

**Maharaja Agrasen Institute of Technology**

**Department of Management**

**Report on Talk on “How to Develop Entrepreneurship Skills”**

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Date: June 8, 2022

Timings: 11:00 AM

Venue: Room No. 751, Block 7

Faculty Coordinators: Dr Sanjeev Kumar

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A Talk was organized on how to develop entrepreneurial skills for second semester MBA students. An Industry stalwart, Mr. Gauri Shankar Sahu, Managing Director, MOD Medicare System Pvt. Ltd. And KPM Healthcare was invited to deliver the talk. The objective of the talk was that students get proper insights into strategies and skills required to develop entrepreneurial skills. The seminar started with token of thanks by Dr. Amit Gupta, HoD, MBA, MAIT and Dr. Sanjeev Kumar, Senior Assistant Professor, MAIT.

Mr. Sahu started the conversation with enthusiastic and challenging school and college life and how the various situations helped him grow personally and professionally. He mentioned that he started with field learning to create customer base. Today, he is providing medicare solutions to a large number of hospitals and continue to strive towards excellence.

The speaker talked about the importance of being positive during the initial stages of hardship of a business. He focused on the strategies that can help startups and businesses to improve marketing position. Execution and building relationships have been his key strengths. He very well explained the significance of team work in a startup. Hiring the right team is therefore extremely important for any business, and

more so for a startup, since it is the team that plays a key role in understanding and executing the founder's vision. The discussions ranged between the major sectors being impacted due to the pandemic, the prospective funding and support opportunities for startups in the changed scenario.

Mr. Sahu emphasized on two key elements of being an entrepreneur that is motivation and discipline. He said “no one can beat a disciplined and motivated entrepreneur”. He told that now he spends his time with entrepreneurs in helping them execute their vision either as a mentor or an investor. He talked about the aim of entrepreneurship education and training should be to ‘develop entrepreneurial capacities and mindsets’ that benefit economies by fostering creativity, innovation and self-employment.

The seminar was followed by question-and-answer round, where participants asked questions related to the topic of the talk. The speaker guided the audience on every important aspect of Start-ups and entrepreneurial skill development. The seminar ended by thanking the speaker for spending his valuable time and conducting a successful entrepreneurial talk.

## Snap Shots

