





**NATIONAL  
ENTREPRENEURSHIP  
OLYMPIAD**

**"Awakening the **entrepreneur** within you"**

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# KNOW US



## VNIT, NAGPUR

Established in 1960, Visvesvaraya National Institute of Technology, Nagpur is one of the top engineering colleges in India, offering both undergraduate and postgraduate courses to students. With a sprawling campus located in the city of Nagpur, the college excels in cutting-edge research and technology in engineering, architecture, and science. Being a part of the NIT act, it is one of the 31 National Institutes of Technology within the country which makes VNIT an institute of National Importance.

## THE ECELL VNIT

E-Cell VNIT is the entrepreneurship cell of VNIT. The very purpose of E-Cell is to foster a community of entrepreneurs and stimulate a constructive ecosystem for them. Throughout the year E-cell organizes events that promote managerial values among budding students across the country.

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# NEO

National Entrepreneurship Olympiad (NEO) is a nationwide examination for students (7th to 10th std) to nurture and test their entrepreneurial skills. The aim of NEO is to introduce basic entrepreneurial concepts of business world/startup culture like:

- An Elevator pitch
- Value Proposition
- Finances
- Public Speaking
- Logical Analytics
- English Proficiency

As they say

"Young minds are less biased and have higher risk-taking capabilities"

Let us nurture them in the right direction



# ROUND 1

Talk Show &  
Examination

Workshops &  
Written Test

# ROUND 2

# ROUND 3

Boardroom  
Discussion &  
Personal  
Interview

# 1

## Talk Show & Examination

### Skill- Enhancement Webinar

A guest lecture will be conducted by a renowned speaker who will introduce the basics of entrepreneurship and will enlighten the participants about enhancing their skills and abilities.

### Round 1 Examination

Post this will be a round comprising a basic questionnaire which has to be filled by the participants using our website. Our experts will judge the answers based on their ideas and thinking ability. The shortlisted participants will move on to the second round. Study material will be provided to the students



# 2

## A GATEWAY TO ENTREPRENEURSHIP

All the shortlisted participants would be given a course on Gateway to Entrepreneurship which will be held for a period of 1 week wherein they'll attend various workshops and will be given an assignment after the end of the workshops.

### Activities:

Throughout the week, activities would be conducted for the students which will help them gain a practical perspective of what they have learned.

### Written Test:

In the second round, the participants will have to complete a written exam, which will be held after the completion of the course.

Examination: 60% weightage  
Assignment: 20% weightage  
Activities: 20% weightage



# 3

## BOARD ROOM DISCUSSION

Candidates who clear Round 2 will participate in a Boardroom Discussion, which will be judged by a board of members based on practical knowledge they gained during the competition.

### INTERVIEW

Candidates will be going through an interview that will test their personality based on entrepreneurial thinking.

# FURTHER DETAILS



## ELIGIBILITY

Students currently studying in any of the classes from Grade 7 to Grade 10 are eligible.



## SYLLABUS

- Logical reasoning & English Proficiency
- Basics of Entrepreneurship
- Introduction to Startups
- Basics of Finances
- Marketing and Public Speaking



## ANALYSIS

Students will receive a proper performance analysis report

# PREVIOUS STATS



Number of Students  
Participated in NEO

**10,000+**

Number of Orientations  
taken in Various Schools  
across India

**1000+**

Number of Schools  
Participated in NEO

**700+**

# GLIMPSES



**SIMON TAUFEL**  
Former ICC Umpire



**HARDIK VAIDYA**  
Emcee



**SOMDATTA SINGH**  
Co-chair of Nasscom Council



**ADITYA IYER**  
Author - TEDx Speaker





**SOHRAB SITARAM**

Co-founder - Keventers



**RAVI BATTULA**

Director - VISA



**DIVYA GANESH**

Director of Digital Delivery  
- McKinsey & Co.



**SHIRISH ANDHARE**

Head of India - Uber





# MEDIA OUTREACH

## COLLEGIANS HONED THEIR BUSINESS SKILLS

The annual entrepreneurship summit, Consortium 18, concluded on a high note, which was organised by the E-Cell of Vignansar National Institute of Technology. Many students took this summit as a platform to hone their entrepreneurial skills and came up with interesting business ideas. Withstanding several rounds, 15 teams battled it out for the top position at the start-up conclave. But taking a break from the competition stress, youngsters did manage to do some time for fun conversations and selfies sessions.



## E-Cell Club of VNIT conducts webinar for start-ups



**Eminent Angel investor Devesh Chawla on Thursday motivated budding entrepreneurs**

with sharing his journey of self-realization and addressed their queries on upcoming start-ups at a webinar and 'Consortium 18', organized by E-Cell Club of Vignansar National Institute of Technology (VNIT). The webinar was held under the aegis of Startup Conclave, powered by Chatur Ideas. Its founder and CEO Chawla outlined the importance of strategy for execution of an idea by elaborating on apt marketing techniques, revenue model, recognizing competition and the various technicalities of the entrepreneurship world. He simplified the understanding of accelerators, incubators, equity, direct and indirect competition and various stages that a startup experiences. He stressed on optimistic outlook, consistent efforts and getting out of the comfort zone as he quoted that an enterprise depends 70% on the entrepreneur's vision and the remaining 30% that matters is the idea. The interactive webinar, that was shown live, can be viewed on the official YouTube page of E-Cell of VNIT. The last date for registration of 'Startup Conclave' is January 10. For details, visit [startupconclave.ecellvnit.org](http://startupconclave.ecellvnit.org).

## For being a successful entrepreneur, be Chief Everything Officer (CEO): Batra

KISHAN SAHU  
NAGPUR, MARCH 9

"An entrepreneur needs to be Chief Everything Officer (CEO) in order to be a successful entrepreneur", said chairman and editor-in-chief Business World Anurag Batra. Batra added that an entrepreneur should not restrict his knowledge but should have knowledge about all the things. Batra was in the city for the inauguration of 'CONSORTIUM-2018', an annual entrepreneurship summit, organised by E-Cell of VNIT. The theme for the year's 'CONSORTIUM-2018' was 'Push the Human Race Forward'. Also present at the inauguration function were vice-president and HR head of Infosys Global Delivery Santosh Panpaliya, director of VNIT Narendra Choudhary, associate dean and Professor incharge Dr R P Vijaykumar and Dr Chayan Das. The programme started by lighting the traditional lamp by the dignitaries.

During the function, Batra gave budding entrepreneurs some tips to succeed. Addressing the gathering, Batra said in order to be successful one needs to be passionate. "Choose ideas that you love and you are interested in for being successful", he added. He asked the budding entrepreneurs to stay curious, stay successful. "If somebody tells you that it can't be done, you should not believe them, if you think it can be done, it can be done", said Batra. He added that entrepreneurs should not be afraid

of taking risks and chances. It is not about getting a chance it is always about taking a chance, he added. Batra said that Entrepreneurship is all about being available 24/7. He added that there is no substitute to hard work. "The harder you work, the luckier you get", said Batra. Speaking about failures and obstacles in being an entrepreneur, Batra highlighted that brick walls (obstacles) are there for a reason as it tells a person how much a person is passionate about it. "If you do not achieve your dream, you can get something by Batra. He should always for the things achieved in

## VNITians ready to take on the corporate world

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## Only ideas can fail, people do not : Panpaliya

KISHAN SAHU  
NAGPUR, MARCH 9

"For an entrepreneur, a brilliant and unique idea with initial seed funding gives momentum and confidence to do well. If the idea is good and you believe in it, an entrepreneur should take risks. Do not be afraid. It is only the ideas that fail and not the person. However, it is also important that the person learn from mistakes," said vice president and HR head of Infosys Global Delivery Santosh Panpaliya. Panpaliya was in the city to inaugurate 'CONSORTIUM 18' - Annual Entrepreneurship Summit of Vignansar National Institute of



Technology, Nagpur. The change that our country has witnessed in the couple of decades as far as entrepreneurship is

concerned, Panpaliya said, earlier focus was excelling in academics, gain knowledge and get a job. However, today the focus is on entrepreneurship, ideation, innovation for budding entrepreneurs. He added that a lot of good and positive things has happened in the right direction. With technology at our disposal, lot of young entrepreneurs are now successful. Talking about generating funds for business venture, Panpaliya said that, there is comparatively good 'seed funding' from investors. Also, there is increase in industry academia collaboration where some of the ideas

can be looked into. An entrepreneur should explore it. So, there are more number of platforms available today for entrepreneurs. In a special message to the entrepreneurs, Panpaliya said, "If you believe in your idea and it has the market potential, desirability, feasibility and viability. It is worth giving a try. It is important that if one idea fails, an entrepreneur should take up another idea. It is okay to fail early and fail fast. So, that it gives you chance to recover and start working on next idea. Not all ideas will succeed. It does not mean that you do not need to take chances."

## Entrepreneurship is about passion & personality driven



(From left) Harish Vaidya, Nitin Bawankule, Dipankar Bose, and Chatterjee and Natarajan S during Consortium 18 programme organised by VNIT.

KISHAN SAHU  
NAGPUR, MARCH 10

were Director, E-Commerce, Retail, online classified, Technology at Google India, Nitin Bawankule, Director, Strategy and Planning, Just Infa Natarajan S, Creative Director, Discovery India, Dipankar Bose, Business coach and former country director - Infos HP India Amit Chatterjee, Anchor and writer Harish Vaidya moderated the event.

## 'Have passion, follow heart for success'



VNIT's Event Gives Students Inspiration

## 'Vision is important for entrepreneur to succeed'

KISHAN SAHU  
NAGPUR, MARCH 10

"It is important for any entrepreneur to have a vision to succeed. An individual should also self evaluate as to why does he want to be an entrepreneur. There should be foresightedness to it as well", said board member of Serviceberry Technologies Pvt Ltd and former country director (sales) of HP India Amit Chatterjee, speaking exclusively to Lokmat Times. Chatterjee was in the city to participate as a panelist in 'CONSORTIUM-2018', an annual Entrepreneurship Summit organised by E-Cell of VNIT.

If the vision is solid, then pursue that vision with passion. It is also important for an entrepreneur to be patient, Chatterjee added. Talking about the challenges faced by entrepreneurs, Chatterjee said that the business models are neither robust nor practical. The anticipation is also not clear. Even if the idea is good and scalable, there is problem in funding as well. The estimation of all these parameters goes missing in lot of ventures.



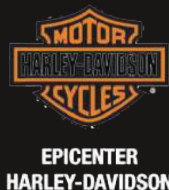
Entrepreneurs get carried away very easily. Lack of a formal setup, challenges of funding are other important challenges faced, he said. Today, entrepreneurship in India is still seen as a risk. However, it is important for an entrepreneur to take risk and chances in order to succeed, said Chatterjee. Talking about the condition of entrepreneurship in India, Chatterjee added that it has grown a lot especially in the last few years. It is still evolving. So, it is the need of the hour to set up more entrepreneurship centres, awareness, evangelisation and if the government can come up with more policies for them it will be helpful. "I do not see failure as a problem. It is an opportunity. It is important for an entrepreneur to learn from his mistakes and not be foolish", he added.



# PAST SPONSORS



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# CONTACT DETAILS

**EVENT MANAGERS NEO**

**MAYUR  
SHEGOKAR**

+91 7020625931

**TANMAY  
NAGRALE**

+91 9146188972

**MITALI  
KHODKE**

+91 9309576732

**SIDDHESH  
DUMBRE**

+91 7057997990

**CORE CO-ORDINATOR ECELL VNIT**

**MORE INFORMATION**

**VISIT US**

**[neo.ecellvnit.org](http://neo.ecellvnit.org)**

**MAIL US**

**[neo@ecellvnit.org](mailto:neo@ecellvnit.org)**