A.H.M.'s

ANJUMAN ARTS, SCIENCE AND COMMERCE COLLEGE, BHATKAL

(AFFILIATED TO THE KARNATAKA UNIVERSITY, DHARWAD)

Accredited "B" Grade by NAAC

Project Work

Enterpreneurship

B.COM. II SEMESTER

2022-23

ANJUMAN ARTS, SCIENCE AND COMMERCE COLLEGE, BHATKAL

Department of Commerce

Class: B.COM. II Sem **Subject: Entrepreneurship**

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ANJUMAN ARTS, SCIENCE, COMMERCE COLLEGE

AND P.G. CENTRE, BHATKAL

COMMERCE PROJECT WORK

2022-2023

Student Name	Safyan
University Seat No.	U02JK22C0023
Class	BCom II

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DEPARTMENT OF COMMERCE

CERTIFICATE

This is to certify that Mr./~~Miss~~......Baiyan.......................................is the bonafied student of our college studying B.Com....II........ semester has carried out field visit as prescribed by the syllabus Karnatak University Dharwad & submitted the report for the partial fulfilment of **Entrepreneurship** for the academic year 2022-2023

Staff member in charge

Head of the Department

U02JK22C0023
University Seat No.

Examiners 1)

Examiners 2)

Valid

Explain the characteristics of successful enterpreneurs

Here are six characteristics of successful entrepreneur.

1. Visionary thinking :- they possess a clear vision of what they want to achieve and are able to articulate it convincingly

2. Risk Taking: They are willing to take calculated risk and make decisions in uncertain situations.

3. Resilience: They bounce back from setbacks and failures, learning from them rather than being deterred

4. Adaptability; They can quickly adjust their strategies in response to changing market conditions or unexpected challenges.

5. Leadership; They inspire and motivate others, whether its their team, partners or customers.

6. Passion and commitment !- They are deeply passionate about their work and are committed to seeing their vision through to fruition, often going above and beyond to achieve success.

1- Identify the business opportunities for the foll-owing

A) Ban on plastic bags :-

Alternative bag production :- Businesses can focus on manufacturing and supplying reusable-e bags made from materials like cloth, jute or biodegradable plastics. This sector has seen growth as retailers and consumers shift away from single use plastic.

B) Frequent power failure :-

Backup power solutions :- Businesses can capitalize on the need for reliable power by offering backup solutions such as generators, un-interruptible power supply (UPS) systems and solar powers system with battery backup

- Energy storage Solutions :- Developing or selling energy storage system that can store excess energy during times of power ~~time~~ availability and release it during outages can be lucrative This includes technologies like battery storage so-lutions

C) Stressful life :-

Wellness and mental health :- There's a growing demand for services that promotes mental and emotional well being, such as counselling, therapy mindfulness training, meditation apps and stress government grands and programs:-

Financial supports and incentives from government bodies or agencies to promote innovation and economic development, often with specific eligibility criteria and regulatory compliance.

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COMMERCE PROJECT WORK

2022-2023

Student Name	Shubhnath L
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Class	U02JK22C0032

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Staff member in charge

Head of the Department

University Seat No. U02SK22C0037 Examiners 1)

Examiners 2)

Valued

ENTREPRENEURSHIP ASSIGNENT cum SEMINAR :-

1) Explain the characterstics of succesful entrepreneurs

→ Visionary Thinking:- They have a clear vision and picture of what they want to achieve and. are able to articulate it.

Risk taking :- They take calcuated risks and make quick descisions in uncertain situations.

Leadership:- They have great Leadership skills and they inspire and motivate others

Adaptability:- They can quicqly adjust and adapt to their strategies in the changing market conditions,

Resilience:- They bounce back and make a comeback from their setbacks and failures

passion:- An Sucessful entrepreneur is always passionate:-

Commitment : They are deeply commited to seeing their vision through the future and have the mindset of never giving up.

2) Identify the business oppourtunity for the followings

⟹ Ban on plastic bags :

The business opportunity that we can create in this situation is starting and making avaible an substitute for plastic bag which is not to expensive and bio-degrable For example we can start producing cotton and Jute bags paper bags and rope bages etc as an alternative and cope with the situation.

⟹ Frequent power failure :

In this situation we must opt for backup power solutions such as generators ups and solar power stations with niche marketing you have a possionate user base but limited capital to Expand features and user aquisition.

Choosing Equity financing.

Control:- you might need to share decision making with investor

Risk:- Less financial pressure initially Repayment into fixed repayment.

Debt financing:

Control:- you maintain control over the platform direction

Risk:- Fixed look repayment could restrict resorce.

Recomdations:-

The ~~Intat~~ initial investment contuel useracquation and Platform development for furter Scaling Invetor with experience in the Socical media Land Scape could be valuable partners!

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COMMERCE PROJECT WORK

2022-2023

Student Name	IBRAHIM ANEEQ
University Seat No.	U02JK22C0037
Class	B.Com II

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Staff member in charge

Head of the Department

University Seat No. U02JK22C0037 Examiners 1)

Examiners 2)

Valued

Explain the characteristics of sucessful entrepreneur.

=> a) visionary Thinking.

They process a clear vision of what they want to acheive and are able to articulate it convincingly.

b) Risk Taking:-

They are willing to take calculated risks and make decisions in uncertain situation

c) Resilience:-

They bounce back from setback and failures, learning from them rather than being deffered

d) Adaptability:-

They can quickly adjust their strategies in responce to changing market conditions or unexpected challanges

e) leadership:-

They can quickly adjust their strategies in response to changing market conditions or unexpected challenges.

Debt financing:-

Description:- you can secure a bank loan of \$ 5,00,000. with a 5% intrest rate over 5 years, using your company's assest as colletral.

Implications:-

- control :- You maintain full control over the companies operations and decision making process.
- Risk :- The primary risk is financial, if you fail to make timely repayments, your assets maybe seized by the bank
- Repayment :- you have fixed monthly payment starting imediatly, which can stain cash flow during early stages growth.

Equity Financings.

Description :- you negotiate with a venture capital firm to intrest \$ 5,00,000 in exchange for a 20% equity stake in tech innovation Inc.

Implications:-

~~control :- you maintain full control~~

- control:- you may have share control and decision making with the venture capital firm, as they typically have a say in major strategic decisions.
- Risk:- The risk is shared, ~~as~~ the venture capital firm shares in both the successes and failures of the business.
- ~~Rep~~ Repayment :- There are no fixed repayments obbligations insted the venture capital firm expects a return on their investment through future profit or a liquidity event [eg aqulition or IPO]

What are the source of finance for entrepreneurship? explain.

1) 1 case study on Debt vs Equity financing.

- Scenerio:- your startup is at a crossroads where you must decide between debt and equity financing.
- Question.:- compare and contrast debt and equity financing for start ups. Based on a hypothetical business situation, which option would you choose and why? consider the implecations for control, risk and repayment.

Source of Entrepreneurship are:-

1) personal savings:- Funds invested by the entrepreneurs from their own savings or assets.

2) Family and friends:- loans:- from banks or financial institution, typically secured against bussiness asset

3) Bank loans:- Traditional loans from banks or financial institutions, typically secured against business assets.

4) Angel invests- :- Individual who invest their own money in startup in exchange for equity or convertible debt.

Scenario:- your startup, Tech innovations inc, has developed an innovative software solution for small business and is ready to scale operation. you need $500,00 to fund production, marketing, and initial operations.

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COMMERCE PROJECT WORK

2022-2023

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University Seat No.	~~U20~~ U02JK22C0043
Class	B.com II Sem

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Staff member in charge

Head of the Department

University Seat No. U02JK22C0043

Examiners 1)

Examiners 2)

Explain the characteristics of successful entrepreneur.
The skill required to be ~~succehd~~ successful enterpreneur.

1. Creativity: Enterpreneurs need to be able to think out and come up with innovative idias. ~~for~~
for example: steve jobs was known for his creativity in develeping product like the ipod & iphone.

2. Adaptability: Enterepreneurship is often ~~of~~ unpredictable and received the ability to adapt to changes in the market & business environment.
For example: Jeff bezoz changes his idia accelabity to change in the market like online bookstore, globle e-commece

3. Risk-taking: Eenterpeneurs need to be comfortable with taking calculated risk & making decision in the face of uncertainity

4. leadership: Enterpreneurs need to be able to inspire and lead their team to achive their business goals. an ~~example~~ example of successful enterpreneur ~~leer~~ leader is Rochard branson, who has builet a diverse ~~pro~~ portfolio of companies under the virgin brand.

5. communication: enterpreneurs need to be able to communicate their vision and idias clearly to investors. employees. and customer operation winfrey is known for her communication skills.

6. Financial management: Eentrepreneurs need to have a strong understanding of finance and be able to manage their business finances effectively.

Identify the business opportunities for the following.

* Ban on plastic bags.
* Reusable Bag production:
* opportunities: Manufacture and sell reusable bags made from eco-frantly materials like cotton, jute, henap fabrics
Example: launch a brand that offers stylish, durable and customizable reusable bags for groceries shopping & daily use.
* Relavance: with the ban plastic bags, consumers and businesses will need alternatives reusable bags are a practical & sustainable option that can cater to both individual ~~cutho~~ customers & large retailers.
* Biodegradable Bag manufacturing:
* opportunity: Develop & market biodegradable bags made from materials such as ~~cor~~ cornstrachs cossava or other plant based polymres
Example: create a line of biodegnable bags that decomposes naturally, ~~tro~~ tolongating retailers and customers looking for eco-friendly alternative.
* Relevance: Biodegradable bags provid an ecofriendly solution that can replace single use plastic bags, appleasing to environmentally conscious consumers and businesses that want to comply with new regulations ~~which~~ while minimizing their environmental impacts.
* Retail & wholesal of eco-friendly products:
* opportunity: open retail stores or online platforms ~~specia~~ specializing in the ecofriendly products, inculding reusable bags, biodegradable packaging and other sustainable goals.

Case Study on Debt vs. Equity financing.

o. Scenario: Your startup is at a ~~co~~ crossroads where you must decide between debt and equity financing.

o. Question: Compare and contrast debt and equity financing for startups. Base on ~~a~~ hypothetical business situation, which option would you choose and why? consider the Impliation for control, risk, and repayment.

Debt financing:

1. Pros:
- Retain ownership and control
- Fixed repayment schedule
- Tax deductible interest

1. Cons:
- High interest retes may apply
- Risk of bankruptcy if unable to repay

Equity financing

1. Pros:
- Access to capital without debt obligations.
- Shared risk with investors.

Cons:
- high expenctations for returns
- potential for conflicting interests