



XIME ENTREPRENEURSHIP DEVELOPMENT PROGRAM

NOVEMBER 6 TO NOVEMBER 15, 2023

UNLOCK YOUR ENTREPRENEURIAL POTENTIAL!

XAVIER INSTITUTE OF MANAGEMENT & ENTREPRENEURSHIP
Electronics City, Phase II, Hosur Road, Bangalore - 560 100

About XIME

XIME is one of the top B-Schools of India, with three excellent campuses in Bangalore, Chennai and Kochi. It was founded in 1991 by a group of academicians headed by Prof. J. Philip, who is a former Director of IIM-Bangalore and a former Dean of XLRI. XIME's flagship programme is its two-year PGDM. XIME has a strong B-Schools network with some of the leading institutions in France, Germany, the U.S., Brazil, China, Russia and South Africa. XIME received ACBSP accreditation (Accreditation Council for Business Schools and Programs of the United States), a milestone in the onward progress of the institution

Program Objectives:

The XIME Entrepreneurship Development Program aims to equip participants with the essential knowledge, skills, and mindset required to thrive in the world of entrepreneurship. The Participants will be provided opportunity to meet investors, Angel and Venture Capitalists, as part of the program. They will also be enabled to meet officials of Banks and Financial institutions like SIDBI. They will also get chance to meet Leading Technology Professionals.

Program Modules

1. Shaping an Entrepreneur
2. Effective Communication and Entrepreneurial Leadership
3. Identification and Evaluation of Business Opportunity
4. Developing an Operating Model
5. Funding and Finance Management
6. Effective Marketing and Branding, Customer Acquisition
7. Franchising for Startups & Small Businesses
8. Legal Basics for Startups & Small Businesses
9. Networking for raising funds and selecting appropriate technology
10. Business Model Development and Business Plan Generation
11. Pitching to Investors

Who Should Attend:

The XIME Entrepreneurship Development Program is designed for individuals from diverse backgrounds who aspire to excel in the entrepreneurial domain. The program is ideal for:

- a. Second generation of family businesses who have taken a break from studies and aim to revitalize their family enterprises.
- b. Working-level executives who desire to start their own ventures in the near or medium term.
- c. Individuals with a passion for creating self-sustaining social service ventures that bring about

Why to Attend:

- **Cultivating Entrepreneurial Identity:** Participation will impart the knowledge, skills, and confidence required to initiate and effectively manage the participants' own businesses.
- **Fostering Creative Problem-Solving:** EDPs foster a culture of creative thinking and problem-solving, crucial elements for achieving entrepreneurial success in a fiercely competitive market.
- **Networking and Collaboration Hub:** The program will serve as a dynamic platform for participants to forge connections with like-minded individuals, mentors, and potential collaborators, significantly expanding their professional network.
- **Access to Crucial Resources:** Individuals gain valuable access to a diverse range of resources, including mentorship, funding avenues, and essential business development services. These resources play a pivotal role in business growth and development. "

Pedagogy:

The XIME Entrepreneurship Development Program adopts a dynamic pedagogical approach to enhance learning and practical application. The program includes a mix of:

- Engaging classroom-based sessions conducted by industry and academic experts and experienced entrepreneurs.
- Interactive workshops for hands-on learning and skill development. Fieldwork to provide real-world exposure and experiential learning opportunities.
- Networking sessions to connect with industry professionals, mentors, and fellow participants.

Complimentary access to International Conclave on "Growth Strategies for Start-Ups & Small Businesses"

Profile of Faculty

Prof. J. Philip Founder XIME & Chairman, XIME Bangalore Profile	Prof. Jojo Joy Sr. Assistant Professor, XIME Chennai Profile
Prof. Ashwath Narayana Managing Partner, 72Degrees Consultancy Services Profile	Dr. Vaibhav Tripathi Senior Assistant Professor, XIME Bangalore Profile
Dr. M. V. Mahesh Associate Professor & Dean (Entrepreneurship Development Programmes), XIME Bangalore Profile	Prof. Amod Vijayvargiya Associate Professor, XIME Bangalore Profile

Leading Entrepreneurs, Investors and Technology Evangelists will be conducting Sessions

Program fee and mode of payment:

Per Delegate: Rs. 16,000/- + GST (18%)

Mode of Payment: Cheque / DD / NEFT / Paytm.

Bank Details:

Beneficiary: XAVIER INSTITUTE OF MANAGEMENT & ENTREPRENEURSHIP

Bank Name: SOUTH INDIAN BANK

Branch: KORAMANGALA BRANCH

Account No.: 0416053000000201

IFSC Code: SIBL0000416

*Scholarships covering up to 100% will be provided for Deserving Candidates. This will be based on the Statement of Purpose provided by the applying candidate. This scholarship is also open for candidates sponsored by SME companies.

Registration:

For registration & any further details, please contact:

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XIME Alumni members will be present throughout the conclave.