

## **Dr. V K ARORA**

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### Profile/ Curriculum Vitae

**Core Area – ‘Entrepreneurship, Start-ups, Venture Development and Acceleration’  
Establishment and Advisory – Startups, Handholding (Small Business Development), Pre-Incubation (E-Cell), Business Incubators and Accelerators**

**Faculty/ Trainer – Entrepreneurship, Strategic Management and Functional Areas Management**

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

#### **1. Work Experience (Approx. 20 Years) Details given in Annexure IA**

##### **1.1 Chief Executive Officer (24<sup>th</sup> January 2017 - 23<sup>rd</sup> May 2020 and 01<sup>st</sup> June 2020 onward)**

Directorate of Training and Technical Education (DTTE), Delhi Government has funded eleven colleges/ universities to start business incubation activities. Indira Gandhi Delhi Technical University for Women (IGDTUW) is one of them. IGDTUW has formed a Section 8 Company – ‘**IGDTUW-Anveshan Foundation**’ to involve all incubation related activities.

Worked with ‘IGDTUW-Anveshan Foundation’ as Chief Executive Officer (CEO) on contractual basis from 24<sup>th</sup> January 2017 till 23<sup>rd</sup> May 2020 (as first term), 01<sup>st</sup> June 2020 till 30<sup>th</sup> November 2022 (as second term) and extension.

University website – [www.igdtuw.ac.in](http://www.igdtuw.ac.in) & Business Incubator website – [www.anveshanfoundation.org](http://www.anveshanfoundation.org)  
In my tenure, IGDTUW-Anveshan Foundation was established. It is now recognized and funded by **Department of Science & Technology (DST)**, Govt as ‘**Technology Business Incubator (TBI)**’ under scheme NIDHI.

Total seventeen Incubatees (in five batches) and more than one 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 was provided to all the incubatees.

IGDTUW Anveshan Foundation has signed fruitful association with internationally reputed Organizations like Nexus Incubation hub, GIZ, Nasscom Foundation, Edutech Foundation, HDFC Bank, TiE, Rekhi Foundation and many universities and colleges of Delhi and other states. 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.

##### **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 colleges, apart from academic and administrative role(s), E-Cell, E-Club or Incubation Centers were established during the respective tenures.

### 1.3 Corporate Experience

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

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

Resource Person in the field of **Entrepreneurship, Venture Development, Training & Handholding** and Management Related Subjects with different institutes, incubators, accelerators, organizations and incorporations (as mentioned in **Annexure II, III, IV & V**) all over India.

- 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, Strategic Management, 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 Gol (Startup India Hub)**, Invest India and Delhi Government Funded Incubation Centers.
- Mentor with the Incubatees of some Incubation Centres/ 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.
- Resource Person for programs and workshops of Digital India, Skill India, DST with some NGOs and other organizations.
- Developed career counseling (career management and psychometric) tools 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. Journals, Conferences and FDPs

#### 3.1 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.

#### 3.2 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.

### **3.3 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.

### **3.4 Conference Participation (as Paper Presenter)**

#### **3.4.1 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.

#### **3.4.2 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.

### **3.4 Session Chair/ Keynote/ Designated Speaker**

- 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.

### **3.5 Conference Attended**

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

### 3.6 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.

## 4 Education (Engineering, Management & Doctorate) Annexure IB

**4.1 Doctorate of Philosophy (D. Phil.) in Entrepreneurship** from MONIRBA, Allahabad University 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.

**4.2 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.

**4.3 Bachelors of Engineering (Electronics)**, from Yeshwantrao 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. Zade (mobile: 9673321177), Presently HOD Electronics Engineering Department, YCCE Nagpur, in the year 1998.

## 5 Jury Member for Business Ideas Pitching Session

- 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 Hachathon 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 panel 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.

## **6 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.

## **7 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 105511)
- 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.
- In the honorary advisory board of International organization of research and development organization ([www.iardo.com](http://www.iardo.com)) New Delhi since 2016.
- Have been invited as Expert in the interview panel for Faculty Selection in a few Management Institutes of NCR.

## **8 Course/ Curriculum Development**

- Developed course contents for six weeks to twelve weeks short-term courses on ‘Innovation & Entrepreneurship’, ‘Startup Management’ and ‘Family Business Management’.
- 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.
- Prepared Course Curriculum for one-year Diploma Programs for Cosmic and Capital Business Schools, New Delhi.



## 9 Other Information

- Passed Intermediate (67.40 %) and High School (76.66 %) from Government Inter College (GIC) Allahabad UP Board in the year 1992 and 1990 respectively.
- 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. L5004163 (valid till Oct 2023)
- DIN Number 02166111 (Date of Issue – 28.04.08)
- Date of Birth: October 25, 1976 | Marital Status: Married | Kids: 02

### Annexure I to V

- Annexure IA : Academic and Corporate Experience**  
**Annexure IB : Education**  
**Annexure II : Training Programs Conducted in the physical form (PAN India since 2015)**  
**Annexure III : Training Program Conducted online (PAN India since 2020 after Covid – 19)**  
**Annexure IV : Sessions conducted on 'Entrepreneurship' at NIESBUD since July 2016**  
**Annexure V : Sessions conducted as visiting faculty (for complete subject module)**

(Dr. V K Arora)

### Annexure I A : Work Experience

Organization	Position Held	From	To	Nature of Work
<b>IGDTUW-Anveshan Foundation (IGDTUW Campus Delhi)</b>	Chief Executive Officer (CEO)	01 Jun 2020	30 Nov 2022	Academic and Administrative (Contractual)
<b>IGDTUW-Anveshan Foundation (IGDTUW Campus Delhi)</b>	Chief Executive Officer (CEO)	24 Jan 2017	23 May 2020	Academic and Administrative (Contractual)
<b>Sanskar (SGIT) College of Management, Ghaziabad</b>	Professor – Department of Management Studies	19 May 2015	23 Jan 2017	Academic and Administrative
<b>Institute of Technology &amp; Science (ITS), Ghaziabad</b>	Professor – Department of Management Studies	25 Apr 2013	12 Nov 2014	Academic and Administrative
<b>Sunder Deep Group of Institution, Dasna, Ghaziabad</b>	Professor – Department of Management Studies	22 Jun 2009	19 Apr 2013	Academic and Administrative
<b>JSS Academy of Technical Education (JSSATE), Noida</b>	HOD/ Asst. Professor – Department of Management Studies	23 Jan 2007	20 Jun 2009	Academic and Administrative
<b>IMS Engineering College (IMSEC) Ghaziabad</b>	Sr. Faculty/ HOD – Dept. of Electronics Engineering	23 Jul 2003	22 Jan 2007	Academic and Administrative

### Annexure I B : Education

Examination	Institute and University	From To	Percentage Scored	Subject
<b>D. Phil. (PhD)</b>	MONIRBA, Allahabad University	2002 2005	Awarded	Entrepreneurship
<b>MIBM (Eq. MBA)</b>	Lucknow University	1999 2001	74.90	Management
<b>B.E.</b>	YCCE Nagpur University	1994 1998	67.50	Electronics
<b>Intermediate</b>	GIC Allahabad	1992	67.40	PCM
<b>High School</b>	GIC Allahabad	1990	76.60	Science



## Annexure II

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

Sr. No.	Venue (website)	Address	Year(s)	Participants (Approx.)	Concerned In-charge
1	Inspire Entrepreneurship Educational Development Society Centre	Najibabad <b>Uttar Pradesh</b>	January 02-03, 2015	30	Ranjeeta Singh Trustee
2	Elite Institute of engineering and management EIET (www.petindia.org)	Kolkata <b>West Bengal</b>	April 23-24, 2015	60	Debalina Roychowdhury Incharge-ECeII
3	Marathwada Institute of Technology MIT (www.mit.asia)	Aurangabad <b>Maharashtra</b>	September 15-16, 2015	120	Dr. R N Patil In-charge
4	Galgotias University (www.galgotiasuniversity.edu.in)	G.B. Nagar <b>Uttar Pradesh</b>	September 24, 2015	90	Silky Jain Faculty
5	Jaipur Engineering College and Research Centre JECRC (www.jecrcfoundation.com)	Jaipur <b>Rajasthan</b>	October 05-06, 2015	30	Gajendra In-charge: E Cell
6	Moti Lal Nehru Institute of Research and Business Administration MONIRBA (www.monirba.com)	Allahabad <b>Uttar Pradesh</b>	October 09-10, 2015	60	J N Bhargava Professor/ Ex-Director
7	Craft Development Institute CDI (www.cdigr.org)	Srinagar <b>Kashmir</b>	December 21-26, 2015	10	Nazima Faculty/ In-charge
8	Department of Economics Kurukshetra University (www.kuk.ac.in)	Kurukshetra <b>Haryana</b>	February 04-05, 2016	100	Sanjeev Bansal Chairman
9	Shri Ganpati Institute of technology (www.sgit.ac.in)	Ghaziabad <b>Uttar Pradesh</b>	February 06 2016	30 60	Dr. Nidhi Manager-HR
10	Mangalmai Institute of Management & Technology www.mangalmai.org	Greater Noida <b>Uttar Pradesh</b>	February 12-13 2016	50	Dr. J N Giri Professor
11	Institute of Cultural Affairs (www.ica-nepal.org), Entrepreneurship for Executives	<b>Kathmandu,</b> NEPAL	February 19-20 2016	25	Dr. Tatwa Prasad Trustee
12	BRCM College of Engineering and Technology (www.brcmcet.edu.in)	Bahal <b>Haryana</b>	March 14-15, 2016	90	Narendra Faculty/In-charge
13	Mangalmai Institute of Management and Technology (www.mangalmai.org)	Gr. Noida <b>Uttar Pradesh</b>	2016	30	Atul Mangal Chairman
14	Himalayan School of Management Studies, Swami Rama Himalayan University (www.srhu.edu.in)	Dehradun <b>Uttarakhand</b>	April 21-22, 2016	60	Dr. S. R. Sharma Director

15	Craft Development Institute CDI (www.cdigr.org)	Srinagar <b>Kashmir</b>	June 13-18, 2016	10	Nazima Faculty/ In-charge
16	Inspire Entrepreneurship Educational Development Society Centre	Najibabad <b>Uttar Pradesh</b>	June 20-21, 2016	30	Ranjeeta Singh Trustee
17	International School of Informatics & Management Technical Campus (IIIM) (www.iisjaipur.org)	Jaipur <b>Rajasthan</b>	September 09-10 2016	30	Dr. Kavya Saini Professor/ Incharge
18	Aishwarya Group of Institutions	<b>Udaipur Rajasthan</b>	November 18-19 2016	20	Dr. Archana Golwalker, Faculty
19	Parsavnath Bihab Plaza (www.ahelper.in)	Gr. Noida <b>Uttar Pradesh</b>	November 27, 2016	10	Amit Trustee
20	DIET Mathura organized by IIIDEM, Election commission of India. Train the trainers and facilitators (TTF) to create Master Trainers. Senior Administrative officers (including IAS and PCS rank)	Mathura <b>Uttar Pradesh</b>	December 05-06, 2016	30	Principal, DIET
21	Parsavnath Bihab Plaza (www.ahelper.in)	Gr. Noida <b>Uttar Pradesh</b>	February 10, 2017	10	Amit Trustee
22	Meerut Institute of engineering and technology (www.miet.ac.in)	Meerut <b>Uttar Pradesh</b>	February 13-14, 2017	90	Dr. Ajay Singh In-charge (e- cell)
23	Sri Guru Tegh Bahadur Institute of Management and Information Technology	<b>Delhi</b>	May 11 2017	20	Maninder Kaur, Faculty
24	Dev Bhoomi Group of Institutions (dbgidoon.ac.in)	Dehradun <b>Uttarakhand</b>	March 09-10, 2018	100	Dr. Santosh Singh, Head – Mgmt Dept
25	Department of Economics Kurukshetra University (www.kuk.ac.in)	Kurukshetra <b>Haryana</b>	March 16-17, 2018	90	Sanjeev Bansal Chairman
26	Electropreneur Park at Library building, South Campus, Delhi University	<b>Delhi</b>	April 05 2018	10	Sanjeev Chopra, CEO
27	JIMS Engineering Management Technical Campus (www.jimsgn.org)	Greater Noida <b>Uttar Pradesh</b>	Aug 31 – Sep 01 2018	70	Dr. Ruchi Agarwal HoD
28	Indira Gandhi Delhi Technical University for Women, Delhi www.igdtuw.ac.in	<b>Delhi</b>	September 06-07 2018	20	Self
29	Institute of Professional Excellence and Management (IPEM) Ghaziabad (www.ipemgzb.ac.in)	Ghaziabad <b>Uttar Pradesh</b>	September 08, 2018	30	Dr. Shashank Faculty
30	ACCF, Amity University	<b>Noida Uttar Pradesh</b>	February 07, 2019	40	Dr. Nidhi Pant

31	Indraprastha Engineering College (www.ipec.org.in)	Ghaziabad <b>Uttar Pradesh</b>	March 12, 2019	75	Dr. Priyanka Gupta, Faculty
32	School of Open Learning SoL DU (www.sol.du.ac.in)	North Campus <b>Delhi</b>	March 27, 2019	100	Anurag Mittal, E-Cell Incharge
33	Kiroli Mal College, DU (www.kmcollege.ac.in)	North Campus <b>Delhi</b>	March 31, 2019	25 30	Dr. Pushpendra Kumar, E-Cell Incharge
34	National Council for Hotel Management and Catering Technology	Noida <b>Uttar Pradesh</b>	April 26, 2019	20	Satish Pandey, Incharge
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	30	Prof. Seema Rani, Chairperson
36	Indira Gandhi Delhi Technical University for Women	<b>Delhi</b>	September 21, 2019	04	Self
37	INMANTEC Institutions	Ghaziabad <b>Uttar Pradesh</b>	September 28, 2019	50	Neelam Yadav Faculty
38	Indraprastha College for Women (IPCW) (www.ipcollege.ac.in)	<b>Delhi</b>	October 17, 2019	50	Dr. Meena Bhargava, Sr. Faculty
39	JIMS Engineering Management Technical Campus (www.jimsgn.org)	Greater Noida <b>Uttar Pradesh</b>	October 21, 2019	50	Dr. Ruchi Agarwal HoD
40	Kiroli Mal College, DU (www.kmcollege.ac.in)	North Campus <b>Delhi</b>	November 14, 2019	30	Dr. Pushpendra Kumar, E-Cell Incharge
41	National Institute of Food Technology Entrepreneurship and Management	Sonepat <b>Haryana</b>	December 21, 2019	20	Dr R Prasanth Kr. Program Coordinator
42	IILM Academy of Higher Learning	Lucknow <b>Uttar Pradesh</b>	January 08, 2020	30	Dr. Vaibhav Tripathi, Asso. Prof.
43	Indira Gandhi Delhi Technical University for Women	<b>Delhi</b>	September 02, 03 2021	56	Mr. Rahul Sachdeva, Dy. Manager
44	Ambedkar University Delhi (AUD)	<b>Delhi</b>	December 14, 2021	40	Mr. Sudhakar Paul, Manager
45	Ambedkar University Delhi (AUD)	<b>Delhi</b>	July 01, 2022	10	Mr. Sudhakar Paul, Manager
46	Ambedkar University Delhi (AUD)	<b>Delhi</b>	July 09, 2022	25	Mr. Sudhakar Paul, Manager

**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 28-01-21	Advanced Marketing for WEDP (EDP for women)	20
24	Mata Sundri College for Women, Delhi	10-02-21	Innovation, Entrepreneurship and Business Idea Generation	90

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

48	JIMS Engineering Management Technical Campus Greater Noida	23-03-22	Entrepreneurship, Innovations & Startups	30
49	JIMS Engineering Management Technical Campus Greater Noida	26-04-22	Incubation/ Acceleration – Early Stage Entrepreneurs	30
50	ABES EC Ghaziabad	27-04-22	Career Options of Entrepreneurship in Indian Start-up Ecosystem	120
51	JIMS Engineering Management Technical Campus, Greater Noida	09-05-22	Understanding Innovations   Start-ups Point of View	55
52	Delhi Institute of Advanced Studies	28-05-22	Understanding Innovations for Early Stage Entrepreneurs & Start-ups	180
53	Vivekananda Institute of Professional Studies, Delhi	04-06-22	Startup Planning Legal & Ethical Steps	150
54	Bundelkhand University, Jhansi	13-06-22	Innovation and Entrepreneurship Development: Why and How ?	120
55	Gitarattan International Business School, Delhi	23-06-22	Angel Investors & Venture Capitalist	120
56	Bhagwan Parshuram Institute of Technology, Delhi	02-07-22	Entrepreneurship Development 'Cognitive to Entrepreneurial Thinking'	150
57	GNIOT-Institute of Management Studies, Greater Noida	18-07-22	Developing an Entrepreneurial Mindset	200
58	Khwaja Moinuddin Chishti Language University	23-07-22	Entrepreneurship: As a career option towards Success	150
59	Bharati Vidyapeeth College of Engineering, Navi Mumbai, Mumbai	29-07-22	Angel investment/ VC Funding opportunity for Early-stage Entrepreneurs	140

## **Annexure IV**

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

1. Half day session – July 14, 2022 (Start-up Management for IES Recruited ISDS Batch)
2. Half day session – July 12, 2022 (Start-up Management for IES Recruited ISDS Batch)
3. Half day session – June 14, 2022 (Entrepreneurship Program for International Students)
4. Half day session – June 06, 2022 (Entrepreneurship Program for International Students)
5. Online session – March 24, 2021 (Women Entrepreneurship Development Program)
6. Online session – January 21, 2021 (Women Entrepreneurship Development Program)
7. Online session – January 18, 2021 (Faculty Development Program on Entrepreneurship)
8. Online session – January 11, 2021 (Faculty Development Program on Entrepreneurship)
9. Half day session – January 16, 2020 (Faculty Development Program on Entrepreneurship)
10. Half day session – November 28, 2019 (Faculty Development Program on Entrepreneurship)
11. Half day session – November 28, 2019 (EDP DST NIMAT)
12. Half day session – November 16, 2019 (EDP and Business Incubation)
13. Half day session – November 09, 2019 (Orientation on EDP)
14. Half day session – July 28, 2019 (EDP and Business Incubation)
15. Half day session – March 02, 2019 (Orientation on EDP)
16. Half day session – January 20, 2019 (Orientation on EDP)
17. Half day session – December 02, 2018 (Orientation on EDP)
18. Half day session – September 08, 2018 (Orientation on EDP)
19. Half day session – January 27, 2018 (Orientation on EDP)
20. Half day session – December 24, 2017 (Orientation on EDP)
21. Half day session – December 02, 2017 (Training Programme on Cluster Approach)
22. Half day session – November 26, 2017 (Orientation on EDP)
23. Half day session – November 24, 2017 (Training Programme on Cluster Approach)
24. Half day session – October 28, 2017 (Orientation on EDP)
25. Half day session – October 24, 2017 (Capacity Building on Entrepreneurship Dev.)
26. Half day session – August 27, 2017 (Orientation on EDP)
27. Half day session – July 30, 2017 (Orientation on EDP)
28. Half day session – July 26, 2017 (Capacity Building on Entrepreneurship Dev.)
29. Half day session – July 11, 2017 (Capacity Building on Entrepreneurship Dev.)
30. Half day session – July 02, 2017 (Orientation on EDP)
31. Half day session – June 20, 2017 (FDP on Entrepreneurship Development)
32. Half day session – May 28, 2017 (Orientation on EDP)
33. Half day session – May 13, 2017 (Why small businesses fail?)
34. Half day session – April 22, 2017 (Orientation on EDP)
35. Half day session – April 09, 2017 (Why small businesses fail?)
36. Half day session – March 26, 2017 (Orientation on EDP)
37. Full day session – March 04, 2017 (FDP on Entrepreneurship Development)
38. Half day session – February 07, 2017 (FDP on Entrepreneurship Development)
39. Half day session – January 20, 2017 (FDP on Entrepreneurship Development)
40. Half day session – January 18, 2017 (FDP on Entrepreneurship Development)
41. Half day session – December 23, 2016 (FDP on Entrepreneurship Development)
42. Half day session – December 22, 2016 (FDP on Entrepreneurship Development)
43. Half day session – December 15, 2016 (FDP on Entrepreneurship Development)
44. Half day session – December 14, 2016 (FDP on Entrepreneurship Development)
45. Full day session – November 24, 2016 (FDP on Entrepreneurship Development)
46. Half day session – November 23, 2016 (FDP on Entrepreneurship Development)
47. Full day session – November 15, 2016 (FDP on Entrepreneurship Development)
48. Full day session – September 27, 2016 (FDP on Entrepreneurship Development)
49. Half day session – September 05, 2016 (Defence; Directorate General Resettlement)



50. Half day session – August 27, 2016 (Orientation on EDP)
51. Full day session – August 22, 2016 (FDP on Entrepreneurship Development)
52. Half day session – July 24, 2016 (Online marketing and Entrepreneurship)
53. Half day session – July 23, 2016 (Orientation on EDP)
54. Half day session – July 22, 2016 (FDP on Entrepreneurship Development)
55. Half day session – July 15, 2016 (FDP on Entrepreneurship Development)
56. Half day session – July 13, 2016 (FDP on Entrepreneurship Development)

### Annexure V Visiting Faculty | Details

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