Institutional Distinctiveness

SR.NO.	CONTENTS	PAGE NO.
1	InstitutionalDistinctiveness:	1
	'EARNANDLEARN'	
2	Benefitsof'Earn&Learn'Approach	1
3	EvidenceofSuccess:	2
	Successstoriesofourstudents	
	I. 'NavigatingBusinessHorizons':	3
	EntrepreneurialTriumphofMr.AadilMulla	
	II. 'NMTRADERS:EmpoweringRenewabl eEnergy': SuccessStoryofMr.HimanshuBiyani	5
	III. 'GrowingSuccess':AStudent'sJourneyi nOrganicFarmingandAgri-Business SuccessstoryofMr.PavanPadmane	7
	IV. 'EmpoweringDreams': TheSoftwareDevelopmentSuccessStoryofMr.Saurabh Marshettiwar	9
	V. 'TransformationofaBuddingEntrepren eurintoFinancialIndependentBusinessman' SuccessjourneyofMr.HarshChawla	11
4	CONCLUSION	13

<u>The performance of the institution in one are adistinctive to its vision, priority</u> <u>and thrust</u>

'EARNANDLEARN'

Teaching is all about Innovation. The college has been scaling new heights ever since itsinception. These innovations are in academics, administration and other levels of the college working, which have created a positive impact on the functioning of institute. The AreaDistinctive to the vision, priority and thrust of the college is **'EarnandLearn'**. Smt. Maherbanu College of Science and Commerce, Akola has provided a rigid support to students not only in academics but also in shaping the future of budding Entrepreneurs by providing seed funding. This seed funding is provided by the Management body of the college.

In a dynamic education ecosystem, a groundbreaking initiative unfolded as visionary students received seed funding to turn their innovative ideas into tangible ventures. This transformative approach not only fueled entrepreneurial aspirations but also exemplified the college's commitment to fostering creativity and real-world impact.

BenefitsofEarn&Learnapproachinclude:

- 1. **Hands-onExperience**: Studentsgain practicalskills and industry knowledge, applyingclassroom learning in real-world settings.
- 2. NetworkingOpportunities: Exposure to professionals and organizations allows students to build valuable connections for future employment.
- 3. **FinancialSupport:** Earning income canhelpoffseteducationalexpenses, reducing the financial burden on students and their families.
- 4. **CareerReadiness:** Acquiring work experience enhances students' employability, making them more competitive in the job market upon graduation.
- 5. **ClarifyingCareerGoals:**Exposuretodifferentworkenvironmentshelpsstudents clarify their career interests and goals.

'Earn and Learn'approach combines the concept of earning income while studying with opportunities to receive seed funding for entrepreneurial ventures or projects. It empowersstudents to work on their startup ideas or innovative projects while pursuing their education.

Here'showsuchanapproachworks:

- EntrepreneurialOpportunities: Students with innovative business ideas or projects can apply for seed funding.
- **ProjectorVentureDevelopment:** Accepted students receive seed funding to kickstart their entrepreneurial endeavors. This could include funding for prototype development, market research, initial production, or business operations.

- EducationalSupport: Alongsidefunding, students receiveed ucational support, guidance and resources from the institution's Entrepreneurship Development Cell or faculty members. This includes workshops, guidance on business planning, networking opportunities, and access to industry experts.
- **Work-StudyHybrid:**Studentscanworkontheirventurespart-time,incoordination with their academic schedule, allowing them to earn income through the seed funding provided.
- Accountability and Milestones: Students are often required to meet specific milestonesor goals outlined in their project proposal to ensure progress and accountability for theseed funding received.
- **ContinuedSupportandScaling:** Successful projects may receive additional support, connections to investors, or guidance on scaling their ventures beyond the initial seed funding phase.

It blends the principles of entrepreneurial learning, experiential education, and financial support, enabling students to earn while developing their entrepreneurial skills and turning their ideas into viablebusinessesorprojects. They encourage innovation, creativity, and real-world application of knowledge gained during their academic journey.

The main objective of the 'Earn and Learn' is to develop a student as a multifaceted personality with academic excellence and a commitment to an egalitarian society. India lives in her villages and to bridge the gap between rural Bharat and urban India, this proves beneficial in inculcating the idea that no work is big or small and develops a work culture with the right aptitude.

EvidenceofSuccess:

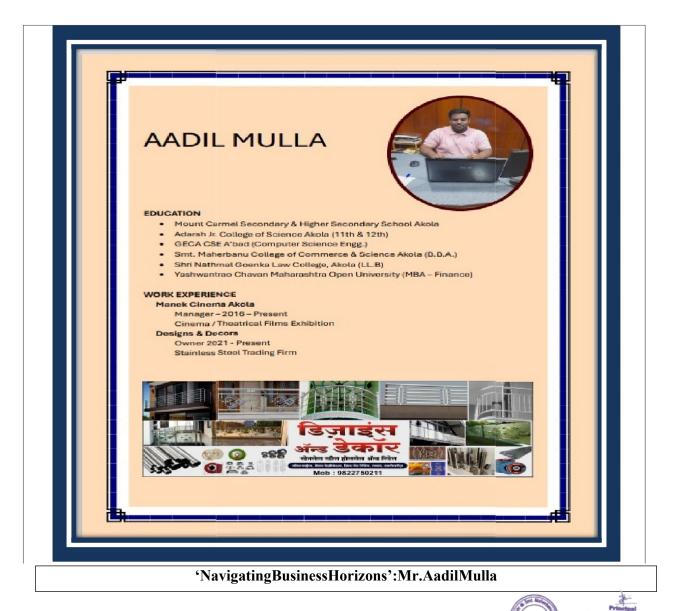
Smt. Maherbanu College of Science & Commerce, Akola has many students that have proved tobe a tool in shaping the society into a vibrant, constructive force. The college feels immensely proud in highlighting success stories of startups or ventures that have benefited our students through the EDC's support.

The Seed Funding approach left a lasting legacy. Successful ventures, now thriving businesses, contributed to the reputation of the college as a catalyst for innovation. It continued to support subsequent cohorts of student entrepreneurs, perpetuating a cycle of innovation, growth, and impact.

SUCCESSSTORIESOFOURSTUDENTS:

Measuring the EDC's impact on fostering an entrepreneurial culture within the institution and the broader community, here are some of the success stories of our students:

I) 'NavigatingBusinessHorizons':EntrepreneurialAa TriumphofMr. dilMulla



Background:

Mr. Aadil Mulla, a determined BBA graduate whose journey from the classrooms of business school to the helm of a successful startup serves as a test among the transformative power of the server se

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education, passion, and entrepreneurial spirit. Aadil, a business management student, approached the Entrepreneurship Development Cell (EDC) within the college seeking guidance and support.

EDCInvolvement:

Armed with a Bachelor's degree in Business Administration, Aadil was equipped with a strong academic foundation. Inspired by his coursework and a desire to apply theoretical knowledge to the real world, he set out on a mission to build his own business. He approached the Entrepreneurship Development Cell (EDC) within the college where he was provided the Seed Funding from the management of the college.

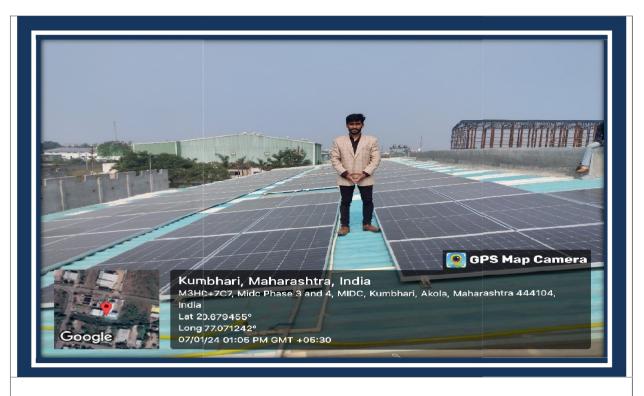
SuccessJourney:

Mr. Aadil Mullawas exposed to various aspects of running a business. He applied classroom theories to real-world scenarios, gaining insights into marketing, operations, and finance. He contributedideasandstrategiesthatpositively impacted the businessgrowth. Hisvisioncaught the attention of the Entrepreneurship Development Cell, a platform designed to nurture and support budding entrepreneurs. With guidance from mentors and access to resources, Aadilrefined his business plan, conducted market research, and crafted a strategic approach for his venture.

Outcome:

Inspired by his experience and armed with practical knowledge, Aadil started his own business right after graduation. His hands-on experience during the activities conducted in the college provided him with the confidence, skills, and network necessary to establish his business successfully. He acknowledged the EDC's role in shaping his entrepreneurial journey.

II) 'NMTRADERS:EmpoweringRenewableEnergy':SuccessStoryofMr. HimanshuBiyani



Mr.HimanshuBiyani, 'NMTRADERS: Empowering Renewable Energy'



Background:

OurBBAstudent,Mr.HimanshuBiyani,passionateaboutrenewableenergyandsustainability identified the growing need for affordable and efficient solar energy solutions in the region.

EDCInvolvement:

Himanshu approached the Entrepreneurship Development Cell (EDC) within the college seeking guidance and support for his solar panel startup idea. The EDC recognized the potential of his venture and provided essential resources, mentorship, and access to industry experts.

SuccessJourney:

With mentorship and support from the EDC, he conducted in-depth research and developed a prototype for a cost-effective solar panel utilizing innovative materials and design. He received guidance on product development, feasibility studies, and market research, which helped refinehisproductandservices. Withsupportfrom the EDC's network and guidance on business strategy and funding opportunities, the startup secured seed funding. He expanded his operations, establishing asmall-scale production facility and initiating pilot projects to test hissolar panels in various settings.

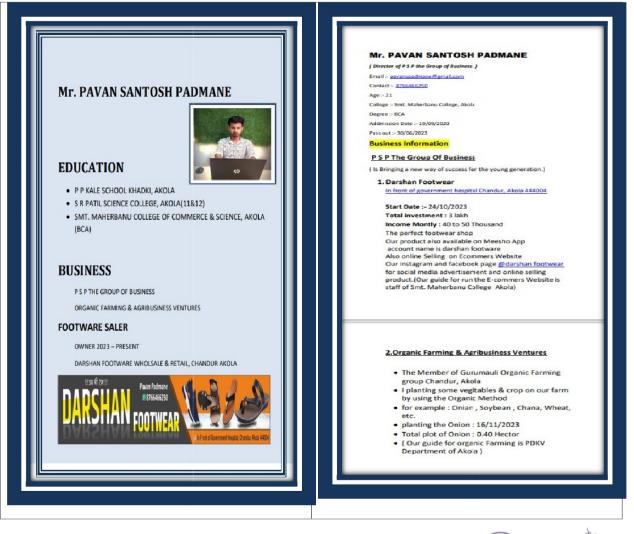
The company **NMTRADERS**was established in 2018. Himanshu N. Biyani&Nikhil G. Maniyarare the co-founders of the company. This company is specialized in Solar sector and focuses on transforming solar energy into electricity through efficient photovoltaic installations.

Outcome:

The collaboration between the startup and the EDC proved instrumental in **NMTRADERS'** success. The EDC's support, guidance, and resources played a pivotal role in nurturing a student-led initiative into a successful, impactful venture in the renewable energy sector.

III) 'GrowingSuccess':AStudent'sJourneyinOrganicFarmingandAgri-Business

SuccessstoryofMr.PavanPadmane



Principal Sunt. Maherbara College of Geience & Commerce, Akolo

Background:Mr. Pavan Padmane, a passionate student whose commitment to sustainability and agriculture turned into a thriving business venture. From cultivating the seeds of knowledge in a university setting to sowing the seeds of a successful organic farming and agri-business, Pavan's storyisatestamenttothetransformativepowerofeco-consciousentrepreneurship.Mr.Pavan Padmane,studentofBCA, hadcreativeideasforbusinessimplementationandsustainable agriculture initiatives.

EDCInvolvement:

Duringhisstudies, Pavan recognized the rising consumer demand for organic produce. Motivated by a vision of healthier and more sustainable food options, he conceptualized his venture, with a focus on organic farming and agri-business. The Entrepreneurship Development Cell (EDC) of the college realized his potential and guided him in paving path to success. Pavan received proper networking and industrial guidance to start his own business.

SuccessJourney: Through the utilization of resources, Pavan gained practical knowledge in marketing strategies, client management, and digital marketing techniques. Balancing his studies with real-world work experience honed his time management and multitasking abilities.

Outcome:Pavan's dedication and performance during hisperformance in collegehelped him achieve his goal. His ability to apply theoretical concepts from his classes to real world applications set him apart. He credited the 'Earn-and-Learn'approach for providing him with the perfect balance between academic learning and practical skills needed for career growth.

IV) 'EmpoweringDreams':TheSoftwareDevelopmentSuccessStoryo fMr.SaurabhMarshettiwar



Background:SaurabhMarshettiwarisaBCAstudentwithdepthofunderstanding practical conceptsandimplementation.Hishasrightlyprovedthatacuriousanddedicatedmindcanopen allgates.Saurabh,apassionatestudentofBCAwithavisionforimpactfultechnology, embarkedonaremarkablejourneythattransformedhisloveforcodingintoasuccessful softwaredevelopmentventure,exemplifyingthepotentialforinnovationandentrepreneurship among students.

SuccessJourney: During his project development in college, Saurabh was exposed to coding, software testing, and agile methodologies. He learned to develop applications and troubleshoot technical issues under experienced mentors.

Outcome:Saurabh's performance during the project developmenthelped him develop vision towards his future. He continued working while completing his degree, gaining substantial expertise. Saurabh's transition from a student to full-time developer was facilitated by the skills and experience gained through the 'Earn-and-Learn' approach by the college.

V) 'Transformation of a Budding Entrepreneur into





Background:

Mr.HarshChawla, A student of BBA of Smt. Maherbanu College of Science & Commerce, Akola has always been an observant and skill-oriented student. Harsh, a dynamic student with an entrepreneurial spirit, embarked on a journey that would transform his idea into a thrivingbusiness, making him a financially independent businessman.

SuccessJourney:

Continued mentorship and support from the EDC enabled the student to refine its technology, improve service efficiency, and scale up operations. The student attracted significant investment, expanded his product line, and diversified into electronic solutions for different sectors. The company, Appaji Enterprises, is owned by Mr.Harsh Amar Chawla and Mr. Karan Heera Chawla.Thebusinesssetupestablishedin2019 AppajiEnterprisesisaonestopdestinationfor all electronics and home appliances needs, in budget and best of after sales services. They deal in most of the known brands in electronics with premium quality products.The products are available on no cost EMI services and easy installation.

Outcome:

The journey of Harsh from a college student with an understanding of marketing and financial aspects to a financially independent businessman exemplifies the transformative power of entrepreneurship. Through dedication, innovation, and community engagement, he not only achieved personal success but also left a lasting legacy in the entrepreneurial landscape, inspiring others to pursue their dreams.

CONCLUSION

Empowered by seed funding, the student-led ventures made significant progress. They achieved developmental milestones, refined their prototypes, conducted market research, and actively engaged with their target audience. The financial backing propelled them from ideation to execution.

These success stories illustrate how participating in Earn-and-Learn programs can provide students with valuable practical experience, financial support, and industry exposure, laying the groundwork for their success in both their academic and professional endeavors.