Foundation of Entrepreneurship

Assignment - 1

Name – Anshul Choudhary

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1) Family business always interested to handover the change of his business to:
   a) Indian Administration Officers
   b) Professional Managers
   c) Next generation
   d) Donate to NGOs
   Ans: c

2) What are the stages of Investment negotiation?
   a) Deal origination - Deal Screening - Deal Evaluation - Deal structuring - Deal Negotiation and agreement
   b) Deal origination - Deal Evaluation - Deal Screening - Deal structuring - Deal Negotiation and agreement
   c) Deal structuring - Deal origination - Deal Screening - Deal Evaluation - Deal Negotiation and agreement
   d) Deal origination - Deal structuring - Deal Screening - Deal Evaluation - Deal Negotiation and agreement
   Ans: a

3) When managers use small convenience samples such as asking customers what they think or inviting a small group out to lunch to get reactions, they are using _____.
   a) Cross sectional studies
   b) Online Surveys
   c) Observation
   d) Informal Surveys
   e) Market Intelligence
   Ans: d

4) Which of the following about operating leverage is false?
   a) It is the degree to which a firm can increase operating income by increasing sales.
   b) High operating leverage means that the fixed cost of a company is high compared to the variable cost. In this case, the firm, after break
   c) It refers to the amount of debt in the capital structure of the company.
   d) Low operating leverage means the major part of the cost is variable in nature.
   Ans: c

Assignment - 2

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Online skill-based Education System

Idea:

The Government of India recently amended its School Education Policy. It is now required to include skill-based courses such as coding in the curriculum. This new system poses no problems for schools in Tier I cities due to the abundance of resources and highly qualified teachers. However, in tier-II and tier-III towns, gathering the resources needed to teach these courses can be difficult. Current online platforms such as WhiteHatJunior, BYJUs, and others charge a high fee for these skill-based courses, which most students from tier-II and tier-III cities cannot afford.

We want to provide a platform for these schools to meet the current standards. We will offer low-cost skill-based courses such as coding, marketing, and entrepreneurship.

Value Propositions:

1. Make required courses available to schools in tier II and tier III cities.
2. Interactive sessions in class to clear up students' questions.
3. Students are not required to attend additional coaching courses outside of school.
4. Schools may benefit from incorporating skill-based courses in order to draw more students.
5. Expert teachers will develop courses for better implementation.

Business Model Canvas (BMC) for Online skill-based Education System

Key Partners	Key Activities	Value Proposition	Customer Relationship	Customer Segments
• Schools • Teacher Association • Advertisement Agencies • Cloud Service Provider • Code Editor Platform • Hardware Provider	• Maintain relations b/w schools and our org. • Maintaining course quality • Maintaining on time delivery of lectures • Proper functioning of classroom equipment's	• Providing necessary courses to tier-II and tier-III schools • Low cost – highly affordable • Doubt sessions to make every topic clear • Student assessment after regular intervals • Providing students with modern concepts • Regular Feedback and course modifications to keep best quality	• Feedback • Student regular assessment to show difference in skill • Providing discounted course initially to build relations with school	Primary Target: • Tier – II Schools • Tier – III Schools • Any school with lack of resources to provide skill-based education to its students. Secondary Target: • Students who want to take courses other than the school.
	Key Resources • Teaching contracts • Software • Review Systems • Projectors and E-class equipment's • Key Employees		**Channels** • Web platform • Mobile App • Smart Classroom • Telephonic	

Cost Structure	Revenue Stream
• Maintaining web platform cost • Advertising • Employee salary • Course maintenance cost • App management cost • Cloud data management cost	• Schools will be charged based on number of students and courses taken. • Personal courses other than school directly delivered from website.