



Ministry of
Education
Government of India



MoE's
INNOVATION CELL
(GOVERNMENT OF INDIA)



INSTITUTION'S
INNOVATION
COUNCIL
(Ministry of Education Initiative)



This is to certify that

Sahab Singh

of

Dronacharya Group of Institutions, Uttar Pradesh

has undergone Innovation Ambassador (IA) training 'Reskilling'
(Total 21 Sessions of 21 contact hours) conducted in online mode
by MoE's Innovation Cell & AICTE during the IIC calendar year **2024-25**

Dr. Abhay Jere

Chief Innovation Officer
MoE's Innovation Cell

Mr. Dipan Sahu

Assistant Innovation Director
MoE's Innovation Cell

Date: 23-08-2025

IIC ID: IC202115839

E-certificate No: IA/Foundation/1039518



Ministry of
Education
Government of India



MoE's
INNOVATION CELL
(GOVERNMENT OF INDIA)



INSTITUTION'S
INNOVATION
COUNCIL
(Ministry of Education Initiative)



This is to certify that

Sahab Singh

of

Dronacharya Group of Institutions, Uttar Pradesh

has undergone Innovation Ambassador (IA) training 'Advanced Level'
(Total 16 Sessions of 30 contact hours) conducted in online mode by MoE's
Innovation Cell & AICTE during the IIC calendar year **2024-25**

Dr. Abhay Jere
Chief Innovation Officer
MoE's Innovation Cell

Mr. Dipan Sahu
Assistant Innovation Director
MoE's Innovation Cell

Date: 23-08-2025

IIC ID: IC202115839

E-certificate No: IA/Foundation/1039518



Ministry of
Education
Government of India



MoE's
INNOVATION CELL
(GOVERNMENT OF INDIA)



INSTITUTION'S
INNOVATION
COUNCIL
(Ministry of Education Initiative)



This is to certify that

Sahab Singh

of

Dronacharya Group of Institutions, Uttar Pradesh

has undergone Innovation Ambassador (IA) training 'Foundation Level'
(Total 16 Sessions of 30 contact hours) conducted in online mode by MoE's
Innovation Cell & AICTE during the IIC calendar year **2024-25**

Dr. Abhay Jere
Chief Innovation Officer
MoE's Innovation Cell

Mr. Dipan Sahu
Assistant Innovation Director
MoE's Innovation Cell

Date: 23-08-2025

IIC ID: IC202115839

E-certificate No: IA/Foundation/1039518

National Faculty Development Program on Entrepreneurship

EDII, Gandhinagar, Gujarat, 16th to 27th December' 2019

Entrepreneurship Development Institute of India, Gandhinagar, Gujarat in association with **National Science & Technology Entrepreneurship Development Board (NSTEDB), Department of Science & Technology (DST), Government of India** organized a 2 week **Faculty Development Program on Entrepreneurship** with an objective to groom potential scholars, to make them competent & innovative to fulfill the gaps in availability of indigenously trained educators and to create the resource person in entrepreneurship at higher educational institutions for the further strengthening of entrepreneurship education and research ecosystem in India.

Total 37 participants (35 participants from several states across the country & 2 from Nepal) including **Dr. Sahab Singh, Associate Professor, Department of Management Studies, Dronacharya Group of Institutions, Greater Noida** attended this valued program.

EDII, an autonomous and not-for-profit institute, sponsored by apex financial institutions-the IDBI Bank Ltd., IFCI Ltd., ICICI Bank Ltd. & State Bank of India, set up in 1983 with a vision "To retain global leadership in fostering and developing entrepreneurship" and mission "To become a catalyst in facilitating emergence of competent first generation entrepreneurs and transition of existing SMEs into growth-oriented enterprises through entrepreneurship education, training, research & institution building."

Inaugural Session: Day-1 (16th December'2019)

Professor (Dr.) Pankaj Bharti, Faculty of Management, Program Coordinator & a passionate trainer for entrepreneurs greeted all and conducted a wonderful session to familiarize the participants through a well-planned activity.

Professor (Dr.) Sunil Shukla, Director General EDII, presented his views during his interaction with participants, that why the Indians are less confident taking initiatives towards entrepreneurship and how the EDII is playing its role in changing mindsets of people towards it.

Professor (Dr.) Satya Ranjan Acharya, stimulated the participants by saying that entrepreneurship is the heart of industry, which ensures the blood circulation in the body through start-ups for the holistic growth of any Nation, during the delivery of his lecture on "**Entrepreneurship & Start-ups**".

Professor Pankaj Bharti, conducted a test to teach the participants that how the entrepreneurial skills & attributes of individuals are measured through a General Enterprising Tendency Test (GETT), which helps stimulate them to step in the 1st generation entrepreneurship.

Session: Day-2 (17th December'2019)

It was a recap session to revise the 1st day in the morning then **Professor (Dr.) SB Sareen**, discussed about do's and don'ts of entrepreneurs, key components of enterprise creation process, sources of entrepreneurial supply & augmentation of it through inducement, during his delivery on "**ED Process**".

Professor (Dr.) Amit Kumar Dwivedi, highlighted on Teaching Models of Entrepreneurship in Science & Technology Institutions, Entrepreneurship education, its streams, predictability and difference between new & existing enterprises. Also he discussed the double diamond model of design thinking to develop the potential entrepreneurs through training interventions in his session.

Sh. Jignesh Virendra Shah, Chartered Accountant by profession made participants learn about the types of business, registration process and legal requirement to form the new business organization in India, through his lecture on **“Forms of Business and Statutory Requirements”**.

Session: Day-3 (18th December’2019)

It was a recap session of previous day then continued with session on **“Entrepreneurial Motivation Training”**. **Professor Bharti**, discussed about the measurement of capabilities of individuals/entrepreneurs applying achievement, task & unrelated imagination in the practical life. He also put the participants in an activity to throw the wooden rings from different distance to make them stuck in a pole, which explains the capability of goal setting and level of risk taking behavior of an individual.

Finally he explained clearly, that how an individual can reduce the risk in some extent by taking an action with hope of success.

Session: Day-4 (19th December’2019)

It was a recap session of previous day then an activity **“Team Building & Leadership”** was executed under the direction of **Professor Bharti**. He made two groups of 3 persons (Labour Person, Manager & an Employer) each to build a tower of wooden pieces. Tower was supposed to be ready by the labour person, using left hand only blindly. Labour person was instructed by the manager and employer. It was an amazing activity, he taught us a lot about the leadership qualities through this.

Dr. Sanjeev Chaturvedi, Professor of Economics conducted a case study **“All the Wrong Moves”** of **Harvard Business Review** to discuss the Decision Making Strategies, factors affect decisions and process of decision making. Further he discussed **Javed Habeeb, Hyderabad**, who trains the barbers to make them ready for entrepreneurship and to take right decisions for customer satisfaction, in his valued session.

Session: Day-5 (20th December’2019)

Dr. Rajiv Joshi, Associate Professor of Business Management & Entrepreneurship, IMT Nagpur conducted a 30 circle exercise to make participants understand their interest and motivated them to include some tools for making entrepreneurship education effective, through individual interaction during the session on **“Pedagogical Tools for Entrepreneurship Education”**.

EDII organized an industrial visit to **National Institute of Design (NID)**, where participants have interacted with several incubators, who were running their own start-ups under the supervision of **NID**.

Session: Day-6 (21st December'2019)

Professor JB Patel, Distinguished Visiting Faculty at EDII, shared his vast knowledge with participants using numerous examples like Tung Seeds & commercialization of these seeds in Mizoram State, import of jewelry from Indonesia & Thailand under Free Trade Agreement (FTA), Import of Raw Diamonds from Ghana & Belgium to discuss the employment opportunities through these activities. He stated that about 65 operations are performed over a single piece of Diamond before it comes to the market for sale and approximately half a Million people are employed in this cluster of 30,000 enterprises in cutting and polishing job from **Surat to Palanpur of Gujarat**.

Session: Day-7 (22nd December'2019)

EDII organized an educational cum cultural trip to **Statue of Unity, Sardar Vallabh Bhai Patel Dem.** All participants have enjoyed this tour and learned a lot about entrepreneurship opportunities in Gujarat.

Session: Day-8 (23rd December'2019)

It was a recap session of previous day then **Professor Patel**, continued session on “**Business Plan Preparation & Technical Analysis**”. He discussed a case study on “**Equipment Selection for Vegetable Processing Enterprise**”. Also he imparted knowledge on how a business plan should be prepared and analyzed technically.

Professor Bharti delivered a session on “**Entrepreneurship Research**” and discussed that how the researchers have defined the field exclusively in terms of, who entrepreneurs are and what they do. Also he defined the conceptual & empirical categories of research in detail, explaining the lack of conceptual framework phenomenon in entrepreneurship.

Professor Ankit Katrodia concentrated upon that how a company makes its customers aware of its products or services through a market plan and how it describes the market pricing, company image, marketing tactics, media plan, and a marketing budget doing market analysis, during his session on “**Business Plan Preparation & Market Analysis**”.

Session: Day-9 (24th December'2019)

Professor Dwivedi conducted an activity on **Value Proposition: Business Model Canvas & Co-creation Approach** in three steps of 10 minutes each and explained the products & services to be produced by the producers which suit best the customers.

Step-1: Identifying & Building the 5 Ideas

Step-2: Discussion & Survey

Step-3: Creating Value Proposition Canvas for the selected Idea

Professor (Dr.) DM Pestonjee, explained the role set & role space clearly and discussed the roles of person through psychometric test to manage the imbalance at work, during his lecture on “**Entrepreneurial Stress & Management**”.

Session: Day-10 (25th December'2019)

Jignesh Shah, CA distributed a case study to make it solve using financial analysis like, cost management, material cost, labour cost, fixed cost, variable & semi variable cost and how the cost of unit can be reduced in some extent during his session on **“Business Plan Preparation & Financial Analysis”**.

EDII has provided an opportunity to learn and understand the functioning of industry through an industrial visit to **KAMAKSHI Flexprints Pvt. Ltd.**, printing & chemical company. **Mr. Harish Goel, Managing Director & 1st generation entrepreneur**, shared his experience that how he came in entrepreneurship with positive mindset to start it and how the company jumped to 55 crores of turnover in recent years from the 14 crore.

Session: Day-11 (26th December’2019)

After recapping the previous day, the session on **“Promoting Entrepreneurship through Science and Technology”** was delivered by the **Mr. Prakash Solanki**.

Mr. Solanki communicated a very strong message that EDI & Science and Technology are promoting the entrepreneurship since 3 decades and a separate union budget of approximate Rs. 400 Crores is made to the entrepreneurship by the **Department of Science and Technology** every year but hardly 40% of it is utilized by the institutions across the country.

Also he suggested that how many types of entrepreneurship programs are there, what are the objectives of these programs, how the institutions can avail the funds for these programs from the DST.

Session: Day-12 (27th December’2019)

A few groups were made by the **Professor Bharti** and instructed to design the syllabus for entrepreneurship programs either workshop or post-graduation.

All participants have done the same and presented their self-designed syllabus in an effective manner, and promised that they will implement this all in their own campuses in the future for the benefit of their students.

Professor Shukla, Director EDII, interacted with the participants during the valedictory session and motivated to keep these entrepreneurial activities continue in their institutions in future. Further he said that teachers are the best assets, and EDII have chosen them to create the resource person for this valued mission. Then participants were awarded with the certificates at the end of the session.

Conclusion: *there is an urgent need to develop the institutional mechanism to create entrepreneurial culture in the higher educational institutions to develop technocrat entrepreneurs for generation of wealth and employment.*

Finally, those who are staying off stairs, we can bring them in the streamline for a truly holistic economic & social development of our nation, if the entrepreneurship education is implemented practically in the real life.

NATIONAL FACULTY DEVELOPMENT PROGRAMME IN ENTREPRENEURSHIP

(16 - 27 December, 2019)



Regd. No.: AHD2019124585



ENTREPRENEURSHIP DEVELOPMENT INSTITUTE OF INDIA
Ahmedabad



is pleased to certify that

Sahab Singh

has successfully attended

**National Faculty Development Programme
in Entrepreneurship**

conducted during
16-27 December, 2019

conducted at
EDII Campus

sponsored by

**National Science & Technology Entrepreneurship Development Board
Department of Science and Technology
Government of India**

Pankaj Bharti
PANKAJ BHARTI
Programme Coordinator

27 December, 2019

Sunil Shukla
SUNIL SHUKLA
Director General