



Webinar Held on: 21st June 2025

Organized by: Institution's Innovation Council (IIC),
Netaji Subhas Open University

1. Introduction

Prerequisites for Entrepreneur Development and Research Innovation was the subject of a transformational webinar that was presented by the Institution Innovation Council (IIC) of Netaji Subhas Open University on June 21st, 2025. **Over four hundred students and teaching professionals have signed up to participate** in the webinar. There were close to two hundred students and academics that participated in the webinar, which was held in an online format. As the program began, Dr. Srideep Mukherjee, Associate Professor of English and Convener of the IIC, delivered the welcoming speech. After that, Dr. Anirban Ghosh, the president of the IIC, began the webinar by providing more explanation on the topic of what the current market requires. Why it is necessary to have a webinar of this kind. Dr. Abir Chattopadhyay, Mr. Sujoy Bag, and Mr. Parichay Bhattacharjee were the three distinguished speakers who were invited to speak at the event. They each gave enlightening presentations on topics such as research commercialization, startup financing, and entrepreneurship. Students, researchers, and aspiring business owners were the target audience for these workshops, which were designed to provide them with the information and skills necessary to navigate India's rapidly developing entrepreneurial environment.



2. Detailed Summary of Lectures

Entrepreneurship and Research Commercialization

Speaker: Dr. Abir Chattopadhyay, Dean of Research, UEM



Key Highlights:

- **Intrapreneurship:**
 - Defined intrapreneurship as “entrepreneurial action within organisations” and its relevance across sectors like healthcare, agriculture, and IT.
- **From Lab to Market:**
 - **Translation:** Convert academic research into prototypes (e.g., IIT Madras’s low-cost water purifier).
 - **Prototyping:** Use facilities at Research Parks and T-Hubs for iterative testing.
 - **Commercialization:** Partner with industries via CSR funding or PPP models.
- **Institutional Support:**
 - Highlighted grants from UGC, DST, and CSIR, emphasising interdisciplinary collaboration.
 - Recommended universities integrate entrepreneurship into curricula (e.g., MIT’s Disciplined Entrepreneurship framework).
- **Global Collaboration:**
 - Showcased success stories like Indo-German startup accelerators and the Global Research Council.
- **Challenges Identified:**
 - Bureaucratic delays in grant approvals and a risk-averse culture among young researchers.

2.1 Entrepreneurship in India and Employability Challenges

Speaker: Mr. Sujoy Bag, Founder of Say No Cash



Key Highlights:

- **Startup Journey:**
 - Shared his experience building Say No Cash, a B2C app providing affordable homemade food and lodging, competing with giants like Swiggy and Oyo.
 - Demonstrated the app's features, including AI-driven fraud detection to combat scammers.
- **Funding Landscape:**
 - **Government Schemes:**
 - Stand-Up India Seed Fund Scheme (SISFS): Offers grants up to ₹50 lakhs for early-stage startups.
 - Atal Innovation Mission: Supports deep-tech startups with mentorship and funding.
 - Fund of Funds for Startups (FFS): ₹10,000 crore corpus to boost venture capital.
 - **Alternative Funding:** Convertible debentures, collateral-free loans (e.g., CGTMSE), and corporate partnerships.
- **Practical Advice:**
 - Stressed the importance of networking via LinkedIn and joining initiatives like Startup ke Pathshala.
 - Advised entrepreneurs to “start small, think scalable,” and validate ideas before seeking funding.
- **Case Study:**
 - Say No Cash reduced operational costs by 30% through hyper-local supply chains, proving the viability of frugal innovation.

2.3 Speaker: Mr. Parichay Bhattacharjee, Entrepreneur and Thought Leader



Key Highlights:

- **Employability Crisis:**
 - Despite India's literacy rate of 15.6%, there is a significant gap in employability due to a lack of industry-relevant skills.
 - Only 5% of graduates possess the core competencies required by employers, highlighting the need for skill-based education.
- **Entrepreneurial Ecosystem:**
 - Traced India's economic evolution from liberalisation (1991) to the current startup boom, with over 100 unicorns as of 2025.
 - Platforms like Shark Tank India have democratised entrepreneurship, inspiring grassroots innovation.

- **Sustainability in Business:**
 - Emphasised the triple bottom line—people, planet, profit—as the foundation of sustainable ventures.
 - Cited Biplab Kumar Biswas’s work in circular economy models as a benchmark.
- **Call to Action:**
 - Encouraged students to “innovate with purpose” and leverage India’s demographic dividend to solve local and global challenges.
- **Notable Quote:**
 - “Literacy without skills is like a car without fuel. India’s future depends on bridging this gap.”

3. Cross-Cutting Themes and Actionable Insights

Gap between education and industry needs.	Introduce mandatory internships and industry-aligned certifications.
Startups struggle with early-stage capital.	Create university-level seed funds and simplify grant application processes.
Eco-friendly practices are no longer optional.	Incentivize green startups through tax breaks and policy support.
Siloed research limits innovation.	Establish more innovation hubs like IITs’ Research Parks.
Fear of failure hinders risk-taking.	Launch “Failure Festivals” to destigmatize setbacks and share lessons.

4. Conclusion and Way Forward

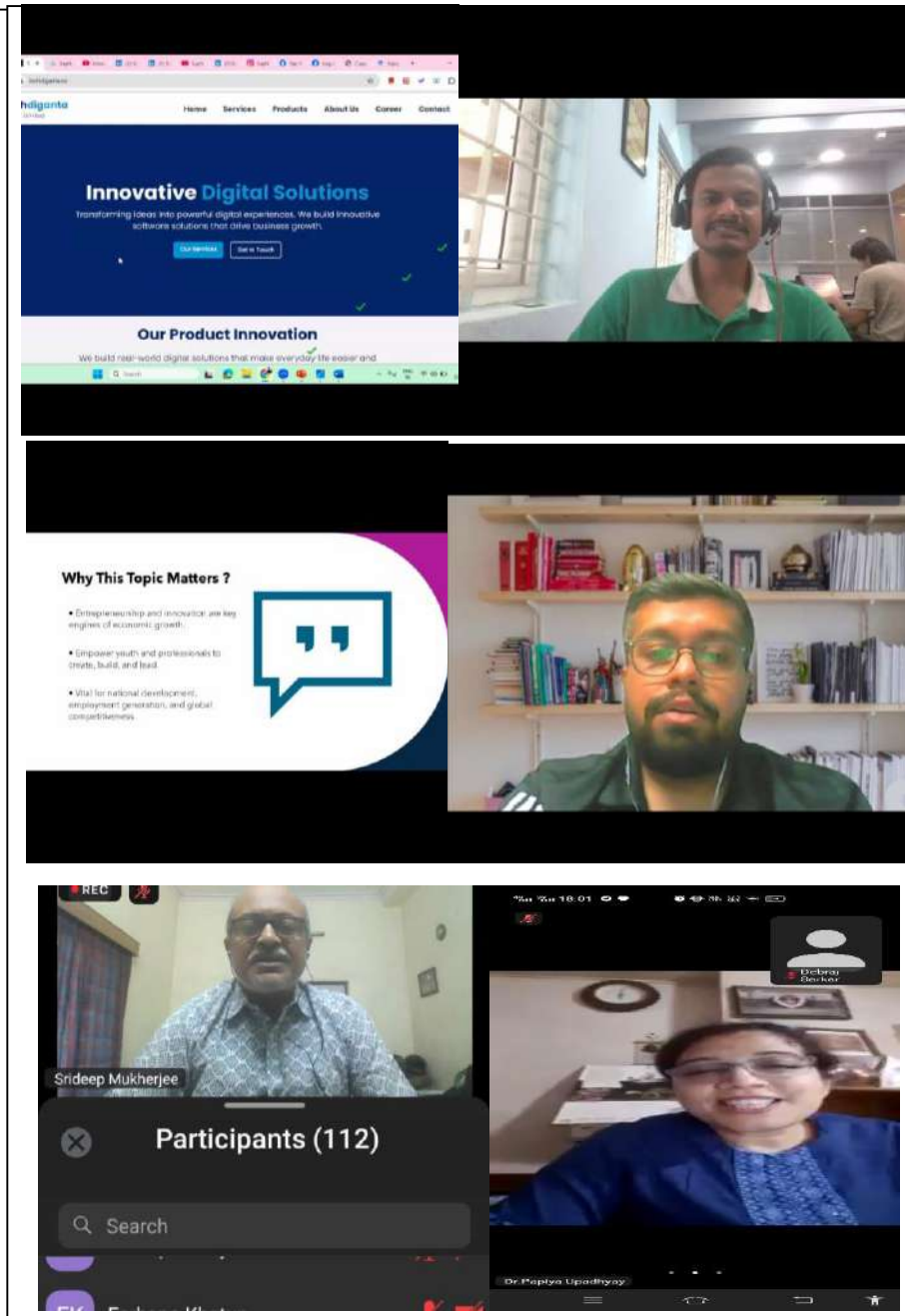
The webinar concluded following an in-depth question and answer session. Dr. Papiya Upadhyay, Assistant Professor in Education and Member of the IIC, wrapped up the event by expressing gratitude to all participants and stakeholders for their contributions in highlighting the connection between entrepreneurship, research, and policy in fostering India’s innovation economy. Here are the key takeaways:

- **For Students:** Pursue problem-solving innovations and leverage institutional support.
- **For Institutions:** Strengthen incubation centers and industry partnerships.
- **For Policymakers:** Streamline funding mechanisms and reduce bureaucratic hurdles.

The IIC’s initiative has laid a robust foundation for fostering a culture of innovation at Netaji Subhas Open University, aligning with India’s vision of becoming a global entrepreneurial hub. Added below are a few of the comments that stand out for the clarity, depth, and value they got out of the webinar.

Feedback

Full Name	Email ID	Feedback Summary
Kshitij Ayush	kshitij28042003ayush@gmail.com	The session provided invaluable insights into the mindset and resilience required to succeed as an entrepreneur. Key lessons included problem-solving, agility, learning from failure, and the importance of starting small.
PAROMITA ROY	paromitaroy.2k17@gmail.com	This was a very insightful and enlightening session that helped us build the mindset to aim towards sustainable entrepreneurship.
Dr. Sudarshan Roy	professorsudarshanroy@gmail.com	It was a very nice and informative session. We learned how to make our business sustainable and look forward to more such webinars.
Tapan Roy	tapan21121992@gmail.com	The webinar was very useful, covering topics like entrepreneurship, innovation, funding, and risk-taking. Key takeaways included mentorship, networking, and government policies.
Sumi Das	sumidas.1223@gmail.com	The session was well-structured and informative, with insights on entrepreneurial mindset, innovation trends, and bridging research with real-world applications.



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