

## Dr. V K ARORA

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### Resume' / Profile

**Core Area – ‘Entrepreneurship, Start-ups, Business Development and Acceleration’**

**Establishment and Consultancy – Startups, Handholding (Small Business Development), Pre-Incubation (E-Cell), Business Incubators and Accelerators**

**Faculty/ Trainer – Entrepreneurship and Strategic Management (PAN India)**

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

### **1. Work Experience (Approx. 18+ 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 - till date)**

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.

Working 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 and 01<sup>st</sup> June 2020 onward (second term for next one year). 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 has also been recognized by Department of Science & Technology (DST), GoI as ‘**Technology Business Incubator (TBI)**’. Total Twelve Incubatees (in four batches) are facilitated with Cubical offices, ICT Facility, Provision of Seed-Money, Shared space benefits and all three consultancies such as Strategic, Technical and Business. IGDTUW Anveshan Foundation has signed fruitful association with internationally reputed Organizations like Nexus Incubation hub, GIZ, Nasscom Foundation, TiE and many colleges of Delhi University.

#### **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).

**Major Subjects Undertaken: - Strategic Management, Entrepreneurship, Ethics and All Functional Domains of Startups (Product Development, Marketing, HRM, Finance, Supply Chain, Production and Investment etc.)**

### 1.3 Corporate Experience

Worked with two companies' a. 'EEL India Limited' Gurgaon and 'VVS Enterprises' Allahabad as 'Sales Engineer' for the Sales and Marketing of their engineering products/ services.

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

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

- Conducted many 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 a few workshops in the domain of 'Entrepreneurship, Capacity building and Small Business Development' with **NIESBUD, MoSDE** (along with its' partner institutes). (**Annexure III**).
- Visiting faculty for the subjects of Entrepreneurship, Intrapreneurship, Family Business and Strategic Management in a few management colleges/ universities of repute. (**Annexure IV**)
- Empanelled as Resource Person (Visiting Faculty/ Mentor) with National Institute of Micro, Small and Medium Enterprises (**NiMSME**), **MoMSME**. First Session completed from November 29 to December 01, 2018 at NiMSME Hyderabad.
- Empanelled 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 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.

### Area Domain (Pragmatic Concepts with real business examples/cases)

Strategic Management (VMO, Values, Environment Scanning, Evaluation, Corporate-Business-Functional Strategies, Choices, Implementation, Control and the same also at Global Aspect), Entrepreneurship (Entrepreneurial Thinking, Creativity, Innovation, Idea Generation, Planning,

Development, Viability, Pitch Deck, Business Plan, Project Report(s), Company Incorporation, Fund Raising, Govt. Schemes and all domains of/in Entrepreneurship and Corporate Entrepreneurship), Family Business (Family Entrepreneurship, Ownership-Management-Family, Goals, CORE, BODs and Organizational Culture), Business Ethics (NVB, Attitude, DIK, Aptitude Behavior, Personality, Personal-Group Ethics, Professional-Business-Corporate-Government Ethics, Ethical Flow, CSR, CRR), Innovations and Technologies in Business (New Product Development, IPR, New Technologies and Businesses, Supply Chain Management (Procurement, focal firm and logistics), Operation Management, Effective-Inclusive-Sustainable Development,, Corporate Governance, Training and Development, Skill Development, Corporate Communications, Institutional Strengthening and Functional Techniques.

### **3. Recognitions**

- 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 Honour in a seminar (Dec 12 2009) on 'Corporate Governance' organized by Cosmic Business School, Vasundhara, Ghaziabad.

### **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.

#### **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 one co-author) 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 Session Chair/ Keynote Speaker

- 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 more than a hundred 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) Annexure IB

**5.1 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.

**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) Presently AVP with Reliance Infosolution, Ahmedabad, in the year 2000 and Research Work on RMGs (Readymade Garments) in India in the year 2000-01 during the Program.

**5.3 Bachelors of Engineering (Electronics)**, from 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.

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

- 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, Innerve 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, Kalkaii, 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 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)
- 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**

- 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**

- Completed One year Part time PGDCA (from 15-07-1998 to 30-06-1999) from UCC (Universal Computer Consultancy) Allahabad, passed in 'A' Grade.
- Passed Intermediate (67.40 %) and High School (76.66 %) from Government Inter College (GIC) Allahabad UP Board in the year 1992 and 1990 respectively.

- 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 Ready (No. L5004163 and valid till Oct 2024)
- DIN Number 02166111 (Date of Issue – 28.04.08)
- Date of Birth: October 25, 1976 | Marital Status: Married | Kids: 02

## 10 References

- Prof. Sanjeev Bansal, Chairman, Department of Economics, Kurukshetra University, Kurukshetra-136 119, Haryana, Mob.: 9416913666 Email ID: chairperson.economics@kuk.ac.in
- R. K. Chandra, Senior Adviser, Enterprise Set up, Mentoring & Hand holding, National Institute for Entrepreneurship & Small Business Development (NIESBUD), NOIDA, 201309. Mobile : 9599078766 Email ID : rkchandra@niesbud.gov.in
- Prof. (Dr) Ramendu Roy, Ex. Professor and Head, MONIRBA, Faculty of Commerce and Business Administration, University of Allahabad. Email ID : ramendu\_roy@rediffmail.com Mobile 9335151740 (Residence Address:- 75 A Saubatiya Bagh, Allahabad – 211002)
- Dr. Sanjay Buch, CEO, Infinity Foundation, Surat (www.infinity-foundation.com) Ex- Vice President, Reliance Industries Limited, Surat. Email ID : sanjay.buch@gmail.com, Mobile 9987769989 (Residence Address:- 608 Chinmay Apartments, Anand Mahal Road, Adajan, Surat – 395009)

## Annexure I to IV

**Annexure IA : Academic and Corporate Experience**

**Annexure IB : Education**

**Annexure II : EDP/FDP/MDP/ToT/ Executives Training Programs Conducted PAN India since 2015**

**Annexure III : Sessions conducted on 'Entrepreneurship' at NIESBUD (MoSDE) since July 2016**

**Annexure IV : Sessions conducted as visiting faculty (for complete subject module)**

(Dr. V K Arora)

### Annexure I A : Academic and Corporate Experience

Organization	Position Held	From	To	Nature of Work
IGDTUW-Anveshan Foundation (IGDTUW Campus Delhi)	Chief Executive Officer (CEO)	June 2020	Till Date	Academic and Administrative (Contractual)
IGDTUW-Anveshan Foundation (IGDTUW Campus Delhi)	Chief Executive Officer (CEO)	Jan 2017	May 2020	Academic and Administrative
Sanskar (SGIT) College of Management	Professor – Department of Management Studies	May 2015	Jan 2017	Academic and Administrative
Institute of Technology & Science (ITS), Ghaziabad	Professor – Department of Management Studies	Apr 2013	Dec 2015	Academic
Sunder Deep Group of Institution, Dasna, Ghaziabad	Professor – Department of Management Studies	Jun 2009	Apr 2013	Academic
JSS Academy of Technical Education (JSSATE), Noida	HOD/ Asst. Professor – Department of Management Studies	Jan 2007	Jun 2009	Academic and Administrative
IMS Engineering College (IMSEC) Ghaziabad	Lecturer/ Sr. Lecturer HOD – Dept. of Electronics Engineering	Jul 2003	Jan 2007	Academic and Administrative
EEL India Limited Gurgaon	Engineer	Jul 2001	May 2003	Sales and Marketing
VVS Enterprises Allahabad	Sales Engineer	Jul 1998	Jun 1999	Sales and Marketing

### Annexure I B : Education

Examination	Institute and University	From To	Percentage Scored	Subject
D. Phil. (PhD)	MONIRBA, Allahabad University	2002 2005	Awarded	Entrepreneurship
MIBM (Eq. MBA)	Lucknow University	1999 2001	74.90	Management
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

**Training Sessions, Workshops, FDP/ MDP Mentoring Sessions to Trainees/ Entrepreneurs/ Faculty/ Incubatee in the Domain of Entrepreneurship, Startups, Venture Development, Handholding support, Business Incubation and Acceleration Since 2015 onward**

Sr. No.	Venue (website)	Address	Year(s)	Partici-pants (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, NEPAL</b>	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 IIDEM, 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.

### Online Webinar

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

### **Annexure III**

**Sessions conducted on various programs on ‘Entrepreneurship Development’ (in last three years) for budding entrepreneurs, established business persons, professionals, trainers and faculty members at National Institute of Entrepreneurship and Business Development (NIESBUD), Ministry of Skill Development and Entrepreneurship, GoI**

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

#### Annexure IV Visiting Faculty | Details

Sr. No.	Institute	Place	Subject	Course	Year
1	Indira Gandhi Delhi Technical University for Women (IGDTUW)	Delhi	Business Entrepreneurship	B.Tech. & BBA	2020 2019 2018 2017
2	Indira Gandhi Delhi Technical University for Women (IGDTUW)	Delhi	Human Value & Professional Ethics	B.Tech. Fifth Sem.	2018
3	CSS National Institute of Agricultural Marketing NIAM (Ministry of Agricultural, GoI)	Jaipur	Entrepreneurship and Skill Development	PGDBAM Sixth Trimester	2019
4	CSS National Institute of Agricultural Marketing NIAM (Ministry of Agricultural, GoI)	Jaipur	Strategic Management	PGDBAM Fifth Trimester	2020 2019 2018 2017
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