



## Supporting data for Metric no. 3.4.2.1

### 3.4.2.1 (QnM) Number of functional MoUs with national, international institutions, universities, industries, corporate houses etc during the year.

Marathwada Accelerator for Growth and Incubation Council (MAGIC)

Start and End Date of MoU: 06/06/2022 to 06/06/2027

Sr. No	Description	Resource person	Page No.
01	Statement of joint activities		2
02	Workshop on Entrepreneurship and Innovation as Career Opportunities	Dr. Sunil Kulbhushan Sahuji Founder, Bharat Dental Innovations Pvt. Ltd. Incubatee MAGIC	3
03	Session on problem solving and ideation workshop	Mr. Nikhil Kulkarni Joint Chief Executive Officer MAGIC	9
04	GETT General Enterprising Tendency Test for faculty members.	Mr. Nikhil Kulkarni Joint Chief Executive Officer MAGIC	15
05	Workshop on Achieving Problem – Solution Fit and Product-Market Fit	Shri. Prasad Kokil Director MAGIC	17

Activities Held Jointly Under the Memorandum of Understanding (MoU) Between Yash Institute of Pharmacy, Chhatrapati Sambhajinagar and Marathwada Accelerator for Growth and Incubation Council (MAGIC), Chhatrapati Sambhajinagar

Statement Showing Details of Activity conducted as part of MoU

Sr. No	Description	Resource person
01	Workshop on Entrepreneurship and Innovation as a Career Opportunities	Dr. Sunil Kulbhushan Sahuji Founder, Bharat Dental Innovations Pvt. Ltd. Incubatee of MAGIC
02	Session on problem-solving and ideation workshop	Mr. Nikhil Kulkarni Joint Chief Executive Officer MAGIC
03	GETT General Enterprising Tendency Test for faculty members.	Mr. Nikhil Kulkarni Joint Chief Executive Officer MAGIC
04	Workshop on Achieving Problem – Solution Fit and Product - Market Fit	Shri. Prasad Kokil Director MAGIC

Hence Certified.



*[Signature]*

Principal  
Yash Institute of Pharmacy,

**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



*[Signature]*

General Manager  
Marathwada Accelerator for Growth and  
Incubation Council (MAGIC),  
Chhatrapati Sambhajinagar



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V01/W.e.f.: 01-January-2022

Metric No. 3.2.2

**1. Brief details of the activity:**


Activity Register Number :	2023-24-32
Activity Title:	workshop on "Entrepreneurship and Innovation as Career Opportunities.
Activity Date:	05/10/2023
Session:	Jan-July 2023
Academic Year:	2022-23
Type of activity:	IIC Calendar Activity
Portfolio Cell/ Committee:	IIC
Teacher I/c:	D.M.Kulkarni, Ms.P.A.Kawade
Student I/c:	Mr. Tushar Kshirsagar, Mr. Rahul Sharma
Objective:	1. To impart interpersonal skills & Entrepreneurship. 2. To assure critical & creative thinking skills in participants 3. To exhibit practical entrepreneurial skills & knowledge
Target audience:	Students , Faculty
No. of participants:	Student: 116                      Faculty: 12

**2. Brief description of the activity conducted:**

The IIC 6.0 started from 1<sup>st</sup> September. One-day workshop on "Entrepreneurship and Innovation as Career Opportunities," was organized as IIC Calendar activity for Third and Final year students. Third year student Mr.Tushar Sanjay Kshirsagar host the event , followed by introduction of guest by Mr. Rahul Sharma, from third year. Professor Dr.Vandana Patil Madam welcomed guest of honor on behalf of management and college. By offering book and sapling.

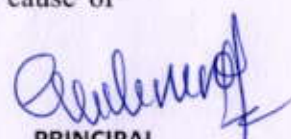
IIC convener Mrs. Dipali Kulkarni described agenda for the day to students. Along with objectives and outcome expected from the workshop. She claimed that this workshop is not just about sharing knowledge; it's about sparking creativity, fostering collaboration, and encouraging you to think outside the box. We want you to leave here with a renewed passion for entrepreneurship and innovation, armed with the tools and knowledge to turn your ideas into impactful ventures.

Guest speaker Dr. Sunil Sahuji, discussed entrepreneurship was not just about starting your own business. It was also about being innovative and finding new ways to solve problems. Any instrument can be enhanced by using various applications AI to improve function reduce time enhance utility. There was no one-size-fits-all approach to entrepreneurship. The best way to start was to identify a problem that you are passionate about solving and then develop a solution that people are willing to pay for. Funds management was the prime cause of startup collapse

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL

**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V01/W.e.f.: 01-January-2022

Stages of innovation were also deliberated by the Sahuji sir which are Ideation, prototype, testing and validation, iterations, implementation respectively. Iteration is corrections suggested after use. Design thinking does not require special education, training but it all needs requires keen observation

It was important to do your research and understand the market before you start a business. You also need to have a clear business plan and a strategy for financing your startup.

Failure is a part of the entrepreneurial journey. The important thing is to learn from your mistakes and keep moving forward.

The workshop provided students and faculty members with a valuable opportunity to learn about the different career opportunities in innovation and the skills and knowledge required for success. The workshop also highlighted the importance of diversity and inclusion in innovation, and how different perspectives can lead to more creative and innovative solutions.

Some of the Challenges in innovation, were also enlighten by the speaker like Resistance to change, Lack of resources, Fear of failure. He also informed some of the success stories of innovations, out of box thinking's to students

Students were awarded Feedback from Attendees:

"The workshop was very informative and inspiring. I learned a lot about the different career opportunities in innovation and the skills and knowledge required for success. I'm now more motivated than ever to pursue a career in this field." Said by Student

"The speakers were both excellent. They shared their own personal experiences and insights in a very engaging way. I especially appreciated the Q&A session, where I was able to get specific answers to my questions. Overall, the workshop was a great experience." Claimed by Faculty Member

**4. Outcome:**


After successful completion of workshop participants were imparted with interpersonal skills & Entrepreneurship mindset. Students were aware about exhibition of practical entrepreneurial skills & knowledge. Participants were assured about observational, critical & creative thinking skills.



(Teacher I/c)



(IQAC I/c)



PRINCIPAL

**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**

**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V01/W.e.f.: 01-January-2022


**5. Sample photographs:**



**Dignitaries on dais**

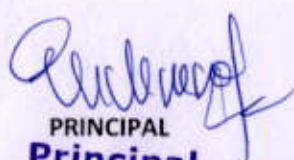


**Lamp Lightening Ceremony**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL  
**Principal**  
Yash Institute of Pharmacy  
Chhatrapati Sambhajinagar



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V01/W.e.f.: 01-January-2022



**Felicitation of guest by book and sapling**



**IIC Convener Explaining objectives and outcome of the workshop**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL

**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**

**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V01/W.e.f.: 01-January-2022



**Guest Speaker Dr. Sunil delivering session**

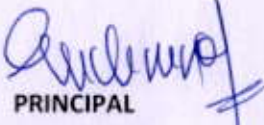


**Presentation of speaker**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL

**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**


CMF-ACT-F002/V01/W.e.f.: 01-January-2022




**Question answer session**

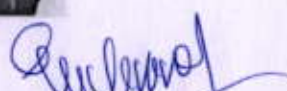


**Guidance to interested students on innovation, startup,**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL

**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V02/W.e.f.: 09-October-2023

**1. Brief details of the activity:**

Activity Register Number :	2023-24-53
Affected Metric No.(s):	3.5.1
Activity Title:	General Enterprising Tendency Test for faculty members in association with MAGIC
Activity Date:	26/10/2023
Session:	Jun- Dec- 2023
Academic Year:	2023-24
Type of activity:	Faculty Development Test
Portfolio Cell/ Committee:	IIC
Teacher I/c:	Mrs. Kulkarni D.M. Ms. P.A.Kawade
Student I/c:	—
Objective:	1. To measure five important attributes essential for entrepreneurial tendency. 2. To spot an unexploited opportunity and making most of it:
Target audience:	Faculty
No. of participants:	Faculty: 15

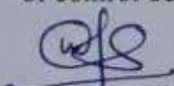
**2. Brief description of the activity conducted:**

Institution's Innovation council in collaboration with MAGIC conducted GETT General Enterprising Tendency Test for faculty members.

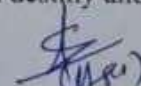
This is an initiative taken under the NISP policy of the college. This is a psychological assessment tool designed to measure an individual's entrepreneurial potential and their inclination toward business ventures. This test is used to assess a person's enterprising traits and characteristics, which can be valuable in entrepreneurial and business settings.

The test was first explained and then run by Shri Nikhil Kulkarni, Joint Chief Executive Officer MAGIC who is a well-known personality for his groundbreaking innovations. He shared his experiences and insights into how creative problem-solving and ideation had played pivotal roles in successful start-up.

He further explained the test typically consists of a series of questions or scenarios that assess various aspects related to entrepreneurial tendencies, such as risk-taking propensity, innovativeness, and a preference for business opportunities. Respondents answer these questions, and the results provide insights into their entrepreneurial aptitude. The key entrepreneurial characteristics identified include: strong motivation, characterized by a high need for achievement and for autonomy; creative tendency; calculated risk-taking; and an internal locus of control belief you have control over own destiny and make your own 'luck'.

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL

**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**

## YASH INSTITUTE OF PHARMACY, AURANGABAD ACTIVITY REPORT

CMF-ACT-F002/V02/W.e.f.: 09-October-2023

GETT is a self-assessment test which aims to give you an idea of your enterprising potential. It is a reflective tool that allows you to consider if there are areas that you could develop more through education, training or experience.

### 3. Impact of the activity (Outcomes for staff):

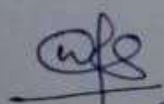
After successful completion of GETT General Enterprising Tendency Test participants were aware about measurement of five entrepreneurial attributes, namely Need for achievement, need for Autonomy, Creative Tendency, Calculated Risk taking and Locus of control, providing interpretation for this enterprising attributes.

Being enterprising and entrepreneurial involves spotting an unexploited opportunity and making the most of it: essentially, identifying a gap in the market and filling it. However, it can also be about trying something new or improving a process to increase efficiency or boost results.


### 4. Representative Photographs (Geotagged Photographs):

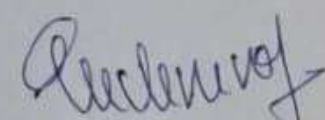


Head of Institute, Faculty members with Shri Nikhil Kulkarni, Joint Chief Executive Officer  
MAGIC

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL  
Principal  
Yash Institute of Pharmacy  
Chhatrapati Sambhajanagar



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V02/W.e.f.: 09-October-2023

**1. Brief details of the activity:**


Activity Register Number :	2023-24-52
Affected Metric No.(s):	3.2.2, 3.5.1
Activity Title:	Session on Problem Solving and Ideation Workshop
Activity Date:	26/10/2023
Session:	Jun- Dec- 2023
Academic Year:	2023-24
Type of activity:	Guest lecture
Portfolio Cell/ Committee:	IIC
Teacher I/c:	Mrs. Kulkarni D.M. Ms. P.A.Kawade
Student I/c:	Mr. Tushar Kshirsagar, Mr. Rahul Sharma
Objective:	1.To enhance the ability to identify and solve problems effectively and efficiently. 2. To inculcate critical skills among participants 3. To utilize the skills for development of project to product.
Target audience:	Students and Faculty
No. of participants:	Student: 106 Faculty: 10

**2. Brief description of the activity conducted:**

Expert session on Problem Solving and Ideation Workshop was organized for Third and Final year students as IIC calendar activity for quarter I, with theme Innovation and Thrust Area Inspiration, Motivation & Ideation. This activity is conducted in collaboration with MAGIC. Both have signed MoU. Along with this activity students are have some mentoring sessions in the MAGIC premises. Second year student Ms. Aditi Chondikar host the event. The event started with traditional lamp lightening ceremony followed by introduction of guest by Mr. Rahul Sharma, from third year. Professor Dr. Gajanan Vaishnav sir and Associate Professor Dr. Ashok S.Narute Sir welcomed guest of honor Shri Nikhil Kulkarni Sir and Ms. Ketaki Tupe Mam respectively on behalf of management and college by offering book as a token of respect.

Ms. Renuka Dhakne Innovation Ambassador described agenda for the workshop to students. Along with objectives and outcome expected from the workshop. She claimed that Problem-solving is a critical skill for everyone, regardless of your profession or field of study. It is the ability to identify and solve problems effectively and efficiently. Ideation, on the other hand, is the process of generating new ideas and solutions. It is the fuel that drives innovation and creativity.

She asked students to embrace this opportunity to enhance problem-solving and ideation skills, ignite creativity, and leave with a newfound confidence in ability to tackle challenges and seize opportunities.

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL  
**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V02/W.e.f.: 09-October-2023

The first session's keynote speaker, Shri Nikhil Kulkarni, Joint Chief Executive Officer MAGIC who is a well-known personality for their groundbreaking innovations, set the stage for a day of inspiration and learning. He shared his experiences and insights into how creative problem-solving and ideation had played pivotal roles in successful start-up.

He further explained the transformation of Project to Product places a strong emphasis on adopting a customer-centric approach, ensuring that the final products meet customer needs and expectations.

To lead this initiative, a team of seasoned industry experts, including business strategists, product managers, and innovation specialists, has been assembled. The program is available in various formats, including workshops, coaching sessions, and online resources to cater to a wide range of organizations.

Second session was delivered by Ms. Ketaki Tupe Innovation Associate, MAGIC discussed various real life problems with participants. She gave example of various innovations supported by MAGIC like millet products, medical devices of dentists, low cost removable shaver which received award from president of India Washing Machine run on paddling bicycle, etc She asked students to share their views ideas though it seems to be silly at starting point. and assured them to meet at regular interval to work on these ideas.

**3. Impact of the activity (Outcomes for students and/or staff):**

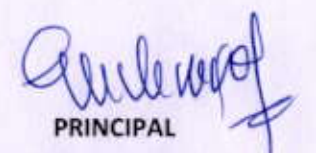
After successful completion of event participants were inculcated with critical skills. Participants were asked to utilize the skills for development of project to product. Ability to identify and solve problems effectively and efficiently were introduced within students

**4. Representative Photographs (Geotagged Photographs):**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL  
**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajanagar**



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V02/W.e.f.: 09-October-2023




**Dignitaries on dais**




**Lamp lightening ceremony**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL  
**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**

**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**


CMF-ACT-F002/V02/W.e.f.: 09-October-2023




**Felicitatation of guest by book**

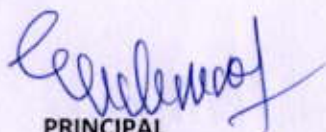


**Felicitatation of guest by book**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL  
**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V02/W.e.f.: 09-October-2023



**Objectives and outcome explained by Ms. Renuka Dhakne**

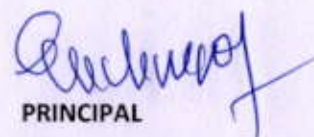


**Presentation by Guest speaker**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL

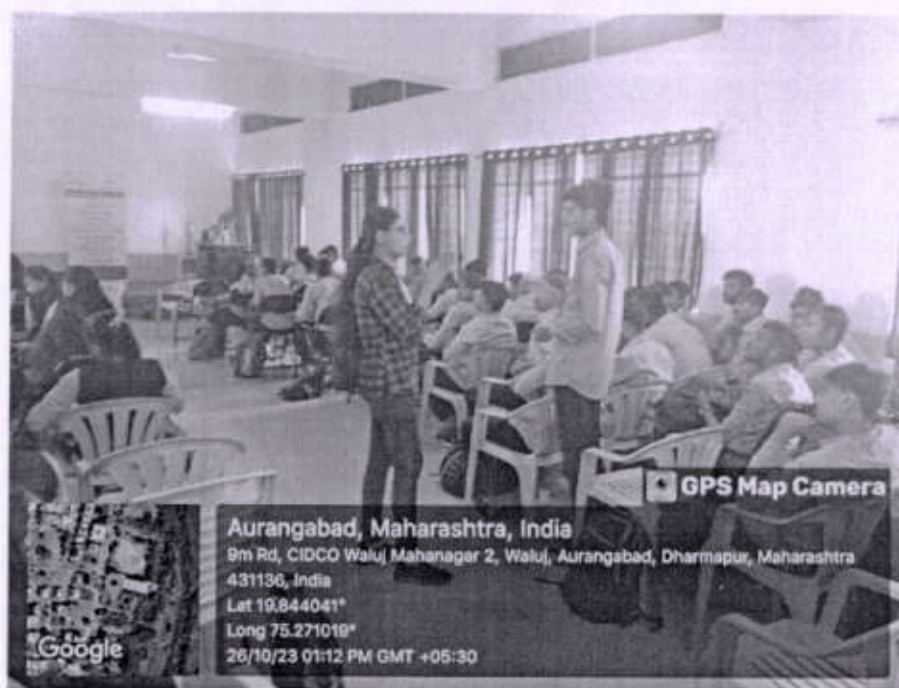
**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**

**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V02/W.e.f.: 09-October-2023



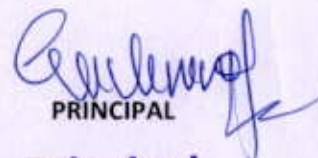
**Second session by Ms. Ketaki Tupe**



**Interactive session with participants**

  
(Teacher I/c)

  
(IQAC I/c)

  
PRINCIPAL



**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V01/W.e.f.: 01-January-2022

**1. Brief details of the activity:**


Activity Register Number:	2023-24-71
Affected Metric No.(s):	3.2.2
Activity Title:	Workshop on Achieving Problem –Solution Fit and Product-Market Fit
Activity Date:	29/02/2024
Session:	Jan-July 2024
Academic Year:	2022-23
Type of activity:	IIC Calendar Activity
Portfolio Cell/ Committee:	IIC
Teacher I/c:	D.M.Kulkarni, Ms.P.A.Kawade
Student I/c:	Mr. Tushar Kshirsagar, Ms. Rutuja Sahajrao
Objective:	<ol style="list-style-type: none"><li>1. To focus on importance of Problem –Solution Fit and product-market fit</li><li>2. To integrate market research into startup planning.</li><li>3. To provide hands-on activities like product development, market research methods, customer segmentation, and validation techniques.</li></ol>
Target audience:	Students , Faculty
No. of participants:	Student: 101 Faculty: 16

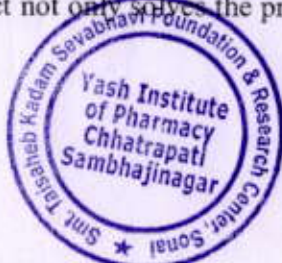
**2. Brief description of the activity conducted:**

The IIC 6.0 II quarter started from 1<sup>st</sup> December. One-day workshop on " Achieving Problem –Solution Fit and Product-Market Fit," in collaboration with MAGIC was organized as IIC Calendar activity for Third and Final year students. Third year student Mr.Tushar Sanjay Kshirsagar host the event , followed by introduction of guest by Ms. Rutuja Sahajrao, from second year. Principal Dr. S.S.Angadi sir welcomed guest of honor Shri Prasad Kokil Sir, Director MAGIC on behalf of management and college by offering memento and book. Other guest speaker Mr. Krishna Tekale Outreach Program Coordinator MAGIC and Mr. Mr. Arqam Mohammad Incubation Associate MAGIC were welcomed by Mrs. Dipali Kulkarni by offering book.

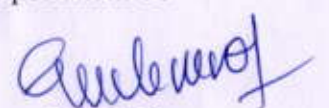
IIC convener Mrs. Dipali Kulkarni described agenda for the day to students. Along with objectives and outcome expected from the workshop. She claimed that this workshop was organized for the dynamic landscape of entrepreneurship and innovation, the journey for problem-solution fit and product-market fit is of utmost importance. As these were crucial concepts in the context of entrepreneurship and startup activities.

Problem-Solution Fit ensures that your product or service that you are going to offer effectively solves a real and significant problem faced by target audience. Product-Market Fit is the stage where your product not only solves the problem but also meets the needs and expectations of a larger market.

  
(Teacher I/c)



  
(IQAC I/c)

  
**PRINCIPAL**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



## YASH INSTITUTE OF PHARMACY, AURANGABAD ACTIVITY REPORT

CMF-ACT-F002/V01/W.e.f.: 01-January-2022

These were critical landmarks for a startup and the Process for the same will be enlighten us by today's facilitator Shri Prasad Kokil Sir, Director MAGIC.

Facilitator Shri Prasad Kokil Sir Eminent personality from the field of entrepreneurship and product development graced the event as speakers. He shared his invaluable insights and experiences, providing participants with a comprehensive understanding of the challenges and strategies involved in achieving problem-solution fit and product-market fit.

He also pitched some ideas to students which can be converted in to project and finally in to product which is market-fit. As part of the workshop, aspiring student entrepreneurs had the opportunity to pitch their innovative ideas. This not only provided a platform for students to showcase their creativity but also allowed them to receive constructive feedback from industry experts.

Vote of thanks was delivered by Ms. Bhakti Pagare student of second year. Workshop concluded with the national anthem

#### 4. Outcome:

After successful completion of workshop participants were able to identify and defining a genuine problem in the market. Developing effective solutions that address the identified problem. Understanding market dynamics and ensuring the proposed solution aligns with market needs. Strategies for achieving a successful product-market fit.

#### 5. Sample photographs:



Dignitaries on dais

  
(Teacher I/c)



  
(IQAC I/c)

  
**PRINCIPAL**  
Yash Institute of Pharmacy  
Chhatrapati Sambhajanagar



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V01/W.e.f.: 01-January-2022



**Lamp Lightening Ceremony**

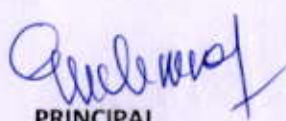


**Felicitatation of guest by memento and book**

  
(Teacher I/c)



  
(IQAC I/c)

  
PRINCIPAL  
**Principal**  
Yash Institute of Pharmacy  
Chhatrapati Sambhajinagar 19

**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**


CMF-ACT-F002/V01/W.e.f.: 01-January-2022



**Key note address by principal Dr. S.S. Angadi sir**



**Facilitator Shri Prasad Kokil Sir delivering session**

  
(Teacher I/c)



  
(IQAC I/c)

  
**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**



**YASH INSTITUTE OF PHARMACY, AURANGABAD**  
**ACTIVITY REPORT**

CMF-ACT-F002/V01/W.e.f.: 01-January-2022




**Session II Presentation of guest speaker Mr. Krishna Tekale**



**Question answer session**

  
(Teacher I/c)



  
(IQAC I/c)

  
**PRINCIPAL**  
**Principal**  
**Yash Institute of Pharmacy**  
**Chhatrapati Sambhajinagar**