

# Dr. V K ARORA

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## Profile/ Curriculum Vitae

**Core Area – ‘Entrepreneurship, Innovation, Incubation & Acceleration, Venture Funding and ESG Excellences’**

**Establishment and Advisory – Startups, Handholding Mentorship, Pre-Incubation (E-Cell), Business Incubators, Accelerators, Investors, Center of Excellences, Centers for Sustainability (SDGs)**

**Faculty/ Trainer – General & Strategic Management, IEV and Functional Areas of Management**

**Qualification – D. Phil. (Entrepreneurship), MIBM (equiv. to MBA), B.E. (Electronics)**

### **1. Work Experience (20 Years +) [Details given in Annexure IA](#)**

#### **1.1 Chief Executive Officer (24<sup>th</sup> January 2017 onward), IGDTUW Anveshan Foundation, Delhi**

Directorate of Training and Technical Education (DTTE), Delhi Government has funded eleven universities/ colleges to start innovation & business incubation centers. **Indira Gandhi Delhi Technical University for Women (IGDTUW)** being one of them incorporated a Section 8 Company – ‘**IGDTUW-Anveshan Foundation**’ towards all startups and incubation related activities on 13<sup>th</sup> October 2016.

I am working with ‘IGDTUW-Anveshan Foundation’ as **Chief Executive Officer (CEO)** on contractual basis from 24<sup>th</sup> January 2017.

Initially ‘Anveshan’ was funded by **Government of NCT of Delhi (GNCTD)**. Eventually, Anveshan was recognized and funded by **Department of Science & Technology (DST)**, Govt as ‘**Technology Business Incubator (TBI)**’ under scheme NIDHI. Anveshan has also received Grant under ‘**Startup India Seed fund Scheme (SISFS)**’ of Startup India Section, **DPIIT**, Ministry of Commerce & Industry.

In my tenure, Anveshan has conducted several ‘**Women Entrepreneurship Program/ Cohorts/ Acceleration Programs**’ supported by various ministries/ departments/ international agencies/ corporate CSR/ own revenue in the online and physical (offline) mode at IGDTUW Campus inviting women participants from all over the country.

**Total Forty-two Incubatees and more than two hundred pre-incubatees were facilitated with all the state of art facilities including Cubical offices, Co-working spaces, ICT Facility, IPR facilitation, mentorship and handholding supports. Seed Fund against equity, grant and soft loan were provided to all the interested & eligible incubatees.**

IGDTUW Anveshan Foundation has signed fruitful association with internationally reputed Organizations like Nexus Incubation hub, GIZ, CISCO, MoMSME, Nasscom Foundation, Edutech Foundation, HDFC Bank, TiE, Rekhi Foundation and other universities/ colleges (to disseminate entrepreneurial culture) pan India. Anveshan Foundation has conducted over 250 boot-camps, mentorship sessions, workshops, pitch/ demo days, business idea competitions, hackathons, incubator’s Meet/ CEO Meet and Investor’s Meet etc. facilitating over 2000 aspirant and budding women entrepreneurs/ women enterprises.

University website: [www.igdtuw.ac.in](http://www.igdtuw.ac.in) & Business Incubator website: [www.anveshanfoundation.org](http://www.anveshanfoundation.org)

#### **1.2 Academic and Administrative (July 2003 to January 2017)**

Worked with **five different colleges of Dr. A.P.J. Abdul Kalam Technical University** a. Sanskar Group of Institutions, Ghaziabad (as Professor in the Department of Management Studies), b. ITS Ghaziabad (as Professor in the Department of Management Studies), c. SGI Ghaziabad (as Professor in the Department of Management Studies), d. JSSATE Noida (as HoD In-charge/ Asst. Professor in the Department of Management Studies) and IMSEC Ghaziabad (as Sr. Faculty/ HoD in the Department of Electronics and Communication Engineering). In all of these Institutions, apart from academic &

administrative role(s), E-Cell, E-Club and/ or Incubation Centers were established/ supported during the respective tenures.

### 1.3 Corporate Experience

Worked with two engineering product manufacturing companies as 'Sales Engineer' for the Sales and Marketing of the electrical and electronics engineering products/ services.

## 2. Mentor/ Advisor/ Resource Person/ Trainer (& Recognitions)

**Resource Person/ Expert/ Advisor in the field of Entrepreneurship, Innovation, Incubation, Startup, Venture Development, Training, Handholding and ESG Excellence and Management Related Subjects with different institutes, incubators, accelerators, organizations and incorporations (as mentioned in [Annexure II, III, IV & V](#)).**

- Conducted training/ workshops and mentoring with trainees/ incubatees/ entrepreneurship aspired entrepreneurs at different institutes/ universities Pan India in the domain of 'Entrepreneurship and Startups'. Also conducted umpteen ToTs/ FDPs/ MDPs/ Executives Training Programs in the area of **Entrepreneurship, Startup, Funding, Strategic Management, ESG Excellence, Motivation** and Life learning. ([Annexure II](#))
- **Conducted many webinars on Entrepreneurship especially after Covid – 19** ([Annexure III](#))
- Conducted workshops in the domain of 'Entrepreneurship, Capacity building and Small Business Development' with **NIESBUD, MoSDE** (along with its' partner institutes). ([Annexure IV](#)).
- Visiting faculty for the subjects of **Entrepreneurship, Intrapreneurship, Family Business and Strategic Management** in a few management colleges/ universities of repute. ([Annexure V](#))
- Empaneled as Resource Person (Visiting Faculty/ Mentor) with National Institute of Micro, Small and Medium Enterprises (**NiMSME**), **MoMSME**.
- Empaneled as Resource Person & Trainer with National Institute of Entrepreneurship and Business Development (**NIESBUD**), **MoSDE**.
- Empaneled as Resource Person (Trainer) with **ESDP** (Employees Skill Development Program) of ILO & MoMSME for MSMEs **SCORE (Sustainable Competitive and Responsible Enterprises)**.
- Actively involved as Mentor with **Startup India initiative of GoI (Startup India Hub)**, Invest India and Delhi Government Funded Incubation Centers.
- Mentor with the Incubatees of some Incubation Centers/ Hubs for the business development, hand holding and acceleration of their businesses and product line. Presently associated as Mentor with **Nexus Incubation Hub @ American Centre, KG Marg, New Delhi**.
- Associated with Indian Universities and Institutes (Pan India) for setting up and running their E-Cell (Pre-incubation) and Business Incubators and Accelerators.
- Resource Person for different awareness and education program with **NGOs/ agencies linked with MoMSME**. Conducted over 100 workshops of 'awareness, education, action and leadership' on different subject domain till date.
- Appointed as a **Resource Person of SEBI** (Security and Exchange Board of India) on February 18, 2013 (Registration No. NRO/N/UP/091) till December 31, 2019. During this tenure conducted more than 100 workshops in different schools, colleges, communities of Western Uttar Pradesh.
- Certified **Master Trainer of ZED (Zero defect Zero effect)** Quality Control of India (Program No. ZED TP 436 March 21-25 New Delhi Certificate No. T01310436) since May 2017.
- **Expert Member** in the '**Curriculum Committee**' of NIESBUD, MoSDE. Developed a chapter titled '**Startup & Incubation**'.
- **Resource Person** for the development of **Entrepreneurship Booklet for The Entrepreneurship Mindset Curriculum (EMC) of SCERT, Govt. of NCT of Delhi**.
- Resource Person for programs and workshops of **Digital India, Skill India, DST with some NGOs and other organizations**.

- Developed **career counseling tools** (through career management tests/ activities linked with scientific and psychometric techniques) and conducted career counseling of more than 500 people of different age groups through multiple intelligence tests, skill inventory, personality tests, behavior sciences and one to one interaction.
- **Session Moderator** with more than 50 sessions organized by different institutes/ organizations.
- **Accredited Management Teacher** (Registration Number AMT2/1/12) from All India Management Association (**AIMA**) New Delhi for the Subject 'Entrepreneurship Development' on/from February 06 2012. (<http://www.aima.in/testing-services/amt/accreditation-management.html>)
- Member of PCAC (Pro-chancellor Advisory Council) of Maharshi University of Information Technology, Lucknow ([www.muit.in](http://www.muit.in)) from January 22 2013 for approx. fifteen months.
- Empanelment as Expert by Centre of Good Governance, Bihar region ([www.cgg.gov.in](http://www.cgg.gov.in)) in the thematic field of Management Development since January 02 2015.
- Distance Consultant at NMIMS Global Access School for continuing education ([distance.nmims.edu](http://distance.nmims.edu)) at PG level since September 2015.
- Guest of Honor in a seminar (Dec 12 2009) on 'Corporate Governance' organized by Cosmic Business School, Vasundhara, Ghaziabad.

### 3. International Assignments

- **Educated Enterprises** (<https://educated.mn/>) has assigned work for policy making on behalf of 'Europe Darkhan Innovation and Entrepreneurship Hub (EU-DIEH)' as **International Consultant**. Designing of incubation, acceleration and mentorship SOPs/ Guidelines through research and final drafting the policies (for EU-DIEH) were the part of this project. Project duration **January to April 2024**.
- Invited by 'Europe-Darkhan Innovation and Entrepreneurship Hub (EU-DIEH)', Darkhan, Mongolia to attend 'Science Hub Opening Ceremony' under 'Friendship Project' co-funded by the **European Union** on May 29-30 2024. Engaged with ten grantees (startups) of EU-DIEH on one-to-one basis to provide mentorship. Also delivering a session on '**Funding Opportunities (as an investment) for Mongolian Startups**' on May 30, 2024.
- **Institute of Cultural Affairs** ([www.ica-nepal.org](http://www.ica-nepal.org)) – **Established Entrepreneurial Culture** among aspirant & budding entrepreneurs of Nepal. Associated (since the year 2016) and conducted a two-day workshop at ICA Campus, Kathmandu on February 19-20 2016. After the physical session, conducted several online sessions for people of Nepal.
- A special session was conducted for the friends' participating countries of Nepal (total 09 countries) on March 11, 2023 on '**Fund Raising for NGOs (International Participants)**'
- Conducted more than 30 sessions for **international participants (up to 30 countries representatives)** in the domain of Entrepreneurship, Professionalism and Skill Development at the 'National Institute of Entrepreneurship and Small Business Development (NIESBUD)', Ministry of Skill Development & Entrepreneurship.

### 4. Journals, Conferences and FDPs

#### 4.1 Journals Publication (as Solo Author)

- **Entrepreneurship: External and Internal Rationalization** (2016) in Vidushi, Journal of Ghanshyam Binani Academy of Management Sciences, Mirzapur Vol. 8 No. 2 July-December 2016 ISSN 0974-6374 Pages 26-36.
- '**TRANSIL**' – **Seven crucial areas in women entrepreneurship** (2016) in Aishwarya Research Communication, Journal of Aishwarya Institute of Management and IT, Udaipur Vol. 8 August 2016 ISSN 0975-3613 Pages 10-19.

- **IT Incubation: Branding & Resourcing** (2014) in IJGM (International Journal of Global Management) by Faculty of Management Studies, VNS Group of Institutions, Bhopal Vol.5 Issue 1. August 2014 ISSN 0975-8291 Pages 01-09
- **Future Gateway of Logistics in India** (2014) in Spandan International Journal of Business Management by FMS GNIT Kolkata Vol.1 Issue 1. ISSN 2348-666X Pages 124-135
- **Individuals in the Era of Economic Turmoil** (2014) in Journal of Management Values and Ethics by Gwalior Management Academy Vol. 4 Issue 1. ISSN 2249-9512 Pages 43-51
- **Beehive Entrepreneurship for Social Causes** (2013) in ZIJMR (Zenith International Journal of Multidisciplinary Research Online) by Zenith International Research & Academic Foundation (ZIRAF) Vol. 3 Issue 12. December 2013 ISSN 2231-5780 Pages 98-104
- **Dynamic Entrepreneurship in Static Pipeline** (2013) in Asia Pacific Journal of Management & Entrepreneurship Research (APJMER) by Lebanon International Foundation Vol. 2 Issue 1 ISSN 2277-8098 Pages 26-36.
- **Essentials for Entrepreneurship Development** (2012) in Globsyn Management Journal (GMJ) by Globsyn Business School (GBS), Kolkata Vol. 6 Issue 1&2 ISSN 0973-9181 Pages 51-59.
- **Innovations in Entrepreneurship** (2010) in WISDOM by VSBM (Vishveshwarya School of Business Management) Ghaziabad Vol. 2 Issue Dec 2010 ISSN 0975-2714 Pages 25-29.

#### 4.2 Journals Publication (as Co-Author)

- **Concepts and misperception of school teachers regarding Attention deficit hyperactivity disorder (ADHD)** (2014) in Training and Development Journal Bhubaneswar (Co-Author: Dr. Nimisha) Vol-5, No-2 ISSN 2231-0681 Pages 77-81.
- **Structural Support for Small Business in India** (2014) in International Journal of Management (Co-Author: Dr. Balraj Singh) by MIT College of Management Moradabad Vol. 2 Issue 1 ISSN 2321-6700 Pages 15-17.

#### 4.3 Book Chapter

- **‘Potential Entrepreneurs: Gear-up for Start-up’** (2018) as a chapter in a book titled ‘Entrepreneurship and Other Contemporary Issues’ (Publisher - First Print Publication) ISBN No. 978-93-88018-01-2 Pages 36-43.
- **Startups, Incubators & Accelerators, a chapter of the reading material in the form of a book on ‘Entrepreneurship Development Program’ (2023) published by National Institute for Entrepreneurship and Small Business Development (NIESBID), MoSDE, GoI. Handbook available at <https://www.niesbud.nic.in/e-book/EDP-Handbbook-2023.pdf> page no, 44 to 62.**
- **Contributor, ‘Innovation & Ideation’, a perspective of entrepreneurial mindset (2023) released by State Council of Educational Research & Training (SCERT), Delhi**

#### 4.4 Conference Participation (as Paper Presenter)

##### 4.4.1 Publication (with full paper)

- **‘Importance of Succession Planning in Indian Organizations’** in two days International Conference ‘Changing Dynamics in the Global Village’ (ISBN 978-93-82563-59-4 page no. 468-478 with a co-author Ms. Neeru Raghav) by SCMS, Symbiosis International University Noida on Jan 5-6 2013.
- **‘Entrepreneur’s Contribution in New Economy’** in one day National Conference ‘Entrepreneurship & Innovations’ (page no. 57-64 with one co-author) at Shree Ganpati Institute of Technology, Ghaziabad on Feb 20 2009.

#### 4.4.2 Publication (with abstract)

- **‘Public-private partnership (PPP) in Education Sector’** in one day national conference ‘Emerging Trends in Management & Technology: Challenges & Opportunities’ organized by SGIT Ghaziabad on October 17, 2015.
- **‘Corporate Governance Practices in India: Then and Now’** in two days national conference ‘Corporate Governance’ by Jaipuria Institute of Management (JIM) Lucknow on Dec 21-22 2013.
- **‘The Great Depression and its Remedy (Economy vs. Human Face)’** in two days National Seminar ‘Growth with Human Face in the Era of Economic Downturn: Challenges Ahead’ by HRGI Ghaziabad on Mar 18-19 2013.
- **‘SMEs Barriers in India’** in one day National Conference ‘Entrepreneurship and Challenges in Global Environment’ at Saraswati Institute of Engineering and Technology, Ghaziabad on Mar 27, 2010
- **‘Branding Strategy: Incubation in IT Industry’** in two days National Conference ‘Future Trends in Applications of Computers in Science and Technology’ at IMS Engineering College, Ghaziabad on Feb 7-8 2009.

#### 4.5 Keynote/ Distinguished Speaker/ Session Chair

- **Fireside Chat:** - Theme – ‘From Crowds to Angels: Unraveling the Entrepreneur’s Guide to Funding’ organized by Delhi Management Association at India Habitat Center on March 16, 2024.
- **Distinguished Speaker** at National Conference on Innovation and Entrepreneurship & Startup Summit (NCIESS 2024) conducted at IIT Delhi on February 29, 2024.
- **Keynote Speaker** at Innovation Mela organized by Nasscom Foundation on ‘Role of technology (IoT & AI/ML) and Innovation in Achieving Sustainability Goals’ on February 27, 2024.
- **Keynote Speaker** for National Conference on Empowering Sustainability and Entrepreneurship
- **Guest of Honor** - Education in Higher Learning and Multidisciplinary Exploration conducted by Modern College in association with ni-msme on February 23, 2024.
- **Panelist Speaker** | Innovation Mela | The use of technology in solving societal problems and the potential for college startups to create social impact’ on March 01, 2023 organized in the physical mode by Nasscom Foundation & CISCO thingQbator.
- **Panelist Speaker** | International Conference | Topic ‘Entrepreneurship, Innovation and Leadership’ on December 17, 2020 virtually for Amity University.
- **Session Chair** | National Conference | Topic ‘Modern Research in Business Practices, Social Changes and Education System’ on February 06, 2020 at BCIPS in association with GGSIPU.
- **Keynote Speaker** Topic – ‘Dimensions for sustainable growth among working women in India’ on November 18-19 2016 at Aishwarya Group of Institutions, Udaipur.
- **Session Chair** | National Conference. Topic ‘Growth with Human Face in the Era of Economic Downturn: Challenges Ahead’ on March 18 2013 at HRIT Ghaziabad
- **Session Chair** | National Conference | Topic ‘Innovation: A Survival Mantra for Success’ on March 26 2011 at SGI, Ghaziabad.

#### 4.6 Conference Attended

- Attended enormous conferences (and seminars) in different subjects/domains of Management and Technology organized by different institutes/ autonomous bodies.

#### 4.7 Faculty Development Programs/ Short Term Course (Attended)

- **‘Training to trainers’ on ESDP – SCORE (ILO)** (February 15 – 19, 2020) at MSME Development Institute, New Delhi sponsored by PPDC Agra.
- **Mobile Computing and Application Development** (March 11 – 15, 2019) conducted by NITTTR along with CSE Dept. of IGDTUW at IGDTUW Delhi.
- **Entrepreneurship and raising finance** (January 18 – 20, 2016) conducted by National Institute for Entrepreneurship and Small Business Development (NIESBUD) Noida.
- **‘Training of trainers’ and fifteen days E-learning on EDP** conducted by NIESBUD from Jan 18 to Feb 01, 2016 at its’ campus.
- **Futuristic Learning in Economics, Market Research & Global Business** (May 27, 2013) at Institute of Technology & Science (ITS) Ghaziabad
- **Competency Mapping and Assessment Centre** (May 04, 2013) at Institute of Technology & Science (ITS) Ghaziabad.
- **Teaching Methodology** (Oct 07, 2011) at SDGI, Ghaziabad.
- **Enhancing Quality of Teachers in Management** (June 28 – July 02, 2010) sponsored by AICTE; at Department of Management – SGIT, Ghaziabad.

#### 5. Education (Engineering, Management & Doctorate) [Details mentioned in Annexure IB](#)

**5.1 Doctorate of Philosophy (D. Phil.)** in **Entrepreneurship** from **MONIRBA**, University of Allahabad in the year 2005 (Registration on 27.09.2002, Submitted on 05.02.2005 and Awarded in the month/convocation of December 2005). Topic: **‘Entrepreneurial Development – In most competitive and intense environment’** under the guidance of **Professor Ramendu Roy**, Retd. in the year 2018 (mobile: 9335151740), Faculty of Commerce, Allahabad University, Allahabad, Prayagraj.

**5.2 Master of International Business Management (MIBM)**, from **Lucknow University**, Lucknow. Session 1999 – 2001, Percentage Scored – 74.9 % aggregate. Done **‘PSF Logistics’** Project from Reliance Industries Limited, Hazira, Surat for six weeks under **Dr. Sanjay Buch** (mobile: 9987769989) of RIL in the year 2000 and Research Work on RMGs (Readymade Garments) in India in the year 2000-01 during the Program.

**5.3 Bachelor of Engineering (Electronics)**, from Yashwantrao Chavan College of Engineering (YCCE) Nagpur University, Maharashtra. Session 1994 – 1998, Percentage Scored- 72.40% in final year and 67.5% aggregate. Project completed in Final Year of B.E., titled **‘Ultrasonic Distance Meter’** under **Prof. (Dr.) Prasanna Zade** (mobile: 9673321177), Presently HOD Electronics Engineering Department, YCCE Nagpur, in the year 1998.

#### 6. Jury Member for Business Ideas Pitching Session

- **Judge** for Startup Evaluation at IPU Innovation and Incubation Center, GGIPU East Campus, Delhi on May 13, 2024.
- **Jury Member** for SIDBI Young Environmental Champion Challenge on January 04-05, 2024.
- **Reviewer** of research papers submitted for conference on ‘Entrepreneurial Education: A path to developing Entrepreneurial Mindset, Innovation and Economic growth’ held on December 04-05, 2023 organized by ‘State Council of Educational Research and Training (SCERT), New Delhi.
- **Jury Member** of ‘Anubhav Seed Fund Evaluators’ organized by ihub-anubhuti (IIIT Delhi) on August 25, 2023.
- **Jury Member** during ‘Case Writing Competition’ on 14<sup>th</sup> April 2023 organized by ICRC – AIMA (All India Management Association).

- **Jury Member** on February 23, 2023 for 'International Student Startup Idea Competition' organized by CINTANA Foundation, the Northcap University & Esa Unggul University.
- **Judge** on September 08, 2022 for IPU Innovation and Incubation Foundation
- In the **Jury Panel** of DTU Innovation and Incubation Foundation (regularly visiting since 2021). Have been part of more than twenty such evaluation sessions.
- **Judge** in LEZERO 2022 on February 26 2022 at IEDC, Delhi Institute of Advanced Studies
- **Jury Member** on February 05, 2022 Innopreneur Startup Contest 7<sup>th</sup> Edition 2021
- **Jury Member** for International Startup Contest (online) on January 31, 2021.
- **Jury Member** of Mock Demo Session (online) of TiE New Delhi on December 15, 2020.
- **Judge** in Business Plan Competition on February 08, 2020 at INMANTEC Ghaziabad.
- **Business Plan Evaluator** in the UGC sponsored program on Entrepreneurship on February 05, 2020 at Kirori Mal College, Delhi
- **Judge** in technical ideas, Solution, PoC, PoV Hackathon under MHRD IIC on January 21, 2020 at Deen Dayal Upadhyay College, Dwarka, Delhi.
- **Jury Member** at Innopreneur – 2019 on January 03, 2020 in the regional round (Delhi) of Innopreneur Contest at IGDTUW, organized by Lemon School of Entrepreneurship and GiZ.
- **Judge** in Technical Business Idea, Inerve Hack – 2019 on October 12, 2019 at IGDTUW Anveshan Foundation, Kashmere Gate, Delhi.
- **Judge** in business plan competition on September 14, 2019 at Entrepreneurship Conclave, IPEM Ghaziabad in association with GDA.
- **Committee Member** of Investment Committee on August 28, 2019 at AIACTR Incubation and Research Foundation, Geeta Colony, Delhi.
- **Jury Member** in one of the selection panels of Business Idea Pitching Session on August 10, 2019 at NSUT, Dwarka, New Delhi on an event organized by IIC MHRD.
- **Member** as Selection Committee Panel on June 14, 2019 at ANDC Instart Foundation, Kalkaji, New Delhi – 110019.
- **Jury Member** for the Elevator Pitch: Economic Times Power of Ideas (ETPI) 2017 for two panels (Consumer & Retail sector and Education Sector) on January 20, 2018 at 91Springboard, Gurgaon.

## 7. Entrepreneurial Mindset Workshop for Delhi Government Schools Academicians/ Administrators

An activities-based two-day workshop on '**Entrepreneurial Mindset**' (September 02-03, 2021) was conducted at IGDTUW Delhi. The prime objective of the workshop was to create '**Certified Master Trainers**', who can work as a resource person to develop school going students' entrepreneurial mindset by conducting similar kind of workshops to propagate entrepreneurial culture in the Government and Government aided schools of Delhi Government.

**Principals/ Vice Principals/ Nodal Officers of total 41 schools had participated the workshop** and 56 certificates for master trainers were issued on second day. The contents, activities and sessions were designed and delivered by me as a resource person. Feedback of the participants is available.

## 8. Memberships and Accreditation

- **Life Member** of Institution of Electronics and Telecommunication Engineers IETE New Delhi (Membership Number 174388)
- **Life Member** of Computer Society of India CSI Mumbai (Membership Number I0105511)
- **Life Member** of National HRD Network NHRDF Gurgaon, DEL Chapter (Membership 100041)
- **Life Member** of Indian Society for training and development (ISTD Membership A 917/ 2020)
- **Financial Resource Person** (SEBI/RP/N/UP/91) of Security and Exchange Board of India since February 18 2013. (<http://investor.sebi.gov.in>) till December 31, 2019.

## 9. Course/ Curriculum Development

- External Expert for guidance and consultation in development of '**Entrepreneurship Development Program**' launched by FBMED (Food Business Management and Entrepreneurship Development), **NIFTEM Sonapat** (March-April 2024).
- Developed course contents for five days to six months - short-term courses on '**Innovation & Entrepreneurship**', '**Startup Management**', '**Latest Technologies for Startups**' and '**Family Business Management**' for various organizations/accelerators.
- Involved in the entrepreneurial development cell (E-Cell) and/or incubator at different engineering, management and other professional institutes of repute.
- Developed workshops, training modules, activities modules and curriculum contents in various areas of management using caselets and real life/ business examples.

## 10. Other Information

- Completed One-year Part time PGDCA (from 15-07-1998 to 30-06-1999) from UCC (Universal Computer Consultancy) Allahabad, passed in 'A' Grade.
- Worked as Head Examiner for the answer scripts evaluation of two core subjects of MBA final semester for U.P. Technical University; session 2007-08.
- Guided more than 100 research project work carried by post-graduate students of Business Administration.
- External Practical Examiner for UP Technical Board and Punjab Technical University.
- Closely involved with few NGOs, providing professional training and educational programs to the poor students.
- Centre Superintendent for the entrance examinations of UP Technical University and Gautam Buddha University (UPTU SEE – 2007 and GPT – 2009)
- Involve in all type of administrative work related to Educational and Training sector.
- Passport No. W9236282 (valid till 10.01.2033)
- **DIN Number 02166111 (Name – Vijay Kumar Arora, Date of Issue – 28.04.08)**
- **Date of Birth: October 25, 1976 | Marital Status: Married | Children: 02**

### Annexure I to V

<b>Annexure IA</b>	<b>: Academic and Corporate Experience</b>
<b>Annexure IB</b>	<b>: Education and Qualifications</b>
<b>Annexure II</b>	<b>: Training Programs Conducted in the physical form (PAN India since 2015)</b>
<b>Annexure III</b>	<b>: Training Program Conducted online (PAN India since 2020 after Covid – 19)</b>
<b>Annexure IV</b>	<b>: Sessions conducted on 'Entrepreneurship' at NIESBUD since July 2016</b>
<b>Annexure V</b>	<b>: Sessions conducted as 'Visiting Faculty' (for complete subject modules)</b>

(Dr. V K Arora)



## Annexure I A :

### Work Experience

Organization	Position Held	From	To	Nature of Work
IGDTUW-Anveshan Foundation, IGDTUW Campus Delhi	Chief Executive Officer (CEO)	01.06.2020	Working	Startups, Incubation & Administrative
IGDTUW-Anveshan Foundation (IGDTUW Campus Delhi)	Chief Executive Officer (CEO)	24.01.2017	23.05.2020	Startups, Incubation & Administrative
Sanskar (SGIT) College of Management, Ghaziabad	Professor – Department of Management Studies	19.05.2015	23.01.2017	Academic and Administrative
Institute of Technology & Science (ITS), Ghaziabad	Professor – Department of Management Studies	25.04.2013	12.11.2014	Academic and Administrative
Sunder Deep Group of Institution, Dasna, Ghaziabad	Professor – Department of Management Studies	22.06.2009	19.04.2013	Academic and Administrative
JSS Academy of Technical Education (JSSATE), Noida	HOD/ Asst. Professor – Department of Management Studies	23.01.2007	20.06.2009	Academic, Startups & Administrative
IMS Engineering College (IMSEC) Ghaziabad	Sr. Faculty/ HOD – Dept. of Electronics Engineering	23.07.2003	22.01.2007	Academic and Administrative

## Annexure I B :

### Education

Examination	Institute and University	From Till	Percentage Scored	Subject
Doctor of Philosophy (D. Phil. i.e., PhD)	MONIRBA, Allahabad University	2002 2005	Awarded (Dec. 2005)	Entrepreneurship
Master of International Business Management MIBM (Eq. MBA)	Lucknow University	1999 2001	74.90	Management
Bachelor of Engineering (B.E.)	YCCE Nagpur University	1994 1998	67.50	Electronics
Intermediate	GIC Allahabad	1992	67.40	PCM
High School	GIC Allahabad	1990	76.60	Science

## Annexure II

### Sessions conducted in the Physical (offline) Mode Since 2015 PAN INDIA (in the Domain of Entrepreneurship, Startups, Venture Development, Business Incubation and Acceleration)

Sr. No.	Venue (website)	Address	Date(s)	Topic	Participants (Approx.)
1	Inspire Entrepreneurship Educational Development Society Centre	Najibabad <b>Uttar Pradesh</b>	January 02-03, 2015	Entrepreneurship Development Program	30
2	Elite Institute of engineering and management EIET (www.petindia.org)	Kolkata <b>West Bengal</b>	April 23-24, 2015	Entrepreneurship Development Program	60
3	Marathwada Institute of Technology MIT (www.mit.asia)	Aurangabad <b>Maharashtra</b>	September 15-16, 2015	Entrepreneurship Development	120
4	Galgotias University (www.galgotiasuniversity.edu.in)	G.B. Nagar <b>Uttar Pradesh</b>	September 24, 2015	Entrepreneurship Development	90
5	Jaipur Engineering College and Research Centre JECRC (www.jecrcfoundation.com)	Jaipur <b>Rajasthan</b>	October 05-06, 2015	Entrepreneurship Development Program	30
6	Moti Lal Nehru Institute of Research and Business Administration MONIRBA (www.monirba.com)	Allahabad <b>Uttar Pradesh</b>	October 09-10, 2015	Entrepreneurship	60
7	Craft Development Institute CDI (www.cdigr.org)	Srinagar <b>Kashmir</b>	December 21-26, 2015	Entrepreneurship	10
8	Department of Economics Kurukshetra University (www.kuk.ac.in)	Kurukshetra <b>Haryana</b>	February 04-05, 2016	Entrepreneurship Development	100
9	Shri Ganpati Institute of technology (www.sgit.ac.in)	Ghaziabad <b>Uttar Pradesh</b>	February 06, 2016	Business Plan and Project Report Preparation	30 60
10	Mangalmay Institute of Management & Technology www.mangalmay.org	Greater Noida <b>Uttar Pradesh</b>	February 12-13 2016	Entrepreneurship Development	50
11	Institute of Cultural Affairs (www.ica-nepal.org), Entrepreneurship for Executives	<b>Kathmandu, NEPAL</b>	February 19-20 2016	Entrepreneurial Development	25
12	BRCM College of Engineering and Technology (www.brcmcet.edu.in)	Bahal <b>Haryana</b>	March 14- 15, 2016	Entrepreneurship Development Camp	90
13	Mangalmay Institute of Management and Technology (www.mangalmay.org)	Gr. Noida <b>Uttar Pradesh</b>	2016	Marketing Management for Entrepreneurs	30
14	Himalayan School of Management Studies, Swami Rama Himalayan University (www.srhu.edu.in)	Dehradun <b>Uttarakhand</b>	April 21-22, 2016	Entrepreneurship Development	60
15	Craft Development Institute CDI (www.cdigr.org)	Srinagar <b>Kashmir</b>	June 13-18, 2016	Entrepreneurship	10

16	Inspire Entrepreneurship Educational Development Society Centre	Najibabad <b>Uttar Pradesh</b>	June 20-21, 2016	Women Entrepreneurship and Empowerment	30
17	International School of Informatics & Management Technical Campus (IIIM) ( <a href="http://www.iisjaipur.org">www.iisjaipur.org</a> )	Jaipur <b>Rajasthan</b>	September 09-10 2016	Entrepreneurship Development Program	30
18	Aishwarya Group of Institutions	<b>Udaipur Rajasthan</b>	November 18-19 2016	Entrepreneurship	20
19	Parsavnath Bihab Plaza ( <a href="http://www.ahelper.in">www.ahelper.in</a> )	Gr. Noida <b>Uttar Pradesh</b>	November 27, 2016	Entrepreneur to Enterprise	10
20	DIET Mathura organized by IIIDEM, Election commission of India. Train the trainers and facilitators (TTF) to create Master Trainers. For Senior Administrative officers (including IAS and PCS rank)	Mathura <b>Uttar Pradesh</b>	December 05-06, 2016	VMO, Values & Ethics, Leadership, Motivational Sessions, Cognitive, Creative, Innovation Thinking, Time, Network & Stress Management	30
21	Parsavnath Bihab Plaza ( <a href="http://www.ahelper.in">www.ahelper.in</a> )	Gr. Noida <b>Uttar Pradesh</b>	February 10, 2017	Alternative Investment Fund	10
22	Meerut Institute of engineering and technology ( <a href="http://www.miet.ac.in">www.miet.ac.in</a> )	Meerut <b>Uttar Pradesh</b>	February 13-14, 2017	Entrepreneurship	90
23	Sri Guru Tegh Bahadur Institute of Management and Information Technology	<b>Delhi</b>	May 11 2017	FDP on Entrepreneurship Development	20
24	Dev Bhoomi Group of Institutions ( <a href="http://dbgidoon.ac.in">dbgidoon.ac.in</a> )	Dehradun <b>Uttarakhand</b>	March 09-10, 2018	Entrepreneurship Venture Planning and Business Development	100
25	Department of Economics Kurukshetra University ( <a href="http://www.kuk.ac.in">www.kuk.ac.in</a> )	Kurukshetra <b>Haryana</b>	March 16-17, 2018	Entrepreneurship Development Program	90
26	Electropreneur Park at Library building, South Campus, Delhi University	<b>Delhi</b>	April 05 2018	Alternative Investment Fund	10
27	JIMS Engineering Management Technical Campus ( <a href="http://www.jimsgn.org">www.jimsgn.org</a> )	Greater Noida <b>Uttar Pradesh</b>	Aug 31 – Sep 01 2018	Entrepreneurship Awareness Camp	70
28	Indira Gandhi Delhi Technical University for Women, Delhi <a href="http://www.igdtuw.ac.in">www.igdtuw.ac.in</a>	<b>Delhi</b>	September 06-07 2018	Design Thinking	20
29	Institute of Professional Excellence and Management (IPEM) Ghaziabad ( <a href="http://www.ipemgzb.ac.in">www.ipemgzb.ac.in</a> )	Ghaziabad <b>Uttar Pradesh</b>	September 08, 2018	Entrepreneurship Development and Idea Presentation	30
30	ACCF, Amity University	<b>Noida Uttar Pradesh</b>	February 07, 2019	Corporate Governance	40
31	Indraprastha Engineering College ( <a href="http://www.ipec.org.in">www.ipec.org.in</a> )	Ghaziabad <b>Uttar Pradesh</b>	March 12, 2019	Entrepreneurship Development	75
32	School of Open Learning SoL DU ( <a href="http://www.sol.du.ac.in">www.sol.du.ac.in</a> )	North Campus <b>Delhi</b>	March 27, 2019	First Youth Entrepreneurship Conclave	100

33	Kiroli Mal College, DU (www.kmcollege.ac.in)	North Campus <b>Delhi</b>	March 31, 2019	Introduction to Incubation Centers in India	30
34	National Council for Hotel Management and Catering Technology	Noida <b>Uttar Pradesh</b>	April 26, 2019	Entrepreneurship Development	20
35	Agri Business Incubation Center (ABIC), CCS Haryana Agricultural University Agripreneurship Orientation Program: PAHAL 2019 Under R-ABI	Hisar <b>Haryana</b>	August 07-08, 2019	Four sessions on Entrepreneurship, Motivation, Business Plan, Functional Area Development & Venture Development	30
36	Indira Gandhi Delhi Technical University for Women	<b>Delhi</b>	September 21, 2019	Entrepreneurial & Design Thinking	04
37	INMANTEC Institutions	Ghaziabad <b>Uttar Pradesh</b>	September 28, 2019	Business Idea Pitching	50
38	Indraprastha College for Women (IPCW) (www.ipcollege.ac.in)	<b>Delhi</b>	October 17, 2019	Entrepreneurship, Start-up & Venture Development	50
39	JIMS Engineering Management Technical Campus (www.jimsgn.org)	Greater Noida <b>Uttar Pradesh</b>	October 21, 2019	Entrepreneurship in Dot-Com Sector	50
40	Kiroli Mal College, DU (www.kmcollege.ac.in)	North Campus <b>Delhi</b>	November 14, 2019	'Innovation & Incubation for Startups'	30
41	National Institute of Food Technology Entrepreneurship and Management	Sonepat <b>Haryana</b>	December 21, 2019	Faculty Development Program on Entrepreneurship	20
42	IILM Academy of Higher Learning	Lucknow <b>Uttar Pradesh</b>	January 08, 2020	Faculty Development Programme on 'Design Thinking'	30
43	Indira Gandhi Delhi Technical University for Women	<b>Delhi</b>	September 02, 03 2021	Developing Entrepreneurial Mindset for Delhi School Principals/ Nodal Officers	56
44	Ambedkar University Delhi (AUD)	<b>Delhi</b>	December 14, 2021	Entrepreneurial Idea Generation, Farming & Cultivation	40
45	Ambedkar University Delhi (AUD)	<b>Delhi</b>	July 01, 2022	Viable Idea Generation to Successful MVP	10
46	Ambedkar University Delhi (AUD)	<b>Delhi</b>	July 09, 2022	Design Thinking	25
47	ITS Engineering College	<b>Greater Noida</b>	August 23, 2022	Pre-Incubation & Incubation Facility Creation	30
48	Training to the MoMSME Officers at Hotel Snow Peak, Manali (Organized by ni-msme, Hyderabad)	<b>Manali, Kullu</b>	September 26, 27 2022	MSME Innovative Scheme Role and Importance of 'Innovation, Incubation & IPR'	32
49	NIET Pharmacy Institute	<b>Greater Noida</b>	October 10, 2022	Entrepreneurship & Startups	100
50	Centre for Teaching Support & Innovations (CTSI)	<b>New Delhi</b>	November 17, 2022	Innovation Conclave 2022 -	250

	Jamia Hamdard University			Entrepreneurship, Innovation, Incubation	
51	ITS School of Management	<b>Ghaziabad</b>	December 08 2022	Workshop on Entrepreneurship & Innovation	100
52	Ambedkar University Delhi (AUD)	<b>Delhi</b>	December 20, 2022	Orientation session of IEV Batch (2022-24)	20
53	Indira Gandhi Delhi Technical University for Women	<b>Delhi</b>	January 12, 2023	Innovation, Entrepreneurship & Venture Development	32
54	Amity University	<b>Noida</b>	May 04, 2023	Spawning & Shaping Entrepreneurial Motivation	90
55	Office of the District Magistrate of Shahdara, Delhi in collaboration with Department of Industries, GNCTD & APEC Program under ODOP	<b>Delhi</b>	August 17, 2023	Capacity Building Workshop - Role of Incubation Centers in Small Venture Development	120
56	Jagannath International Management School, Kalkaji	<b>New Delhi</b>	September 23, 2023	Angel Investment for Startups	50
57	Ladakh Innovation Foundation (Event at IGDTUW Delhi)	<b>Delhi</b>	January 17, 2024	Ladakh Youth Conclave Startups & Incubation	120
58	JIMS Technical Campus Rohini	<b>Delhi</b>	January 29, 2024	Entrepreneurship Skill, Attitude & Behavior Development	55
59	IGDTUW - WEAP, DC MSME funded Adv. ESDP	<b>Delhi</b>	February 05, 2024	Incubation to Investment	35
60	GS Ayurveda Medical College & Hospital	<b>Hapur</b>	February 08, 2024	Ideation to Entrepreneurism	250
61	JIMS Technical Campus Greater Noida	<b>Gr. Noida</b>	February 29, 2024	Entrepreneurship Skill, Attitude & Behavior Development	90
62	Delhi Management Association India Habitat Center	<b>New Delhi</b>	March 16, 2024	Fireside Chat – From Crowds to Angels: Unraveling the Entrepreneur’s Guide to Funding	100
63	Delhi Institute of Advanced Studies	<b>Delhi</b>	March 22, 2024	Funding for Startups	100
64	Galgotias University	<b>Gr. Noida</b>	April 04, 2024	Innovation in Action - IDE Bootcamp for School Innovators & Teachers	280
65	Europe-Darkhan Innovation and Entrepreneurship Hub (EU-DIEH)	<b>Darkhan, Mongolia</b>	May 30, 2024	Funding Opportunities (as investment) for Mongolian Startups’	90
66	Gateway International School	<b>Sonipat</b>	June 28, 2024	Workshop on Design Thinking for school teachers	100
67	SheVentures – Graduation Ceremony Hotel Holiday Inn	<b>New Delhi</b>	July 01, 2024	Fueling Success: Financial Resources for Women in Business	50
68	Galgotias University	<b>Gr. Noida</b>	July 04, 2024	Enterprise Registration & Company Incorporation Startups and Impressive Pitch-Deck	12

### Annexure III

#### Webinar (Online sessions) Conducted after Covid Pandemic (Year 2020 onward)

Sr. No.	Organization for which webinar conducted	Date	Topic	Participants (Approx.)
1	Amity Global Business School, Pune	07-05-20	'How to Start Business Incubation Activities in the University Campus'	100
2	JIS School of Polytechnic, Kalyani, Nadia, Kolkata	12-05-20	'Scope of Entrepreneurship'	90
3	Hi Tech Institute of Engineering & Technology Ghaziabad	05-06-20	'Entrepreneurial Opportunities, Idea Generation & Validation'	70
4	Babu Banarasi Das Institute of Technology and Management Lucknow	06-07-20	'Entrepreneur, Entrepreneurship, Enterprise, Startups and Entrepreneurial Ecosystem in India'	150
5	SNS College of Technology, Coimbatore	30-07-20	'Role of Incubator in Start-ups'	25
6	JD Institute of Fashion Technology New Delhi	01-08-20	'Entrepreneurship and Business Development'	90
7	Global Triumph Foundation	09-08-20	'Marketing Management for Startups'	180
8	DITE Innovation & Incubation Foundation	11-08-20	'Plan Your Startup – A Step by Step Procedure'	30
9	R-Agribusiness Incubation Centre, HAU, Hisar	02-09-20	'Strategic Marketing Management for Start-ups'	40
10	AICTE ATAL – ROAD IGDTUW	10-09-20	'Design Thinking'	100
11	Amity University, Noida	18-10-20	'How Incubators look in Ideas'	100
12	ANDC inStart Foundation	30-10-20	'Importance & Challenges of IPR Protection'	40
13	JSS Business Incubator, JSSATE	12-11-20	'Entrepreneurial Qualities & Characteristics'	800
14	JIMS Greater Noida	17-11-20	'Entrepreneurship and Innovation' as Career Opportunity	150
15	Agribusiness Incubation Centre (ABIC), Hisar	25-11-20	'Entrepreneur   Entrepreneurship   Enterprise'	36
16	JSS Business Incubator, JSSATE Noida	25-11-20	'Where to START?' Idea Generation & Validation	900
17	SwasthAayu Wellness	28-11-20	Time, Network & Stress Management	30
18	Agribusiness Incubation Centre (ABIC), Hisar	14-12-20	'Entrepreneurial Enterprise, Startups and Contents of a Business Plan	36
19	Business Charcha Delhi	22-12-20	'Need and Techniques for Business Modeling'	25
20	Babu Banarasi Das Institute of Technology and Management, Lucknow	30-12-20	National Education Policy - 2020 with a focus on Innovation & Entrepreneurship	190
21	ITS, Ghaziabad	31-12-20	National Innovation & Startup Policy	250
22	CVR College of Engineering Rangareddy(D), Telangana	02-01-21	Make in India and Entrepreneurship	200
23	IIIT Incubation Centre, Delhi	22-01-21	Advanced Marketing for WEDP (EDP for women) – I	20
24	IIIT Incubation Centre, Delhi	28-01-21	Advanced Marketing for WEDP (EDP for women) – II	20
25	Mata Sundri College for Women, Delhi	10-02-21	Innovation, Entrepreneurship and Business Idea Generation	90

26	National Institute of Food Technology Entrepreneurship and Management, NIFTEM Sonapat	20-02-21	What are the available supports from an Incubation centers?	66
27	National Institute of Food Technology Entrepreneurship and Management, NIFTEM Sonapat	26-02-21	How to function an Incubation Centre at your institute?	66
	Indraprastha Engineering College, Ghaziabad	10-03-21	Sessions of Women Entrepreneurship Development Program	20
28	IIIT Incubation Centre, Delhi	22-03-21	Marketing 101 (TEDP)	30
29	IIIT Incubation Centre, Delhi	23-03-21	Advanced Marketing (WEDP)	20
30	JIMS Engineering Management Technical Campus	09-04-21	Angel Investment/ VC Funding Opportunities for Early-Stage Entrepreneurs	100
31	Delhi Technological University Delhi	23-06-21	Innovation and Startup Ecosystem Enablers from the region/State/national level	120
32	Tripura State Council for Science & Technology	24-08-21	Contents of Business Plan and Project Reports	21
33	Delhi Technological University Delhi	14-09-21	Entrepreneurial Innovations for Early-Stage Start-ups	30
34	Delhi Technological University Delhi	18-09-21	Road Mapping Innovations to Commercialization	42
35	Delhi Technological University Delhi	27-09-21	Time, Stress and Network Management	55
36	JIMS Engineering Management Technical Campus	30-09-21	Effective and Impactful Startup Pitch	360
37	IVRI, Animal Sciences Incubator, Bareilly	26-10-21	Introduction to Startups, Founding Team and Management Description	25
38	IVRI, Animal Sciences Incubator	27-10-21	Defining Business Plan – Components and Structure of B-Plan	25
39	Central University of Jharkhand, Ranchi	30-10-21	Entrepreneurial Journey in the Indian Start-up Ecosystem After Pandemic	145
40	J C Bose University, YMCA	18-11-21	Entrepreneurial Motivation through all the ripples	72
41	Netaji Subhas University of Technology NSUT, New Delhi	27-11-21	Early-Stage Product Validation Strategies	12
42	Agribusiness Incubation Centre (ABIC), CCS HAU, Hisar	30-12-21	Entrepreneurial Enterprise and Startups	35
43	Agribusiness Incubation Centre (ABIC), CCS HAU, Hisar	01-01-22	Contents of a Business Plan and Explanation	35
44	IGDTUW Delhi	08-01-22	Human Values and Ethics	775
45	Delhi Technological University Delhi	13-01-22	Critical Thinking: Innovation, Entrepreneurship and Startup	180
46	Jagannath International Management School, Delhi	21-01-22	Strategic Design Thinking for 'Innovation & Business Growth'	90
47	ISTD Noida Chapter, asso. with GL Bajaj Educational Inst.	25-02-22	'Career in Entrepreneurship'	100
48	D Y Patil University	28-02-22	Entrepreneurship and Leadership (FDP)	40
49	JIMS Engineering Management Technical Campus Greater Noida	28-02-22	Strategic Marketing for Early State Startups in IT	30
50	JIMS Engineering Management Technical Campus Greater Noida	23-03-22	Entrepreneurship, Innovations & Startups	30

51	JIMS Engineering Management Technical Campus Greater Noida	26-04-22	Incubation/ Acceleration: Early-Stage Entrepreneurs	30
52	ABES EC Ghaziabad	27-04-22	Career Options of Entrepreneurship in Indian Start-up Ecosystem	120
53	JIMS Engineering Management Technical Campus, Greater Noida	09-05-22	Understanding Innovations   Start-ups Point of View	55
54	Delhi Institute of Advanced Studies	28-05-22	Understanding Innovations for Early-Stage Entrepreneurs & Start-ups	180
55	Vivekananda Institute of Professional Studies, Delhi	04-06-22	Startup Planning Legal & Ethical Steps	150
56	Bundelkhand University, Jhansi	13-06-22	Innovation and Entrepreneurship Development: Why and How ?	120
57	Gitarattan International Business School, Delhi	23-06-22	Angel Investors & Venture Capitalist	120
58	Bhagwan Parshuram Institute of Technology, Delhi	02-07-22	Entrepreneurship Development 'Cognitive to Entrepreneurial Thinking'	150
59	GNIOT-Institute of Mgmt. Studies, Greater Noida	18-07-22	Developing an Entrepreneurial Mindset	200
60	Khwaja Moinuddin Chishti Language University	23-07-22	Entrepreneurship: As a career option towards Success	150
61	Bharati Vidyapeeth College of Engineering, Navi Mumbai, Mumbai	29-07-22	Angel investment/ VC Funding opportunity for Early-stage Entrepreneurs	140
62	JIMS Engineering Management Technical Campus, Greater Noida	16-08-22	Venture Capital Funding Opportunity for Early-Stage Entrepreneurs	100
63	Indira Gandhi National Tribal University (IGNTU), Amarkantak	10-11-22	Innovations, Entrepreneurship & Business Incubation (MIETY Project)	1000
64	JIMS Engineering Management Technical Campus, Greater Noida	24-11-22	Startups, Incubation & Acceleration	75
65	Gitarattan International Business School, Delhi	02-12-22	Problem Solving & Ideation	100
66	Startupvernal - BeBoss Technology LLP	03-12-22	Term Sheet & Its Components	40
67	Agribusiness Incubation Centre, CCS HAU, Hisar	12-12-22	An Impressive Pitch-deck - Purpose & Impact	30
68	Agribusiness Incubation Centre, CCS HAU, Hisar	17-12-22	Component of Business Plan & Project Reports Concept of Business Incubation	30
69	Indian Veterinary Research Institute (IVRI), Animal Sciences Incubator, Bareilly	28-12-22	Defining Business Plan, Components & Structure of B Plan	30
70	Indian Veterinary Research Institute (IVRI), Animal Sciences Incubator, Bareilly	29-12-22	Introduction to Startups, Founding Team & Management Description	30
71	JIMS Engineering Management Technical Campus, Greater Noida	30-12-22	Startups – Valuation & Investments	70
72	JIMS Engineering Management Technical Campus, Greater Noida	13-01-23	Intellectual Property Rights for IT Startups	88
73	Delhi Technological University Delhi	26-01-23	Funding Alternatives for Startups	36



74	Ramanujan College, Delhi University	28-02-23	Process of Innovation Development & Technology Readiness Level (TRL)	100
75	The Institute of Cultural Affairs (ICA), Kathmandu, Nepal	11-03-23	Fund Raising for NGOs (International Participants)	76
76	Startupvernal - BeBoss Technology LLP	18-03-23	Role of Business Incubator in a Startup	21
77	JIMS Engineering Management Technical Campus, Greater Noida	24-03-23	Business Canvas Model	90
78	Delhi Technological University, Delhi	15-04-23	Funding Alternatives for Startups	110
79	JIMS Engineering Management Technical Campus, Greater Noida	24-04-23	Angel Investment/VC Funding Opportunity for Early-Stage Entrepreneurs	205
80	AIC BIMTECH, Gr. Noida	26-05-23	Funding Source for Incubators	08
81	JIMS Engineering Management Technical Campus, Greater Noida	30-05-23	Creative Problem Solving & Ideation	210
82	Indraprastha Engineering College, Ghaziabad	13-06-23	Marketing Management Product Promotion, Sales & Advertisement	40
83	IIMT Engineering College, Meerut	01-07-23	Entrepreneurship & Innovation	250
84	Galgotias University, Greater Noida	03-08-23	Unleashing Entrepreneurship: Present Scenario	305
85	Galgotias University, Greater Noida	09-08-23	Developing Soft Skills, Working in collaboration & team building	302
86	Indraprastha Engineering College, Ghaziabad	17-08-23	Unleashing Entrepreneurship: Present Scenario	80
87	ECED, Ramachandra College of Engineering, Eluru West Godavari	08-09-23	FDP on Entrepreneurship Pre-feasibility of a Project Preliminary Project Report	38
88	Bharati Vidhyapeeth Pune	09-09-23	Innovation & Chandrayaan - 3	110
89	DTU Innovation & Incubation Foundation, DTU Delhi	16-09-23	Critical Characteristics of a Successful Minimum Viable Product (MVP)	45
90	DTU Innovation & Incubation Foundation, DTU Delhi	17-09-23	Startup Readiness Levels (TRLs/ IRLs/ MRLs etc.)	60
91	JIMS Engineering Management Technical Campus, Greater Noida	26-09-23	Critical Characteristics of a Successful Minimum Viable Product (MVP)	88
92	Agribusiness Incubation Centre (ABIC), CCS HAU, Hisar	12-10-23	Business Plan & Its Components	30
93	Agribusiness Incubation Centre (ABIC), CCS HAU, Hisar	16-10-23	How to make an impressive pitch-deck	30
94	Agribusiness Incubation Centre (ABIC), CCS HAU, Hisar	17-10-23	Format of a Detailed Project Report	30
95	JIMS Engineering Management Technical Campus, Greater Noida	20-10-23	Problem Solving & Ideation Workshop	90
96	JIMS Engineering Management Technical Campus, Greater Noida	23-11-23	Achieving Problem Solution Fit & Product Market Fit	88
97	IMS Engineering College Ghaziabad	25-11-23	Problem Solving & Ideation	100

98	Indian Veterinary Research Institute (IVRI), Animal Sciences Incubator, Bareilly	28-11-23	Introduction to Startups ecosystem, Understanding of Startup Journey	30
99	Indian Veterinary Research Institute (IVRI), Animal Sciences Incubator, Bareilly	29-11-23	A General Overview of a Business Plan & case studies of successful startups	30
100	BeBoss Technology LLP	30-12-23	Scientific way of Ideation – Entrepreneurship Masterclass	55
101	Amity University FDP in association with NSTEDB, DST	04-03-24	Cost of Project, Sources of Finance, Profitability, BEP, Working Capital Assessment	55
102	Amity University WEDP in association with NSTEDB, DST	05-03-24	Business Opportunity Guidance Interactions with DIC, DI-MSME, Lead Bank etc.	70
103	Amity University WEDP in association with NSTEDB, DST	11-03-24	Online Interactions with Technical Experts for finalizing project	70
104	JIMS Engineering Management Technical Campus, Greater Noida	17-03-24	Business Model Canvas	110
105	DTU Innovation & Incubation Foundation, DTU Delhi	06-04-24	Startup Funding Alternatives	58
106	JIMS Engineering Management Technical Campus, Greater Noida	10-04-24	Prototyping Process Model through Design Thinking	90
107	Galgotias University, Greater Noida	05-06-24	Angel Investment/VC Funding Opportunities for Early-Stage Entrepreneurs	100

## **Annexure IV**

### **Sessions conducted at National Institute of Entrepreneurship and Business Development (NIESBUD), Ministry of Skill Development and Entrepreneurship**

1. Half day session – May 13, 2024 (Design Thinking for participants of Bhutan)
2. Half day session – March 21, 2024 (Design Thinking through various activities)
3. Half day session – March 19, 2024 (Design Thinking for Entrepreneurs)
4. Half day session – March 01, 2024 (Gen AI in Startups)
5. Half day session – February 21, 2024 (Entrepreneurship Program for International Professionals)
6. Half day session – February 08, 2024 (Entrepreneurship Program for International Professionals)
7. Half day session – January 03, 2024 (Entrepreneurship Program for International Professionals)
8. Half day session – December 27, 2023 (Ideation under PM Vishwakarma Yojna)
9. Half day session – December 18, 2023 (Entrepreneurship Program for International Professionals)
10. Half day session – November 03, 2023 (Entrepreneurship Program for International Professionals)
11. Half day session – July 27, 2023 (Entrepreneurship Program for International Professionals)
12. Online session – May 11, 2023 (Faculty Development Program on Entrepreneurship)
13. Online session – March 23, 2023 (FDP organized by NIESBUD Dehradun)
14. Half day session – March 15, 2023 (EDP for Indian Navy retired professionals)
15. Online session – March 06, 2023 (FDP organized by NIESBUD Noida)
16. Online session – March 02, 2023 (FDP organized by NIESBUD Noida)
17. Online session – February 25, 2023 (FDP organized by NIESBUD Dehradun)
18. Online session – February 22, 2023 (FDP organized by NIESBUD Dehradun)
19. Half day session – February 10, 2023 (Entrepreneurship Program for International Professionals)
20. Half day session – February 08, 2023 (Entrepreneurship Program for International Professionals)
21. Half day session – November 25, 2022 (Trainers of Innovative Change Collaborative Services Private Limited ICCSPL and ICCo)
22. Half day session – November 23, 2022 (Entrepreneurship Program for International Students)
23. Half day session – November 22, 2022 (Trainers of Innovative Change Collaborative Services Private Limited ICCSPL and ICCo)
24. Half day session – October 11, 2022 (Entrepreneurship Program for International Students)
25. Half day session – July 14, 2022 (Start-up Management for IES Recruited ISDS Batch)
26. Half day session – July 12, 2022 (Start-up Management for IES Recruited ISDS Batch)
27. Half day session – June 14, 2022 (Entrepreneurship Program for International Students)
28. Half day session – June 06, 2022 (Entrepreneurship Program for International Students)
29. Online session – March 24, 2021 (Women Entrepreneurship Development Program)
30. Online session – January 21, 2021 (Women Entrepreneurship Development Program)
31. Online session – January 18, 2021 (Faculty Development Program on Entrepreneurship)
32. Online session – January 11, 2021 (Faculty Development Program on Entrepreneurship)
33. Half day session – January 16, 2020 (Faculty Development Program on Entrepreneurship)
34. Half day session – November 28, 2019 (Faculty Development Program on Entrepreneurship)
35. Half day session – November 28, 2019 (EDP DST NIMAT)
36. Half day session – November 16, 2019 (EDP and Business Incubation)
37. Half day session – November 09, 2019 (Orientation on EDP)
38. Half day session – July 28, 2019 (EDP and Business Incubation)
39. Half day session – March 02, 2019 (Orientation on EDP)
40. Half day session – January 20, 2019 (Orientation on EDP)
41. Half day session – December 02, 2018 (Orientation on EDP)
42. Half day session – September 08, 2018 (Orientation on EDP)
43. Half day session – January 27, 2018 (Orientation on EDP)
44. Half day session – December 24, 2017 (Orientation on EDP)
45. Half day session – December 02, 2017 (Training Programme on Cluster Approach)
46. Half day session – November 26, 2017 (Orientation on EDP)
47. Half day session – November 24, 2017 (Training Programme on Cluster Approach)
48. Half day session – October 28, 2017 (Orientation on EDP)
49. Half day session – October 24, 2017 (Capacity Building on Entrepreneurship Dev.)

50. Half day session – August 27, 2017 (Orientation on EDP)
51. Half day session – July 30, 2017 (Orientation on EDP)
52. Half day session – July 26, 2017 (Capacity Building on Entrepreneurship Dev.)
53. Half day session – July 11, 2017 (Capacity Building on Entrepreneurship Dev.)
54. Half day session – July 02, 2017 (Orientation on EDP)
55. Half day session – June 20, 2017 (FDP on Entrepreneurship Development)
56. Half day session – May 28, 2017 (Orientation on EDP)
57. Half day session – May 13, 2017 (Why small businesses fail?)
58. Half day session – April 22, 2017 (Orientation on EDP)
59. Half day session – April 09, 2017 (Why small businesses fail?)
60. Half day session – March 26, 2017 (Orientation on EDP)
61. Full day session – March 04, 2017 (FDP on Entrepreneurship Development)
62. Half day session – February 07, 2017 (FDP on Entrepreneurship Development)
63. Half day session – January 20, 2017 (FDP on Entrepreneurship Development)
64. Half day session – January 18, 2017 (FDP on Entrepreneurship Development)
65. Half day session – December 23, 2016 (FDP on Entrepreneurship Development)
66. Half day session – December 22, 2016 (FDP on Entrepreneurship Development)
67. Half day session – December 15, 2016 (FDP on Entrepreneurship Development)
68. Half day session – December 14, 2016 (FDP on Entrepreneurship Development)
69. Full day session – November 24, 2016 (FDP on Entrepreneurship Development)
70. Half day session – November 23, 2016 (FDP on Entrepreneurship Development)
71. Full day session – November 15, 2016 (FDP on Entrepreneurship Development)
72. Full day session – September 27, 2016 (FDP on Entrepreneurship Development)
73. Half day session – September 05, 2016 (Defence; Directorate General Resettlement)
74. Half day session – August 27, 2016 (Orientation on EDP)
75. Full day session – August 22, 2016 (FDP on Entrepreneurship Development)
76. Half day session – July 24, 2016 (Online marketing and Entrepreneurship)
77. Half day session – July 23, 2016 (Orientation on EDP)
78. Half day session – July 22, 2016 (FDP on Entrepreneurship Development)
79. Half day session – July 15, 2016 (FDP on Entrepreneurship Development)
80. Half day session – July 13, 2016 (FDP on Entrepreneurship Development)

### Annexure V - Visiting Faculty | Details

Sr. No.	Institute	Place	Subject	Course	Year
1	Ambedkar University Delhi (AUD)	Delhi	Action Learning Segment (ALS)	MBA (IEV)	2023
2	CSS National Institute of Agricultural Marketing (NIAM) (Ministry of Agricultural & Farmers Welfare, Govt. of India)	Jaipur	Strategic Management	PGDBAM Fifth Trimester	2023 2022 2020 2019 2018 2017
3	CSS National Institute of Agricultural Marketing (NIAM) (Ministry of Agricultural & Farmers Welfare, Govt. of India)	Jaipur	Entrepreneurship and Skill Development	PGDBAM Sixth Trimester	2019
4	Indira Gandhi Delhi Technical University for Women (IGDTUW)	Delhi	Business Entrepreneurship	B.Tech. Final Year MBA Second Year	2022 2020 2019 2018 2017
5	Indira Gandhi Delhi Technical University for Women (IGDTUW)	Delhi	Human Value & Professional Ethics	B.Tech. Fifth Sem.	2018
6	Indira Gandhi Delhi Technical University for Women (IGDTUW)	Delhi	Organizational Behaviour	MCA Fifth Sem.	2018 2017
7	Symbiosis Centre of Management Studies	Noida	Business Entrepreneurship	B.B.A Third Year	2016
8	Mangalmay Group of Institutions	Greater Noida	Integrated Mktng Communication	MBA Second Year	2015
9	Global Institute of Management Technology	Allahabad	Entrepreneurship Development	PGDM Second Year	2013
10	Indian Institute of Planning and Management (IIPM)	Noida	New Product Development	PGDM Second Year	2012
11	International School of Business and Media (ISB & M)	Noida	Business Ethics	MBA Second	2012
12	INMANTAC	Ghaziabad	Entrepreneurship Development	PGDBM Second Year	2012
13	Indian Institute of Planning and Management (IIPM)	Noida	Strategic Management	PGDM Second Year	2011
14	Indian Institute of Planning and Management (IIPM)	Noida	Entrepreneurship Development	PGDM Second Year	2011
15	Apostle Business School	Greater Noida	Supply Chain Management	PGDBM Second Year	2011
16	International School of Business and Media (ISB & M)	Noida	Strategic Management	BBA Third Year	2011
17	Cosmic Business School	New Delhi	Corporate Entrepreneurship	MBA Second Year	2011
18	Indian Institute of Planning and Management (IIPM)	Noida	Entrepreneurship Development	PGDM Second Year	2010
19	International School of Business and Media (ISB & M)	Noida	Business Environment	BBA First Year	2010
20	Cosmic Business School	New Delhi	Supply Chain Management	MBA First Year	2010
21	Cosmic Business School	New Delhi	Entrepreneurship Development	MBA Second Year	2010
22	Cosmic Business School	New Delhi	Prod. & Operations Management	MBA First Year	2009
23	Institute of Management Technology (IMT CDL)	Ghaziabad	Management Subject	PGDM	2010 2009
24	Jaipuria Institute of Management (JIM)	Noida	Entrepreneurship Development	PGDM Second Year	2009