

# XPERIMENT

## AIM

— SUBMIT A PROFILE SUMMARY OF A  
SUCESSFUL ENTREPRENEUR INDICATING  
MILESTONE ACHIEVEMENTS

## DATE

JACK MA IS A CHINESE BUSINESS INVESTOR AND PHILANTHROPIST. HE IS THE CO-FOUNDER OF ALIBABA GROUP. HE WAS RANKED 39TH WEALTHIEST IN THE WORLD BY THE BLOOMBERG BILLIONAIRES INDEX.

MA WAS BORN ON SEPTEMBER 10 1964. AT THE AGE OF 12 HE STARTED LISTENING TO ENGLISH RADIO STATIONS. HE BEFRIENDED FOREIGNERS TO LEARN ENGLISH. AT THE AGE OF 18 HE FAILED THE NATION WIDE COLLEGE ENTRANCE EXAM. IN 1983 HE FAILED THE EXAM AGAIN. ON HIS THIRD ATTEMPT HE STILL COULDNT REACH THE REQUIRED BENCHMARK TO QUALIFY.

ACCORDING TO HIS SPEECH HE APPLIED FOR 31 DIFFERENT JOBS AND GOT REJECTED FOR EVERY SINGLE ONE. WHEN KFC CAME TO HIS CITY, OUT OF 24 PEOPLE ONLY HE WAS REJECTED.

WHEN HE FOUND ABOUT THE INTERNET, HE STARTED A TRANSLATION AGENCY. WHEN HE TRAVELED ABROAD AND WAS SURPRISED TO FIND NO LITERATURE WEBSITE ONLINE ABOUT CHINESE BEERS. SO, HE AND HIS FRIEND CREATED A WEBSITE REGARDING CHINESE BEER. HE THEN STARTED

RECIPIING EMAILS FROM CHINESE INVESTORS  
TO KNOW MORE ABOUT HIS SERVICES. HE  
REALIZED THE POWER OF THE INTERNET.

IN MAY 1995 HE STARTED HIS 2nd  
COMPANY. WITHIN 3 YEARS THEY EARNED  
\$ 642,998. HE STARTED BUILDING WEBSITES  
FOR CHINESE COMPANIES WITH THE HELP  
OF HIS FOREIGN FRIENDS.

IN 1999, HE AND HIS TEAM ESTABLISHED  
ALIBABA GROUP. IN JANUARY 2000 ALIBABA  
WON A TOTAL OF \$ 25 MILLION FROM  
GOLDMAN SACHS. HE FOUNDED ALIPAY,  
ALI MAMA AND LYNX. HE COFOUNDED  
ALIEXPRESS THE LARGEST E-COMMERCE STORE  
IN ASIA. ALSO FOUNDED ALIBABA CLOUD  
COMPUTING.

PROCESS	PRODUCT	TOTAL	Sign
45	14	49	<i>Abhishek 29/11/2017</i>

# XPERIMENT 2

## AIM

- PERFORM (SWOT) ANALYSIS ON ANY BUSINESS IDEA

## DATE

## [SWOT ANALYSIS FOR GRAPHIC DESIGNING]

### \* [STRENGTH]

#### ① [VERSATILITY]

— GRAPHIC DESIGNERS CAN WORK ACROSS DIFFERENT MEDIUMS AND PLATFORMS INCLUDING PRINT, DIGITAL AND MULTIMEDIA.

#### ② [CREATIVITY AND INNOVATION]

— GRAPHIC DESIGNERS POSSESS STRONG CREATIVE SKILLS, ALLOWING THEM TO DEVELOP UNIQUE AND ENGAGING VISUAL CONCEPTS FOR CLIENTS.

### \* [WEAKNESSES]

#### ① [TIME CONSTRAINTS]

— PROJECTS OFTEN HAVE TIGHT DEADLINES WHICH CAN LEAD TO PRESSURE AND STRESS FOR DESIGNERS

#### ② [SUBJECTIVITY]

— DESIGN IS SUBJECTIVITY WHICH MEANS WHAT ONE CLIENT LIKES ANOTHER MAY DISLIKE. THIS CAN LEAD TO CHALLENGES IN MEETING DIVERSE CLIENT PREFERENCES.

## \* [OPPORTUNITIES]

### ① [DIGITAL MARKETING BOOM]

- THE INCREASING EMPHASIS ON DIGITAL MARKETING CREATES OPPORTUNITIES FOR GRAPHIC DESIGNERS TO CREATE DIGITAL ASSETS.

### ② [REMOTE WORK]

- GRAPHIC DESIGNERS TO WORK WITH CLIENTS GLOBALLY EXPANDING THEIR CLIENT BASE.

### ③ [SPECIALIZATION]

- THIS ALLOWS DESIGNERS TO SPECIALIZE IN NICHE AREAS LIKE UI/UX, MOTION GRAPHICS.

## \* [THREATS]

### ① [PRICE PRESSURE]

- CLIENTS SEEKING ~~LOW-COST~~ SOLUTIONS MAY DRIVE DOWN PRICE AND COMPROMISE THE VALUE OF END-PRODUCT

### ② [PROPERTY ISSUES]

- COPYRIGHT ISSUES MAY BE FACED TO INTELLECTUAL PROPERTY RIGHTS AND PRODUCT.

PROCESS	PRODUCT	TOTAL	SIGN
44	15	49	<i>Mall 29/11/24</i>

# EXPERIMENT

AIM

UNDERTAKE SELF ASSESSMENT TEST TO  
DISCOVER YOUR ENTREPRENEURIAL TRAITS

DATE

## EXPERIMENT - 3

\* STATE A FEW ENTREPRENEUR TRAITS

- RISK-TAKING MINDSET
- VISIONARY THINKING
- CREATIVE & INTELLIGENT
- INNOVATIVE MINDSET
- ADAPTIVE TO ENVIRONMENTS
- FLEXIBLE TO CHANGES
- STRATEGIC THOUGHT PROCESS
- COMMITMENT TO WORK
- EFFECTIVE COMMUNICATION

\* IMPORTANCE

- IMPORTANCE OF THESE SKILLS LIES IN THEIR COLLECTIVE ABILITY TO DRIVE INNOVATION, NAVIGATE CHALLENGES AND SUSTAIN LONG TERM GROWTH.
- THESE SERVE AS CORNERSTONE FOR SUCCESS IN BUSINESS ENDEAVOURS, ENCAPSULATING QUALITIES FOR NAVIGATION COMPLEXITIES OF ENTREPRENEURSHIP

\* STATE SELF - ASSESSMENT

- PROVIDES STUDENTS WITH AN OPPORTUNITY TO SELF-EVALUATE AND MAKE JUDGEMENTS ABOUT THEIR PRODUCTS AND DEALERSHIP

\* [COMMON TRAITS INCLUDE]

- VISIONARY THINKING
- RISK TAKER
- ADAPTABILITY
- LEADERSHIP
- DECISION MAKING
- EFFECTIVE SKILLS

\* [DESCRIPTION]

- AS AN ENGINEERING STUDENT, I HAVE FOUND A FEW TRAITS IN MYSELF LIKE, RISK TAKING, COMMITMENT, AND EXCELLENT COMMUNICATION SKILLS.
- WE ARE EXPECTED TO POSSESS HIGH THINKING CAPABILITY AND DEVELOP A RICH UNDERSTANDING OF ONESELF WITHOUT ANY REHISSES.

PROCESS	PRODUCT	TOTAL	SIGN
34	13	47	<del>Pradeep</del> Anupam

# EXPERIMENT 4

AIR

SURVEY INDUSTRIES OF STREAMS AND  
GRADE THEM

DATE

# [EXPERIMENT - 4]

## \* [PROCEDURE FOLLOWED]

STEP 1 SEARCH ABOUT STREAMS RELATED TO OUR FIELD

STEP 2 PREPARE REPORT

STEP 3 ACCORDING TO VARIOUS FACTORS, GRADES HAVE GIVEN

### [INDUSTRY A] — MICROSOFT

SCALE	INVESTMENT	TURN OVER	POPULATION	LOCATION
LARGE	~\$25B	~\$200B	~200K	USA

### [INDUSTRY B] — APPLE

SCALE	INVESTMENT	TURN OVER	POPULATION	LOCATION
LARGE	~\$99.475B	~\$385.70B	~164K	USA

### [INDUSTRY C] — GITHUB

SCALE	INVESTMENT	TURN OVER	POPULATION	LOCATION
LARGE	~\$500M	~\$1B	~2,500 FOR EDUCATIONAL USE	USA

## LARGE SCALE COMPANIES

### ADV

- LOWER COST PER UNIT
- STRONG BARGAINING POWER

### DIS

- SLOW DECISION MAKING

## MEDIUM SCALE COMPANIES

### ADV

- MORE FLEXIBILITY
- MORE AGILITY

### DIS

- LESS RESOURCES

## SMALL OR MICRO SCALE COMPANIES

### ADV

- More SPIRIT OF INNOVATION
- LESS RISK
- LESS COST

### DIS

- LESS CAPITAL
- SLOW GROWTH

PROCESS	PRODUCT	TOTAL	SIGN
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33	13	46	✓ Mayur
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# EXPERIMENT

AIM

VISIT A BANK TO GATHER INFO. AND  
SCHEMES FOR SMALL INDUSTRIES

DATE

## EXPERIMENT - 5

### SMALL SCALE ENTERPRISE

— INDUSTRIES WHOSE BUSINESS IS DONE ON A SMALL SCALE, WHERE THE ANNUAL TURNOVER IS LESS THAN ₹50 CRORES, WHILE INVESTMENT IS LESS THAN ₹10 CRORES

### FUNDING SCHEMES

#### (a) MUDRA YOJANA

shishu [ up to ₹50,000 ]

bishor [ ₹50,000 to ₹500,000 ]

tarun [ ₹5,00,000 to ₹10,00,000 ]

AIM PROVIDE FINANCE ASSISTANCE TO MICRO AND SMALL ENTERPRISES AT VARIOUS STAGES OF GROWTH TO EXPAND THEIR COMPANY

#### (b) START - UP INDIA SCHEME

AIM ① FACILITATES BANK LOANS Upto ₹10,00,000 AND ₹1,00,00,000 TO A SCHEDULED CASTE OR BONPOWER FOR SETTING UP THEIR ENTERPRISE. COMMONLY USED TO ENSURE ACCESS TO FINANCIAL RESOURCES TO MARGINALIZED SECTIONS.

### (c) VENTURE CAPITAL AND INVESTORS

AIM ① TO PROVIDE EARLY STAGE FUNDING AND MENTORSHIP TO STARTUPS AND SMALL SCALE ENTERPRISE.

② TYPICALLY INVEST IN HIGH GROWTH POTENTIAL VENTURES AND PROVIDES STRATEGIC GUIDANCE, INDUSTRY CONNECTIONS AND ACCESS TO MARKETS IN MAJOR REGIONS.

### (d) (SIDBI)

~~DIRECT FINANCE~~

OFFERS DIRECT LOANS TO (MSME) FOR TERM LOANS, WORKING CAPITAL FINANCE, EQUIPMENT.

REFINANCE

PROVIDED BY PRIMARY INSTITUTIONS, LIKE BANKS TO MSME TO GIVE SOME FINANCIAL LOANS/ AID

PROCESS	PRODUCT	TOTAL	SIGN
33	13	46	<del>Subh</del>

6

XPERIMENT

AIM

COLLECT LOAN FORM FROM BANKS

DATE

## [EXPERIMENT - 6]

### \* [LOAN FORM]

- IT IS A DOCUMENT USED BY BANKS TO COLLECT RELEVANT INFORMATION FROM BORROWER WHEN APPLYING FOR LOAN
- IT IS PAPERWORK THAT INCLUDES DETAILED INFO. ABOUT BORROWER
- IT REQUESTS PERSONAL FINANCIAL AND BACKGROUND INFORMATION FROM APPLICANT AS WELL INFO. FOR LOAN AMOUNT

### [LOAN APPLICATIONS FORM COLLECTED]

- DCB BANK
- MAHARASHTRA BANK

PROCESS	PRODUCT	TOTAL	SIGN
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34

13

47

Rajah

# Personal Loan Application Form

Application No.

**DCB BANK**

## Bank Use only

- Vanilla Salaried Program  Vanilla Self Employed Program  Banking Surrogate Program  
 Loan Surrogate Program

CCA Code: \_\_\_\_\_

Application Date: **D D M M Y Y Y Y**

Preferred Mailing Address:  Residential  Permanent  Office

## Personal Details

(\* Fields are Mandatory)

**PLEASE FILL IN BLOCK LETTERS ONLY**

\*Account Type:  Normal  Simplified (for low risk customers)  Small  OTP based KYC KYC Number: \_\_\_\_\_

\*Name:  Mr.  Mrs.  Ms.  Dr.  Prof.  Capt.  Others

\*Existing Customer ID: \_\_\_\_\_

(First Name) **MUHAMMED SHAIKH**

(Middle Name)

(Last Name)

\*Date of Birth: **07/01/2009**

Marital Status:

Single

Married

\*Gender:

Male

Female

Third Gender

\*Nationality:  Indian  Other (pl. specify) \_\_\_\_\_

Religion: **ISLAM**

Category:  General  OBC  SC  ST  Others (Pl. specify) \_\_\_\_\_

\*Country of Birth: \_\_\_\_\_

\*Place of Birth: **MUMBAI**

Citizenship: \_\_\_\_\_

\*Residence for Tax Purposes: \_\_\_\_\_

. Person:  Yes  No

\*Mother's Maiden Name: \_\_\_\_\_

Please fill FATCA Declaration Form if you are U.S.A. or other country citizen / resident.

\*Mother's Full Name: \_\_\_\_\_

\*Father's Full Name: \_\_\_\_\_

\*Spouse's Full Name: \_\_\_\_\_

\*Residential Status:  Resident Individual  Non Resident Indian  Foreign National

\*Permanent Account Number (PAN): \_\_\_\_\_

Form 60

(If Form 60 is provided Father name is mandatory)

\*Aadhaar Number: \_\_\_\_\_

Your 12 digit unique identification number

If PAN is not available please fill in Form 60

Passport Number: \_\_\_\_\_

Driving Licence: \_\_\_\_\_

Voter Identity Card: \_\_\_\_\_

Others: (any document notified by the central government) \_\_\_\_\_

\*Proof of Address:  Passport  Driving Licence  UID (Aadhaar)  Voter Identity Card  Simplified Measures Account (Document Type Code)

NREGA Job Card  Others \_\_\_\_\_

Current Residential Address: \_\_\_\_\_

City: \_\_\_\_\_

Landmark: \_\_\_\_\_

State: \_\_\_\_\_

Country: \_\_\_\_\_

No. of Years at Current Address: \_\_\_\_\_

Current Residence is  Self Owned  Family  Rented  Company's

Rent Per Month (If Rented): \_\_\_\_\_

No. of Dependent/s: \_\_\_\_\_

Permanent Address: \_\_\_\_\_

City: \_\_\_\_\_

Landmark: \_\_\_\_\_

State: \_\_\_\_\_

Country: \_\_\_\_\_

Telephone: (with STD Code) \_\_\_\_\_

\*Preferred Mobile No.: \_\_\_\_\_

Email ID: \_\_\_\_\_

All alerts will be sent to the preferred Mobile Number & E-mail ID. Mobile Number will be used for SMS alerts registration

Qualification:  Graduate  Post-Graduate  Other: \_\_\_\_\_

# EXPERIMENT

AIR

GATHER INFO. FROM FINANCE AGENCIES  
TO HELP SET UP A BUSINESS

DATE

## [EXPERIMENT - 7] - REPRIVATIG

### \* [SMALL INDUSTRY DEVELOPMENT BOI]

#### — DESCRIPTION

- SIDBI IS A GOVERNMENT OWNED FINANCIAL INSTITUTION THAT SPECIALIZED IN PROVIDING FINANCIAL ASSISTANCE AND SUPPORT SMALL AND MEDIUM SCALE ENTERPRISES.
- IT OFFERS A RANGE OF FINANCIAL PRODUCTS AND SERVICES LIKE DIRECT, REFERENCE, VENTURE CAPITAL

#### DIRECT

- TERM LOANS WORKING CAPITAL, FINANCE CAPITAL, EQUIPMENT AID AND PROJECT AID

#### REFINANCE

- LOANS PROVIDED BY PRIMARY FINANCIAL INSTITUTES

#### VENTURE CAPITAL

- EQUITY AND QUASIEQUITY FINANCING TO SME'S THROUGH VARIOUS VENTURE CAPITAL SCHEMES

### \* [NATIONAL SMALL INDUSTRY CORPORATION]

FOR EDUCATIONAL USE

## — DESCRIPTION

- IT IS A GOVERNMENT ENTERPRISE UNDER MINISTRY NSIC
- PROVIDES WIDE RANGE OF SERVICES TO SUPPORT SMALL AND MEDIUM SIZED INDUSTRIES
- OFFERS FINANCIAL SUPPORT, MARKETING ASSISTANCE AND OTHER SERVICES TO HELP SME GROW

## FINANCIAL

- TERM LOANS, CAPITAL WORK, DISCOUNTING BILL

## MARKETING

- AID IN MARKETING PRODUCTS AND SERVICES

## TECHNOLOGY

- ACCESS TO NEW TECHNOLOGIES AND SCHEMES

## \* (TATA CAPITAL UNITED)

## — DESCRIPTION

- IT IS A SUBSIDIARY OF TATA SONS AND IS A LEADING FINANCIAL SERVICE IN INDIA

- OFFERS A WIDE RANGE OF FINANCIAL SERVICES AND PRODUCTS.

### SME FINANCE

- TAILORED FINANCIAL SOLUTIONS FOR SMALL AND MEDIUM ENTERPRISES

\* [ICICI BANK]

### — DESCRIPTION

- ONE OF THE LARGEST PRIVATE SECTIONS OF INDIA AND OFFERS FINANCIAL PRODUCTS AND SERVICES TO CORPORATES AND INDIVIDUAL

### INVESTMENT BANKING

- ADVISORY SERVICES FOR CAPITAL RAISING, MERGERS AND STRATEGIC PARTNERSHIP

PRODUCT	PROCESS	TOTAL	SIGN
43	13	46	PPD Dipu

FOR EDUCATIONAL USE