

PRACTICAL NO :4



Self Assessment for Entrepreneurship

This is a tool to help better measure your entrepreneurial potential and suitability for Self Employ PEI.

This questionnaire includes 50 statements, and will take about 10 minutes to complete. There are no right or wrong answers. Your honest opinion is what counts. For each statement, choose the number that best describes your opinion.

Use the entire scale as much as possible, as always answering "2" or "3" will not allow you to fully benefit from this tool.

Once you have completed the self assessment, your answers will be compiled by SkillsPEI so that we can evaluate your entrepreneurial traits. These traits will generally include your motivations, aptitudes and attitudes towards self employment.

Rest assured that your responses will remain strictly confidential.

Self Assessment for Entrepreneurship

Section 1 of 5

To what degree do the statements below correspond to you?

1: Totally disagree, 2. Somewhat disagree, 3. Somewhat agree, 4: Totally agree

1. I like to give myself challenges when I take on a new project

1 2 3 4

2. I am fairly at ease in difficult situations

3. Where others see problems, I see opportunities

4. I always worry about what others think before doing something important

5. I am fairly curious and I am continually in search of discovery

6. I am a lot less effective in stressful situations

7. I want to build something that will be recognized publicly

8. When faced with difficulties, I look for alternative solutions

9. For me, what counts is action

10. For me, it is possible to influence one's destiny

Section 2 of 5

To what degree do the statements below correspond to you?

1: Totally disagree, 2. Somewhat disagree, 3. Somewhat agree, 4: Totally agree

11. I am capable of imagining how we can make things work

12. When I take on a project I have confidence I will carry it out successfully

13. I shoot for excellence in everything I do

14. According to me, we somehow make our own luck

15. In general, I distrust my instincts

16. I have no problem working for someone else

Self Assessment for Entrepreneurship

17. I try to be the first or the best in my area of competency
18. For me, taking risks, is like buying a lottery ticket: it's a question of chance
19. I am capable of seeing many solutions to a problem
20. I prefer having the final say

Section 3 of 5

To what degree do the statements below correspond to you?

1: Totally disagree, 2. Somewhat disagree, 3. Somewhat agree, 4: Totally agree

- | | 1 | 2 | 3 | 4 |
|------------------------------------------------------------------|-------------------------------------|--------------------------|-------------------------------------|-------------------------------------|
| 21. I always try to learn lessons from my failures | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| 22. For me, everything is possible if I believe I can do it | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| 23. I prefer using the good old ways of doing things | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| 24. Success is mostly luck | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 25. A certain level of stress stimulates me | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| 26. It is easy for me to motivate others to work with me | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| 27. I often feel stuck by a difficult situation | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| 28. I can easily imagine many ways to satisfy a need | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| 29. After a failure, I am able to pick myself up and start over | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| 30. I am not always ready to make sacrifices in order to succeed | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Self Assessment for Entrepreneurship

Section 4 of 5

To what degree do the statements below correspond to you?

1: Totally disagree, 2. Somewhat disagree, 3. Somewhat agree, 4: Totally agree

	1	2	3	4
31. I don't like to influence others	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
32. To be satisfied with myself, I take on easy projects	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
33. When I start a project, I'm not always sure I can carry it out successfully	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
34. I like to lead others	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
35. I always try to take calculated risks	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
36. I have a hard time functioning in uncertain or ambiguous situations	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
37. I am always in the midst of launching new projects	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
38. I have a hard time anticipating events and trends	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
39. I really enjoy situations where there are rules to respect	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
40. Today, without a lot of money, we can not take on a whole lot	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Section 5 of 5

To what degree do the statements below correspond to you?

1: Totally disagree, 2. Somewhat disagree, 3. Somewhat agree, 4: Totally agree

	1	2	3	4
41. Being too ambitious is often perceived poorly	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
42. I have a tendency to put off difficult tasks until later	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
43. I am the kind of person to see the glass as half empty instead of half full	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
44. There is a time for thought but action is more important	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
45. I am not afraid to take on initiatives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
46. No matter what we do, it doesn't depend on us	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Self Assessment for Entrepreneurship

47. I prefer being my own boss
48. I don't consider myself more ambitious than others
49. I always give the best of myself in everything I do
50. I manage my stress well in ambiguous and uncertain situations

<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

PRINT NAME

SIGNATURE

PHONE NUMBER

DATE

Source: This self assessment for entrepreneurship is provided by the Business Development Bank of Canada.

Marks obtained			Dated sign- ature of teacher.
Process related (35)	Product related (15)	Total (50)	
3.5	12	47	<u>dr</u> 17/2

Practical NO : 5

Identify the business opportunities table for you.

Sl. No.	Business Opportunities / Ideas
1.	E-waste recycling :- start an e-waste recycling business, collecting & recycling electronic waste.
2.	Mobile App Development :- Create apps for various platforms focusing on specific niches like education, productivity, or entertainment.
3.	Web Development :- Build websites for businesses or individuals, offering services like e-commerce integration, content management systems.
4.	Game Development :- Create video games for various platforms, from mobile to PC and consoles.
5.	Cybersecurity :- Provide services to protect businesses from cyber threats, including vulnerability assessments, penetration testing, and incident response.
6.	Robotics :- Create robots for various applications, such as manufacturing, healthcare or logistics.
8.	Online Education :- Create and sell online courses or tutorials on technical topics.

Cyber Security

① What is Cyber Security ?

CyberSecurity is the practice of protecting computer systems and networks from theft, damage, or unauthorized access to the data they hold.

It's a broad field that encompasses various aspects of technology and risk management. Here's a breakdown of key information about CyberSecurity :

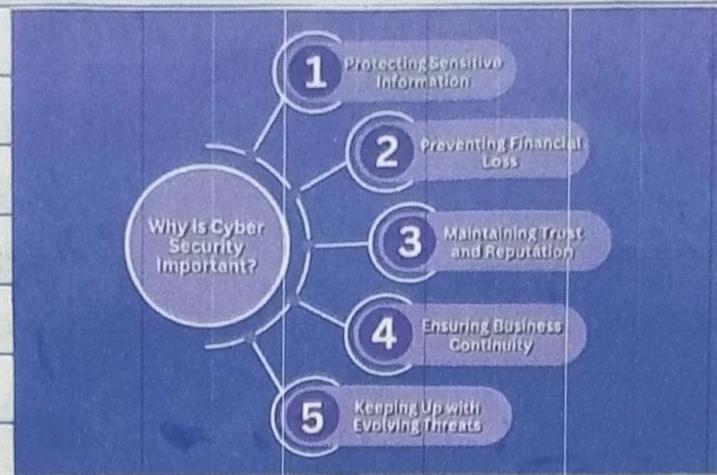
② Why is CyberSecurity Important ?

In todays interconnected world, individuals, businesses, and governments rely heavily on digital systems and the internet. This reliance makes them vulnerable to cyberattacks, which can have severe consequences:

1) Data Breaches : Sensitive information like personal details, financial records, and intellectual property can be stolen, leading to identity theft, financial losses and reputational damage.

2) Maintaining business continuity : CyberSecurity helps ensure that business can continue operating even in the face of cyber threats.

3) Protecting reputation : Cyberattacks can damage an organization's reputation and lead to loss of customer trust.



Importance of CyberSecurity

① CyberSecurity types

① Network Security

- Protects networks and infrastructure from unauthorized access, disruptions, and misuse.

② Application Security

- Develops security features for applications to prevent unauthorized access and modification.

③ Phishing

- A type of cyberattack that uses fraudulent communications to trick people into sharing sensitive data.

④ Malware

- Malicious software that can disrupt or damage a user's computer.

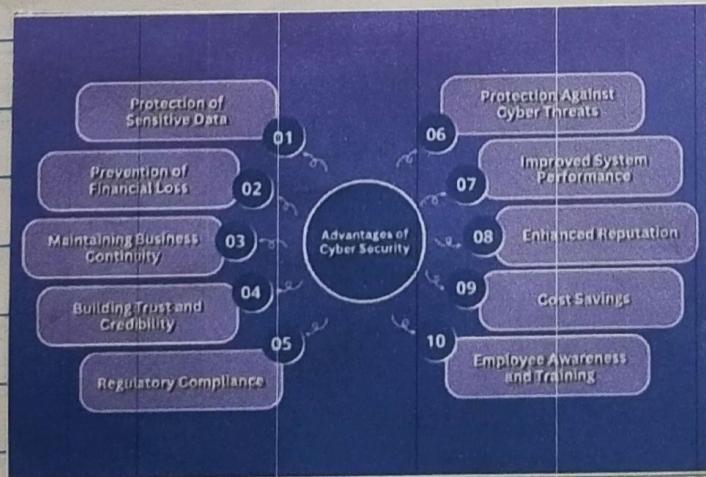
① How CyberSecurity is an business opportunity ?

- You're right to see cybersecurity as a hotbed of business opportunities ! with increasing cyber threats and reliance on technology , the demand for cybersecurity solutions is skyrocketing .
Here's how it translates into business opportunities :

- 1) High Demand and Growing Market .
- 2) Diverse Range of services
- 3) Specialized Niches .
- 4) Entrepreneurial Advantages
- 5) Addressing specific Needs .

② Advantages .

- 1) Protection and sensitive Data
- 2) Prevention of financial loss
- 3) Building Trust and Credibility
- 4) Cost savings .



○ Goals

- 1) Protect against unauthorized exploitation of systems, networks and technologies.
- 2) Protect against ransomware and other malware.
- 3) Protect against phishing scams.
- 4) protect against data theft
- 5) protect against financial losses.

○ Conclusion

- The cybersecurity landscape is constantly evolving, with new threats and vulnerabilities emerging daily.
- This presents a significant challenge for businesses of all sizes, but it also creates a wealth of opportunities for cybersecurity businesses.

Marks obtained.		Signature
process related (35)	product related (15)	Total (50)

Practical No:6

Arrange an exhibition cum sale of products prepared out of waste.

Date : 26th and 27th

Activity : Exhibition Cum Sale

Venue : Government Polytechnic Ahilyanagar

The department of computer Technology had organised two days exhibition cum sale of the product which were prepared out of waste from 26th october to 27th october in Government Polytechnic Ahilyanagar. In the exhibition the products which were developed from the students only out of the waste material. Also, there was a sale of apparel and home textiles in which the products developed from the waste of garments and fabrics were displayed for sale at a very nominal price. The main objective behind the exhibition cum sale was to motivate the students to work hard and give them a platform where they can showcase the work done by them and develop the entrepreneurial skills in them.

Students got an opportunity to sell their products which motivated them to work hard towards the creativity in their products.

The product's that has been prepared from waste :

In an event of exhibition we has created various spiral scooby materials like Different types of Elastic Bands ,key chains ,Bracelets ,Ribbons ,Crafts ,Alphabetic model of Names and many more .

Here are some of the pictures of materials that has been made in an exhibition .



Ingredients :-

- 1) old magazines ,newspapers or colored paper.
- 2) Scissors
- 3) Glue
- 4) A toothpick ,skewer ,or straw (for rolling)
- 5) Ruler and pencil

6) clear nail polish or varnish.

Stepwise Process :-

1. Cut paper strips

- Cut long triangular strips of paper. The base of the triangle will determine the width of the bead, and the length will determine the thickness. For a medium sized bead, make strips about 1-2 cm wide at the base and 15-20 cm long.

2. Prepare to Roll

- Place a toothpick or skewer at the wide base of the triangular strip of paper. This will be the core of the bead.

3. Apply Glue

- As you roll, add a bit of glue to the inside of the paper to hold the layers together. Once you reach the end of the paper strip, apply a dab of glue to secure it in place.

4. Shape the Bead

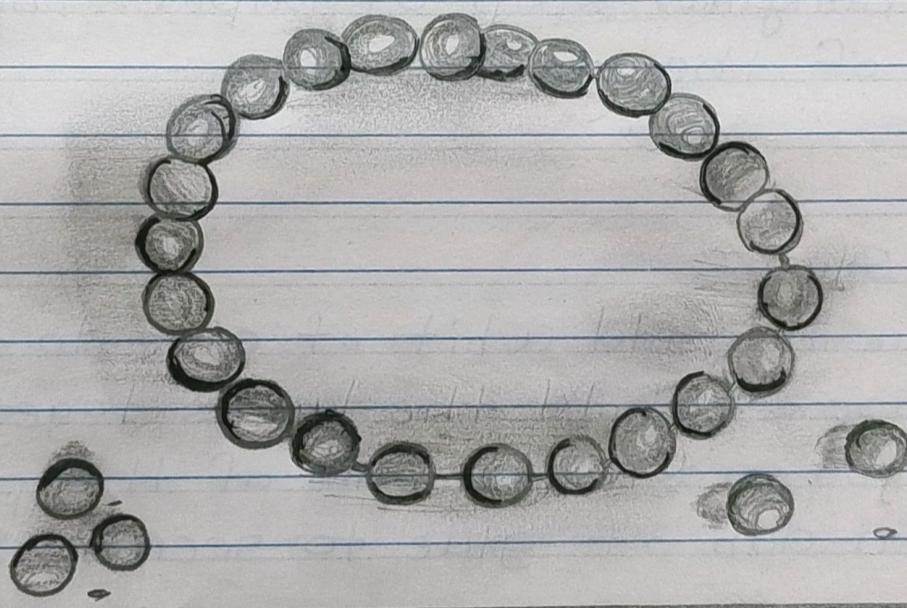
- Gently shape the bead as you finish rolling. It should look slightly oval or cylindrical, depending on how you cut the strip.

5. Let it Dry

- Let the bead dry while still on the toothpick. This will help the hole stay open.

Your paper beads are now ready! String them together to make bracelets, necklaces, or even decorate other craft projects.

This is a fun and eco-friendly craft using recycled paper!



Sales of that product, Capital investments and the Amount earned :-

Many people loved our work of various design on scoobies made from waste wire strings and bought almost every products which they liked.

Investments :-

There was zero/nil investments from our side since all the materials that required like waste wire, scissors and everything for making Scooby has been taken from college craft Room the product.

Amount Earned :-

The fund of RS.4550 was generated from our side since deposited in account and will be utilized for the development of the Department.

Conclusion :-

The exhibition successfully showcased student's creativity while promoting sustainability, resulting in a profit that will support departmental growth.

GOVERNMENT POLYTECHNIC, AHMEDNAGAR

Marks obtained

Signature.

process related (35)	product related (15)	Total (50)	

Practical No: 7

Survey industries of your stream, grade them according to the level of scale of production, investments, turnover, pollution to prepare a report on it.

- ① ► Name of Company : Tata Consultancy Services (TCS)



- Scale of Production :

New Product Development (NPD) solutions which develops / manufactures product / services in TCS:
Product Design, Product Engineering and
Product Manufacturing.

- Product Lifecycle Management (PLM) solutions :
PLM Business consulting, PLM product Implementation and PLM support.

► Investment :

- The Company has invested RS.1250 crore in the first half of the fiscal for physical infrastructure. The company, which employs over 5 lakh people, also reported an increase in attrition at 11.9%.

► Turnover :

- As of 2018, it is ranked eleventh on the Fortune India 500 list. In September 2021, TCS recorded a market capitalization of US \$200 billion, making it the first Indian IT tech company to do so. In December 2022, the market cap was RS. 11,71,481.89 crore.

► Pollution :

- India's largest IT firm Tata Consultancy Services on Thursday said it plans to reduce its absolute greenhouse gas emissions across scope 1 and scope 2 by 70 percent by 2025 (over 2016 base year), and achieve net-zero emissions by 2030.

② >

Name of Company : Wipro



>

Scale of Production :

Wipro Enterprises has Wipro Consumer care and Lighting and Wipro Infrastructure Engineering under its umbrella. Wipro Consumer care and Lighting is among the fastest growing FMCG businesses in its operating geographies of Asia the Middle East and Africa, with revenues of over the RS. 7700 Crs.

► Investments :

- Wipro annual revenue for 2022 was \$10.425B, a 23.1% increase from 2021.
- Wipro annual revenue for 2021 was \$8.469B, a 4.63% increase from 2020.

► TurnOver :

- Wipro's revenue for the financial year 2024 was ₹89,760 crore (US\$10 billion). This was a decrease from the previous year, when it was the first time the company's revenue declined.

► Pollution :

Globally, Wipro's commitment to the environment is substantial and enduring. It began implementing ecological sustainability initiatives in 2006, focused on four broad areas:

- 1) Cutting carbon emissions
- 2) Conserving water
- 3) Reducing landfills
- 4) regenerating biodiversity.

Conclusion :-

We surveyed different IT Companies according to their scale of production, investment, turnover, pollution and learned a lot of information about these companies regarding how do they reduce pollution, analysed their turnover, investments, etc.

Marks Obtained

signature

process Related (35)	Product Related (15)	Total (50)
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Practical NO : 8

Visit a bank / financial institution to enquire about various funding schemes for small scale enterprise.

① Pradhan Mantri Mudra Yojana (PMMY)

Under Micro Units Development and Refinance Agency (MUDRA), PMMY provides loan options to meet the financial necessities of different sectors / business activities ,as well as business / entrepreneur segments . Generally , loans up to RS . 10 Lakh issued by banks to MSMEs are given without collateral.

Eligibility :- Non - Corporate small Business segment (NCSB) comprising of proprietorship / enterprise firms in rural and urbans area can apply for the loan . Here are some examples of NCSBs :

- Small manufacturing units.
- Service sector units
- Shopkeepers
- fruit / vegetable vendors .
- Truck operators
- Food - service units
- Repair shops
- machine operators
- small industries
- Artisans

GOVERNMENT POLYTECHNIC, AHMEDNAGAR

All kinds of manufacturing, trading and service sector activities can get a MUDRA Loan.

Fiscal incentives : MUDRA offers incentives through these interventions.

Shishu Loans : up to RS. 50,000

②

MSME Business Loans for start-ups in 59 Minutes.

MSME Business Loans for start-ups in 59 minutes add another dimension to the MSME sector and is offered at a nominal interest rate of 8.50 % onwards. Headed by Credit Guarantee Fund Trust For Micro and small Enterprises (CGTMSE), the initiative aims to automation of various processes to loan appraisal in such a way that one gets an eligibility letter along with the loan approval within 59 minutes. The applicant be sanctioned/disbursed in 7-8 working days, post the verification process.

Eligibility : To be eligible for this particular, borrower has to be GST, IT compliant and must have at least 6 months back history. The mandatory parameters for determining the eligibility of one company are :

- a) Income/Revenue
- b) Repayment capacity
- c) Existing credit facilities
- d) Any other factors, as set by lenders

Fiscal incentives : under this scheme, business loans for start-ups are provided with loan amount from minimum of RS. 1 lakh maximum up to RS. 5 crore. The rate of interest offered under this scheme is 8.50% onwards.

Conclusion :-

In Conclusion, securing funding for small-scale enterprises is crucial for their growth and sustainability.

Marks obtained	Signature
process Related (35)	product Related (15)
Total (50)	