



Desai Sethi School of Entrepreneurship (DSSE)

An Introduction

Desai Sethi School of Entrepreneurship (2014-date)

Vision & Purpose :

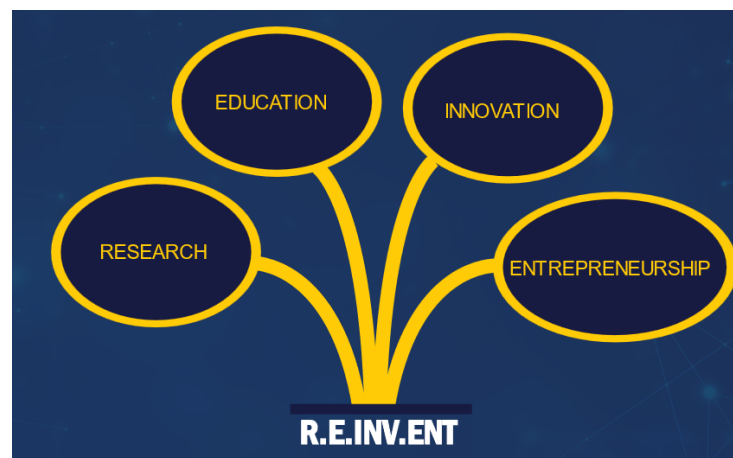
Establish a knowledge hub to train and develop entrepreneurs to have a positive impact on society

Research & Education (Academia-Oriented)

- Theory & Lab Courses
- Minor Program



- Degree-granting Programs
 - Online Masters Program (2024-25)
 - PhD Program (2024-25)
- Executive Education
 - Commercialization for Researchers (RGSTC)
 - 2nd Orbit for Entrepreneurs (NASSCOM)



Fl	Facility/Usage
T	Open Space
6	Design Studio
5	Faculty, Offices
4	Coworking Labs
3	Thematic Labs
2	Tinkerers Lab
1	Micro factories
G	Student Teams
B	Manufacturing

New Building : INV.ENT Hub

Innovation & Entrepreneurship (Practice – Oriented)

3500+ Students	750+ Mentees	220+ Venture Teams	80 Startups
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- Student Mentoring, Early-stage Venture Creation & Pre-Incubation Programs (IDEAS & WIE)
- Entrepreneurship Symposia
- Industry – Academia Collaboration
- Entrepreneurship Ecosystem Development

IITB Entrepreneurship Ecosystem & Role of DSSE



INNOVATE



Industrial Research and
Consultancy Centre



IDEATE

EDUCATE



Desai Sethi School of
Entrepreneurship



Women in
Entrepreneurship
IIT Bombay

PREINCUBATE

INCUBATE



S I N E
Business Incubator

Seed Funding

Other Incubators

ACCELERATE

Practice-oriented Academic Unit. Ecosystem Enabler Role.

DSSE Faculty – Mix of Academia, Industry, Entrepreneurship

School Faculty



Devdip Purkayastha
Social Ent, Gen Mgt



Anu Narasimhan, Head
Marketing, Strategy



Sankalp Pratap
Entrepreneurship
as Practice



Lina Sonne Vyas
Social Entrepreneurship
& Inclusive Innovation



Rajesh Gopinathan
Head – Translational
Research & Entrepreneurship

Adjunct Faculty



Rajkumar Hrwani
Tech Transfer, IPR



Vinay Dabholkar
Design Thinking



Umakant Jayaram
Finance



Mbind Kopikare
Product Mgt

Associate Faculty



BK Chakravarthy
IDC, Product Design



Mbind Atray
Intellectual Property



R Chinchwadkar
SJMSOM, Finance

Post Graduate Committee



Santosh Gharpure
Chemistry, PIC SINE



Pramod Wangikar
Chem Engg, BioEnergy



Trupti Mshra
SOM, Climate Studies



Nshant Sharma
IDC, Design Thinking



Varun Bhalerao
Physics, PIC MakerSpace



Arjit Sethi
Elec Engg

Honorary POP



Raj Jaswa
Silicon Valley Entrepreneur



Anand Deshpande
Persistent Systems

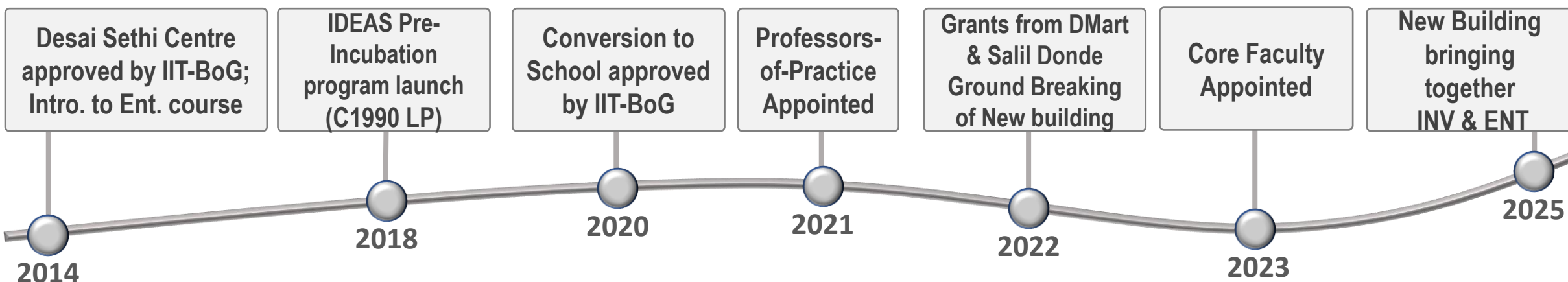


Ramesh Mangaleswaran
McKinsey



Rizwan Koita
Citius Tech, Koita Foundation

The DSSE Journey



Student Entrepreneurship Journey : Teaching & Practice

Foundation Courses

- 101 (HASMED Core)
- 603 (Intro to ENT)
- 617 (Tech Opportunities)
- 605 (Business Fundamentals)
- 606 (Proof of Concept – Basic)

Specialist Courses

- ENT609 (Mktg / Finance)
- ENT610 (Innvn / IP)
- ENT611 (Intro to Business Models)
- ENT612 (Field Immersion)
- ENT613 (Social Enterprises)
- ENT 614 (B2B Sales & Mktg)
- ENT 615 (Strategy & Leadership)

Capstone & Research Course(s)

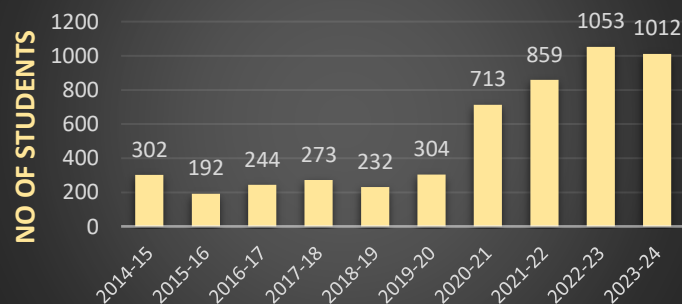
- ENT 602 (Tech Venture Creation)
- ENT608 (POC – Advanced)
- ENT 701 (Core Topics in Inno & ENT)
- ENT 616 (Readings I,E & Development)
- ENT 899 (Commn)

Pre Incubation

- IDEAS Program Level 1 & 2

Startups

Year Wise Enrolment



6 courses in 2022-23 to 17 courses in 2024-25. Future Focus Sectors/ Domains

Courses Offered to UG and PG Students

Autumn	Spring
ENT 101 : Introduction to Innovation & Entrepreneurship (Core)	ENT 101 : Introduction to Innovation & Entrepreneurship (Core)
ENT 603 - Introduction to Entrepreneurship	ENT 605 - Business Fundamentals for Technopreneurs (3 credit)
ENT 617 : Technology Opportunities Identification (3 credit)	
ENT 609 - Marketing & Finance for Entrepreneurs	ENT 612 - Field Immersion for Researchers and Entrepreneurs
ENT 611 - Introduction to Business Models	ENT 613 - Social Enterprises & Inclusive Business
ENT 613 : Field Immersion for Entrepreneurs / Researchers	ENT 6xx – Managing Innovation (3 – credit)
ENT 614 : B2B Sales for Entrepreneurs (3 credit)	ENT 6xx – Intellectual Property for Entrepreneurs (3-credit)
ENT 615 : Strategy & Leadership for Entrepreneurs (3 credit)	ENT 608 - Developing a Proof of Concept- Advanced
ENT 602 – Technology Venture Creation	ENT 602 – Technology Venture Creation
ENT 701 – Core Topics in Innovation & Entrepreneurship (PhD)	ENT 616 – Readings in Inno, ENT and Development (PhD)
ENT 899 – Communication Skills (PhD)	

From 6 courses a year (2022) to 11 courses a semester (2024)

Pre-Registration for ENT Courses (Demand > Course Cap)

Random Selection (within cohort)

ENT 603

ENT 617

Google-form based Custom Selection

ENT 611,
614, 615

ENT 602

No Pre- Registration

ENT 609

ENT 612

- Pre Registration on ASC , before Minor registration
- Allocation will be visible when regular registration begins (23rd July)
- Rest of process same as regular courses

ENT 101 for 1st year students, ENT 701 / ENT 899 for PhD / Masters'

Entrepreneurship Minor Program : Total of 30 credits

- **Courses from DSSE**

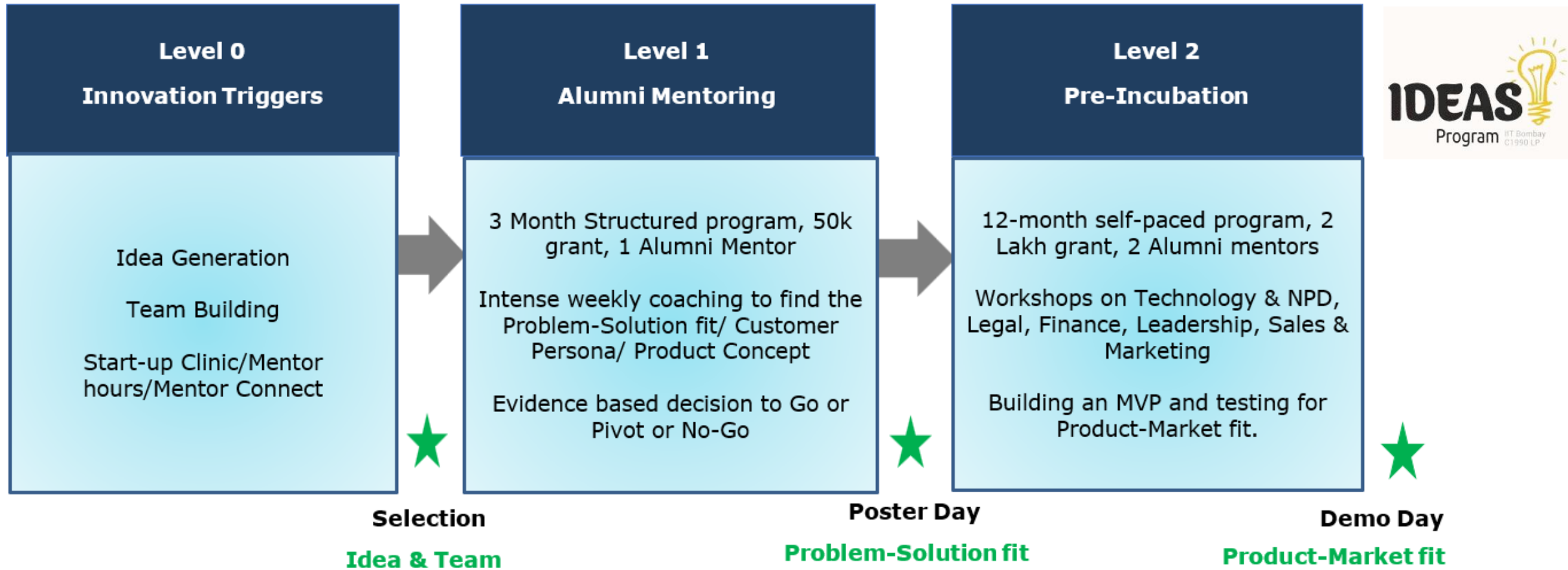
- **24 credits from ENT Courses**

- **Expanded Basket of Courses**

- **6 credits from Basket of courses from SOM, HSS, IEOR, and going forward IDC / Dept of Economics**
 - **MG 401 : Mktg Mgt , SJMSOM**
 - **MG 406 : Operations Mgt , SJMSOM**
 - **MG 402 : Human Resource Mgt, SJMSOM**
 - **IE 501 : Operations Models, IEOR**
 - **HS 207 : Social Psychology, HSS**
 - **HS 448 : Professional Ethics, HSS**
 - **HS 454 : Principles of Mgt, HSS**
 - **HS 490 : Organization Behaviour and its implications for Mgt, HSS**

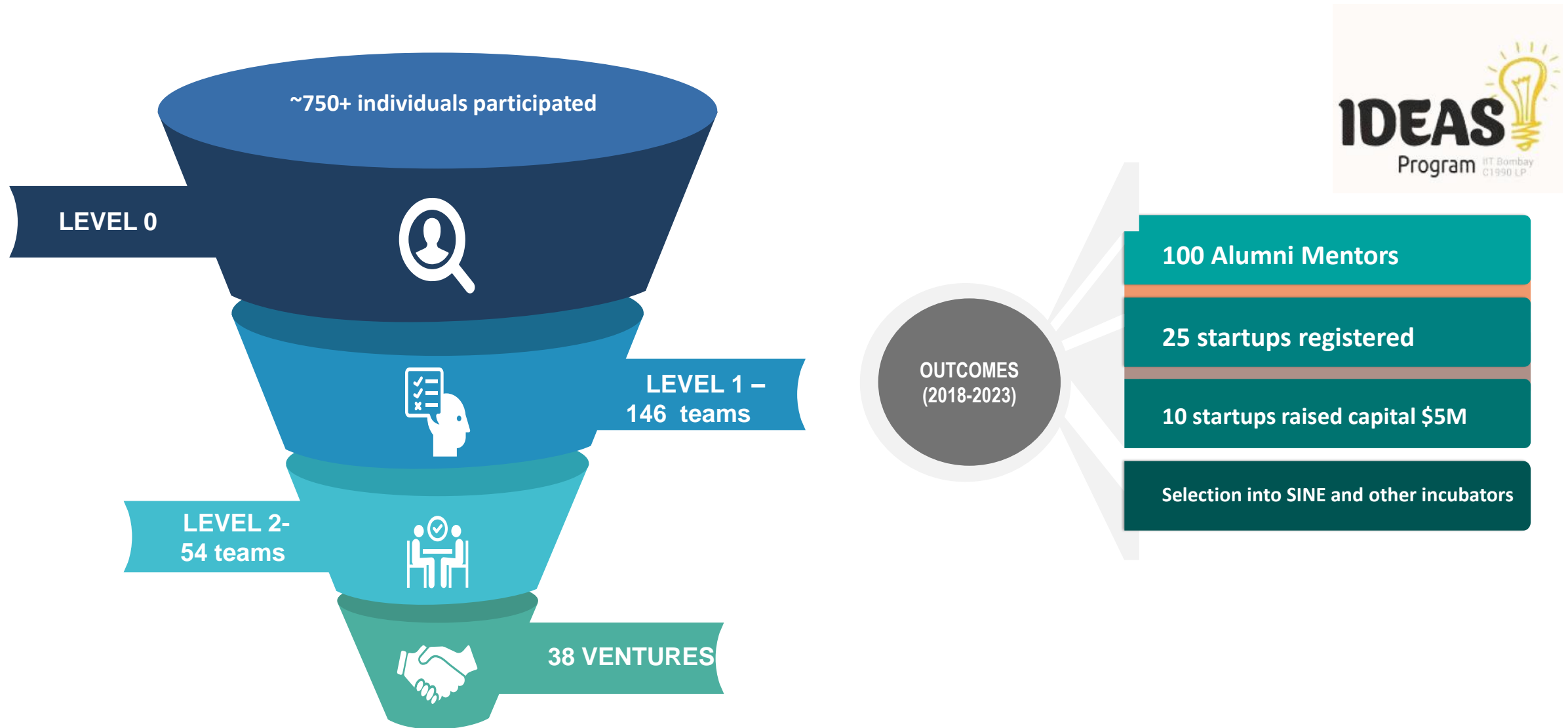
Min 24 credits from ENT courses, 6 credits from Minor Basket

Pre-Incubation Programs: IDEAS Program Design



Early stage ventures. Mentoring & Cohort based Inputs. Exit to Incubators

IDEAS Pre-Incubation Program : Outcomes



250 teams. 600 participants. 100 mentors. 38 startups. 5 years

Startups of DSSE Students

AgriTech



FinTech



Gaming



Tamasha.live
Play, Watch and Win

SpaceTech

//MANASTU SPACE

GeoTech



EdTech



Logistics



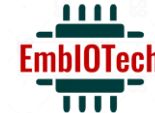
IoT



CleanTech

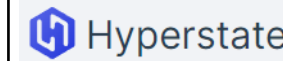


Consumer



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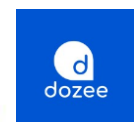
AI/ML/ SAAS



Healthcare



SIMPLIFYING HEALTHCARE



80+ startups created, around 10 a year, plan to scale

Outreach Initiatives

- **Focus on Research Publications and Symposiums**
- **White papers for state of entrepreneurship in the country**
- **Focus on Teacher Training to build Entrepreneurship Education countrywide**
- **Commercialization Workshops targeted at researchers and academics**
- **Scaling Workshops targeted at Entrepreneurs**
- **Support to Student Bodies building awareness and aspiration for Entrepreneurship**

Thought Leadership in Entrepreneurship

Infrastructure Planned : New DSSE Building



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Hub for Innovation & Entrepreneurship at IITB



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