

**MATH RECIPES**

**Bakhtawar Shafqat**

**BS-03702**

**MGMT 301- TECH MANAGEMENT & ENTREPRENEURSHIP**

**LEARNING FROM COURSE**

* Learnt to sell ourselves and our business ideas. Mastered oral and visual presentation skills and establish a foundation of confidence in the skills necessary to cause others to act.
* This course enabled me to find problems worth solving. An opportunity to advance my skills in customer development, customer validation, competitive analysis, and iteration.
* Communicate effectively both orally and in writing
* How to create value for customers.
* Try, build, fail, repeat
* Why and how do startups begin
* Identifying the target market
* Understanding Customers
* Make assumptions, and validate assumptions
* Calculating dependable estimates for sales, the profit of your product
* Familiarity with some important technical terms and concepts from business, marketing and finance
* Ability to engage in critical thinking by analyzing situations and constructing and selecting viable solutions to solve problems.