



Monthly Activity Report, September 2018

IBA AMAN Center for Entrepreneurial Development (CED)

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IBA AMAN CED

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Shepherd's Pie Karachi

The event initiated with the recitation of Holy Quran followed by national anthem. Dr. Shahid Qureshi, Program Director, IBA AMAN Center for Entrepreneurial Development (CED), gave a welcome speech to the esteemed guests and participants including students of IBA and other universities. In his speech, he demonstrated the IBA's indigenous model of Entrepreneurship and the significance of Entrepreneurship education for the youth of Pakistan. He also thanked and appreciated the initiative of "Jumpstart" to provide investment and learning opportunities to the youth in Pakistan.

Next, Mr. Khurram Mujtaba (CEO, Jumpstart Pakistan) briefed the audience about the objectives and activities of Jumpstart Pakistan. He described that Shepherd's Pie is sharing of an experience-earned wisdom with young entrepreneurs. These entrepreneurs are facilitated to pitch for investment during the Shepherd's Pie.

In the pitching sessions, 11 startups presented their business ventures including 03 startups of IBA AMAN CED i.e. The Selge, Edvon and Herbal Trim before potential investors and honorable Jury. The 1st prize winner in the event was achieved and benchmarked by IBA AMAN CED's Incubatee "The Selge". The Selge is First of its kind, a Digital Backpack Service that runs with a mobile application. This product has been used by Client like, Nelson Paints. Another IBA AMAN CED startup Edvon stood runner-up in the event. EDVON Robotics manufactures low-cost STEM Kits, Robotic Kits, STEAM Kits and DIY Robotic Kits according to the need and age group of the school and university students



Also, several Panel discussions took place in the event during intervals between startup pitches and individual talks. In these panel discussions important topics pertaining to startup ecosystem and entrepreneurship were covered including; How will entrepreneurship change Pakistan? How Can Greenhouse approach make startup incubators better? How are technology startups helping shape the future in Pakistan? And How Startup – Shepherds matchmaking can be built the right entrepreneurial ecosystem in Pakistan?

The event was attended by around 200 participants including; dignitaries and respected speakers like, Dr. Shahid Qureshi (Director IBA AMAN CED), Mr. Khurram Mujtaba (CEO Jumpstart Pakistan), Ms. Tahira Raza (President 1st women bank), Mr. Viqar Ul Islam (CEO Jaffer Brothers), Mr. Rashid Jamal (CEO Edge Box Global), Mr. Azhar Rizvi (Chairman MIT Enterprise Forum), Mr. Ahmed Ayub (Country Head Ten Pearls), Mr. Imran Khalil (Chairman Pak UK Business Council), Mr. Khawaja Tanveer (CIO Engro Group), Mr. Ayaz Shaikh (COO Cooperative Computing), Ms. Erum Abbasi (Director Center for Entrepreneurship and Innovation DHA Suffah), Mr. Syed Azfar Hussain (Head ICCBS Karachi University) and Mr. Asif Jaffri (CEO Momentum).

A special lunch was organized for the participants during the event. The event was successfully concluded with an award and certificate distribution ceremony in which honorable speakers, best startup teams and passionate winners were presented certificates.

TRAINING OF TRAINERS WORKSHOP



IBA AMAN Center for Entrepreneurial Development (CED) and United Nations Development Program (UNDP) collaborated for the youth employment project. IBA AMAN CED has started a training of trainer's workshop on 25th September, 2018. This workshop is scheduled from 25th to 28th September, 2018 in IBA AMAN CED. The participants of this workshop belong to a multitude of vocational education and training institutes of Karachi. These institutes are inclusive of Sindh TEVTA, VTC (Khairpur), GCT (Hyderabad), GPI, GIBCE, GCT, Govt. Pak Swedish Institute, Memon Industrial Technical Institute, SOS Training Institute, Aman Tech, Hunar Foundation, Karigar Training Institute and Gul-e-Raana Community Centre.

Program Director AMAN CED, Dr. Shahid Qureshi, highlighted the significance of **youth entrepreneurship** in the contemporary business scenario. He mentioned that there is a need to change the prevailing stagnant job mindset of people. He stated that institutional stakeholders and students are having a misperception of working only, when they have monetary values in hand. They are unable to recognize their *bird in hand*. The faculty was asked to fill a questionnaire based on “**Effectuation Principles**” namely; **PAVE test** and reveal their personality types; planners, adaptors, visionaries and effectuators. During the first day, sessions on entrepreneurial principles and case studies were conducted by Dr. Shahid. The faculty members were engaged in guest speaker sessions and intervention based exercises.

A delegate from STEVTA and UNDP was also present to inaugurate the workshop. In his welcome note, Abdul Hafeez Abro (Director Industrial Coordination, STEVTA) stated that career selection is critical in this time of age. He signified that training sessions acts a roadmap for entrepreneurial success and the faculty has a responsibility to train students in the vocational education and training programs. They should put in sincere efforts and learn to the best of their knowledge through this trainer of training program. Likewise, Mr. Liaquat Ali Jamro (Director Academics, STEVTA) motivated the faculty to flourish as nation builders. He was glorified with the efforts of the IBA's management, vocational education and training institutes and UNDP in making this program successful. He mentioned that manpower being part of vocational educational and training institutes must connect entrepreneurial values, norms, attitudes, and sense of righteousness with the welfare of society and play their part in a tremendous manner. Furthermore, Mr. Moin Zaidi from UNDP mentioned that the residents of Pakistan need to focus on the creation of jobs/rozgaar for the youth, in the forthcoming years. He signified that in the contemporary environment, innovation, creativity and entrepreneurial mindset are pillars of success.



During the 2nd half of the workshop, participants were engaged with some entrepreneurial exercises and guest speakers shared their entrepreneurial stories. The aim of this ToT is to train the teachers for entrepreneurship education so that they can carry on training the youth of Sindh in their respective institutes.

Graduation Ceremony of IBA CED Science & Technology Entrepreneurship Program

29th September, 2018: The Graduation Ceremony of IBA CED Science & Technology Entrepreneurship Program (STEP) took place at room S-4 IBA AMAN CED on Saturday 29th September, 2018. The event began with the recitation of Holy Quran followed by welcome note and overview of STEP by Program Manager Mohammad Talha. The students then gave their Rocket Pitch presentations based on their businesses which they have started during this Certificate Program. Also, they brought their sample Products with them and showed them to the audience. Some examples of the businesses which students have started during the STEP course include: Branded Wallet “Vaiida”, a Facewash “Faboula”, a Hard water compatible soap “L’Acqua” and an online Magazine APP store “Addict”. Furthermore, in his speech Dr. Shahid Qureshi, Program Director IBA AMAN CED threw light on the role of IBA AMAN CED for building an Entrepreneurial Ecosystem in Pakistan. He explained that most successful entrepreneurs possess an effectual mindset and they see opportunities from within and from the available resources around them. He appreciated the entrepreneurial passion of the students and ensured continued support from IBA AMAN CED to make their ventures successful.



This ceremony was attended by guests and faculty from IBA and outside. The students were then Awarded Certificates for successfully completing this course. At the end of the Ceremony a “Farewell Dinner” was served to the students and guests.

“Science and Technology Entrepreneurship Program is a four months’ weekend certificate Program especially designed for students and professionals having Science, Technology and Engineering backgrounds. STEP enables them to utilize their technical knowledge for creating and commercializing their Tech Business”.