

## **1. Title :Entrepreneurship qualities development program for needy and budding students**

### **2. Objective :**

- 1) To develop the entrepreneurial quality and ability among the students of night college, so as to encash the opportunity of very good skillset available with the students
- 2) The students should be capable to start their own business at the end of the degree programme successfully.
- 3) The students should be imbued with good set of values , skills and knowledge about conducting and grow the business in changing and challenging business scenario.
- 4) To inculcate decision making ability, to make the students independently thoughtful, enhance their capacity to take analytical decisions, to accept calculated risk, facing uncertainties in life.
- 5) To create deeper awareness about dynamic business environment, changing technological environment, capacity to finding business opportunity in changing inclination of government policy

### **3. The Context :**

The Privatization has become the buzz word of new economic reform policy accepted in 1991. The role of government is getting reduced in almost all spheres of the economic activities. The physical facilities and amenities are provided by the private players. Starting from roads, communication, insurance, banking, defense, education, etc . Almost all the economic activities are handled by the private entrepreneurs.

This entire situation has caused a need to train the entrepreneurial qualities to the students. The student may be from any stream but he/she should be trained to absorb entrepreneurial qualities. They should be trained to think like an entrepreneur. The students should be capable to accept the challenges in life as the opportunities. They should be capable to face the challenging situations in uncertain business environment. Considering this need our college has decided to go for a model training to the students.

### **4. The practice :**

The students of the night college are generally working students. They are responsible for their family livelihood. They are in many instances perform a key role in earning bread and butter for their family. They need to arrange finances at their own for their education. They come from deprived class of the society. It was found that, the some of these students have different skills. For e.g. some students know masonry work, brickwork, agricultural, electrification, etc. These students found to be very sincere and dedicated but emotionally immature. In the year 2013-14 the college started experimenting with these students. The experiment was on the basis of mentoring and counseling the students. Understanding the skill gaps and providing them with different skill sets. The aim of entire programme was to encourage the undergraduate students of Night College to adopt entrepreneurial practices and to start a small business of their own. In the year 2013 – 14 first level of experiment was started. The faculty members started developing very warm friendly relationships with the students of Night College.. The role of NSS remained helpful to have more interactions with the students apart from class room teaching. The admission to NSS was on the basis of interviews. The subjects like, Principles of management, Insurance, Marketing etc. were taught with the method of experiential learning basis while performing different NSS activities. Purposefully, these subjects of commerce were taught to some of the selected Arts faculty students along with commerce faculty students.

In the academic year 2014 – 15 selected five students were given special attention. Continuous mentoring, counseling was given throughout the year. Minimum one hundred hours were spent on each student. One to one counseling was main method of training. The students were taught subjects like Management, Marketing management, Investment Management with deeper understanding. The students were asked to read the biographies of different business tycoons. These students were also given opportunity to attend the meetings with the Mumbai based business persons. They were also given opportunity to have detailed dialogues with Mr. Mahendra Garudia . Mr. Garudia is Mumbai based Entrepreneurship Trainer, a hard core researcher, ICWAI consultant and excellent speaker on Chanakya Business Sutras .These students were also given the opportunity to participate in the Skill Development workshops and seminars at Shivaji University level. In these conferences the students got the opportunity to interact with scholarly professors of the university. After having gone through many encouraging discussions, meetings, seating's, motivational speeches, discussions on moral values , the students were ready to start their business model.

#### **5. Evidence of Success:**

In the month of May 2015 and onwards five students started businesses in five areas. One student started trading business of cashew. One student started business of networking, and installation of surveillance systems. Another one started own business of steel fabrication. One another started business of wedding decorations. And the last student in this year starting the business of marketing of coolers. Since the beginning only, all the business transactions were performed with help of bank account. Hence, at the time of demonetization there wasn't any problem occurred. Rather all the businesses reported growth in number as well as volume of transactions. The students are instructed to maintain books of accounts on regular basis. As well as fill the income tax return on regular basis.

#### **6. Problems encountered and resources required:**

- 6.1 In compare to day college the our college library is small and such kind of advanced reading material is not available to the students.
- 6.2 Well-equipped 24 hours study room facility is expected but such facility is unavailable with the institute.