities:</b> Develop a system to align students' interests with appropriate and introduce hands-on projects, internships, projects, or on-site visits.	Dr Ashwani Varshney & Dr Ajay tripathi
5.	<b>Organize industrial visits and expose students to start-up operations:</b> Plan visits to start-ups for hands-on exposure to operational challenges and experiences.	Dr Ajay tripathi & Surbhi Kansal
6.	<b>Establish the Entrepreneurship Club for communication:</b> Create the Club to effectively communicate the institute's entrepreneurial initiatives to	CS Puja Aggarwal & Ms Surbhi Kansal

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	students and structure student member functionality.	
7.	<b>Alumni Engagement:</b> Establish an alumni network that continues to engage and support aspiring entrepreneurs.	Dr Devi Archana, Dr Ashwani Varshney & Dr Ajay Tripathi
8.	<b>Pitch Sessions and Feedback:</b> Organize pitch sessions where students present their ideas to panels of experts and receive valuable feedback to refine their concepts.	Dr Devi Archana & CS Puja Aggarwal
9.	<b>Entrepreneurial Development Programs:</b> Invite entrepreneurs, industry experts, and practitioners to share their experiences and insights in classrooms or workshops	Dr Devi Archana CS Puja Aggarwal
10.	<b>Problem-Based Learning:</b> Design assignments that require students to create business plans, marketing strategies, financial analyses, etc.	Dr Devi Archana CS Puja Aggarwal

  
**Member Secretary**  
**Ms. Surbhi Kansal**

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### Quarter IV IIC Meeting

July 29, 2023

#### List of Participants in the Quarter IV IIC Meeting:

##### Internal Members:

S. No.	Name of the Member	Signature
1	Prof. (Dr.) Daviender Narang, Director, JIM	
2	Dr. Ashwani Kr. Varshney, Dean Students' Welfare	
3	Dr. Ajay Tripathi, Associate Professor	
4	Dr Raj Kumari, Associate Professor	
5	Dr. Devi Archana Mohanty, Assistant Professor	
6	Ms. Surbhi Kansal, Assistant Professor	
7	Ms. Puja Shree Aggarwal, Assistant Professor	

##### External Members:

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1	Ms. Sailza Dasgupta, Founder	
2	Mr. Abhay Kumar Singh, Bank/Investor	
3	Mr. Sangeet Chopra, Industry Expert	
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