

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are silhouetted against a vibrant sunset sky with orange, pink, and blue hues. The perspective creates a sense of height and scale.

Entrepreneurship Development

Becoming an entrepreneur in India

Who is an entrepreneur?

- A person who
 - sets up a business or businesses,
 - taking on most of the financial and other risks,
 - in the hope of profit/surplus,
 - enjoys most of the rewards from such business or businesses
- Creates new ideas pertaining to
 - New goods or products or services or procedures
 - Improving existing goods or products or services or procedures
 - Creates employment opportunities

Businessman vs Entrepreneur

Businessman	Entrepreneur
Existing Business Ideas	New Business Idea
Innovation potential is limited	Innovation is the driving factor
Demand for line of products/services is high	Demand for line of products/services is low
Competition exists	Competition may or may not exist
Profit Focused	Market Focused
Relatively less risky	Relatively more risky
Seeks Market Share	Seeks Market Creation

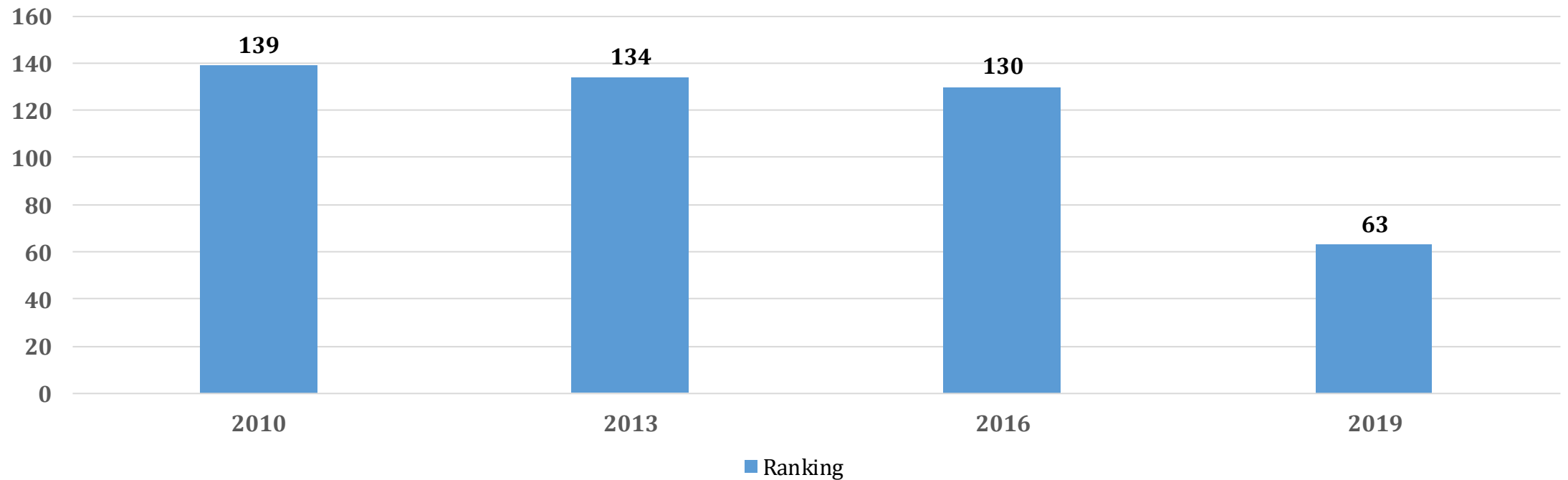


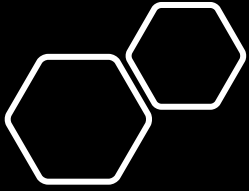
What it takes to be an entrepreneur?

- Determined Mindset
 - Ambition and Passion
 - Clear set of goals and objectives
 - Knowledge of the target environment
 - Good Soft-skills
 - Idea about important laws and statutes
-

Opportunities in India

Ease of Doing Business Ranking





Sectors of Indian Economy

- Primary Sector
- Secondary Sector
- Tertiary/Service Sector
- Quaternary/Knowledge Sector
- Quinary Sector

Business Environments

Macro Environment

- Political
- Economic
- Socio-cultural
- Technological
- Legal
- Environmental

Micro Environment

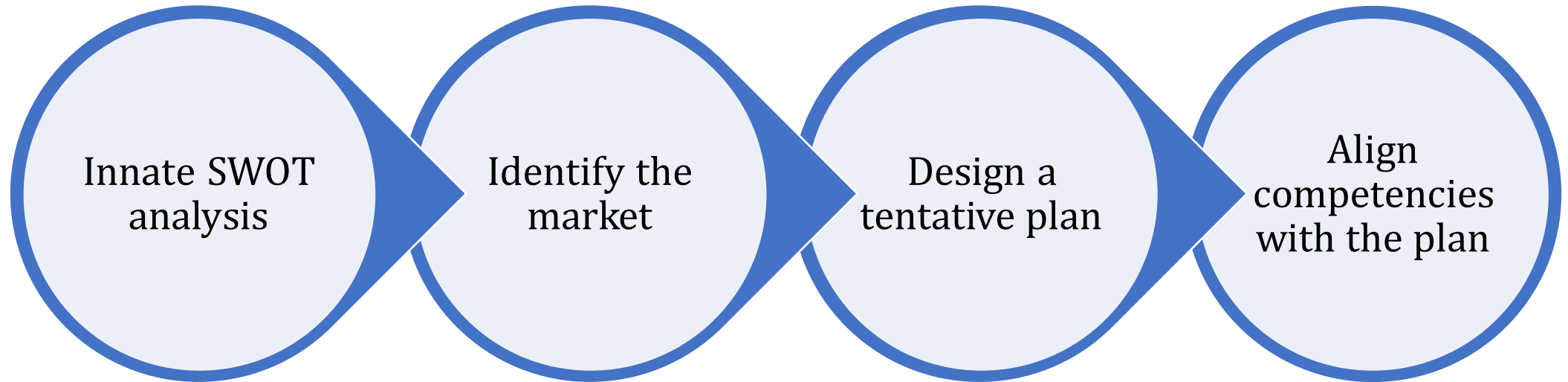
- Competitors
- Organisation
- Suppliers
- Market
- Intermediaries
- Customers

An abstract graphic featuring a large circle with a white center. The circle's border is composed of several concentric, wavy bands in shades of blue and green, creating a sense of movement and depth.

Entrepreneurship

Let the journey begin

The Fundamentals



- Needs and expectations
- Trends and patterns
- Pitfalls

Preliminary aspects

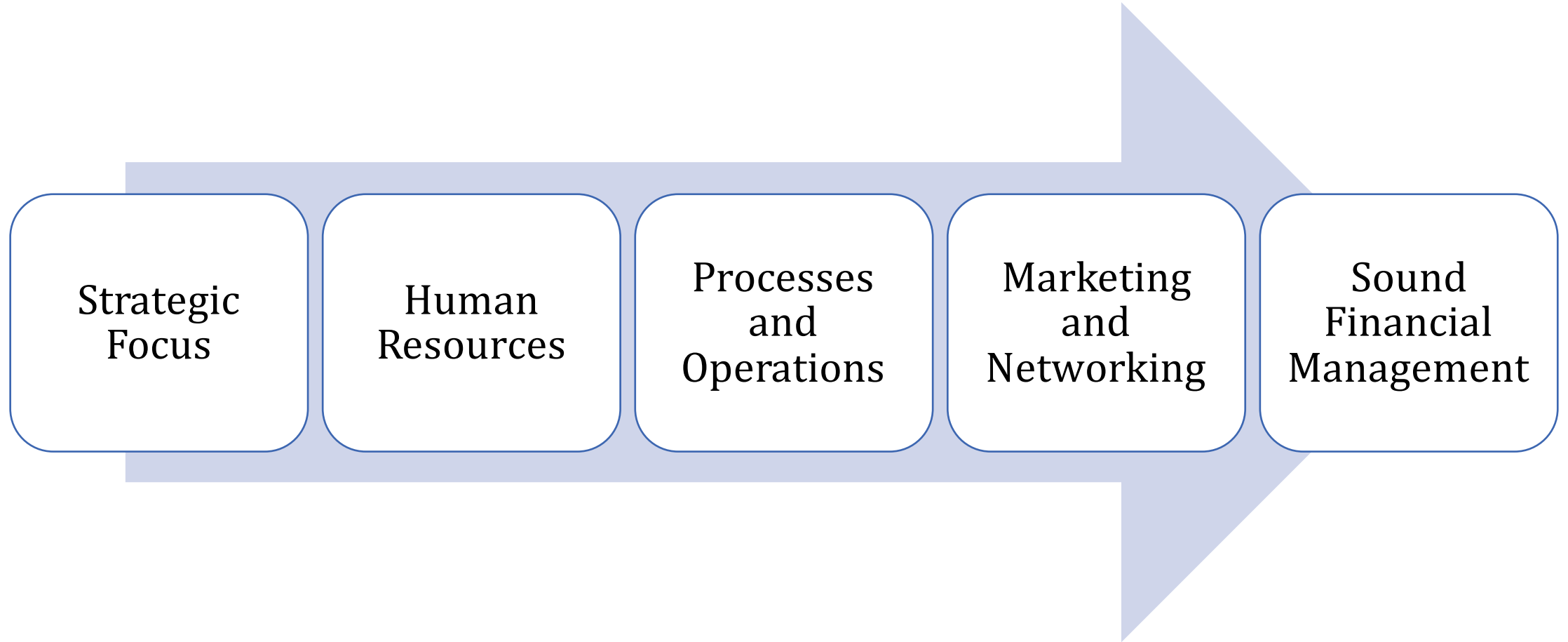
Business Areas

- Area of products/goods/services
- Suitable partnerships or collaborations
- Type of legal entity

Budget

- Initial Budget
- Capital Requirements
- Operating Costs
- Compliance Costs

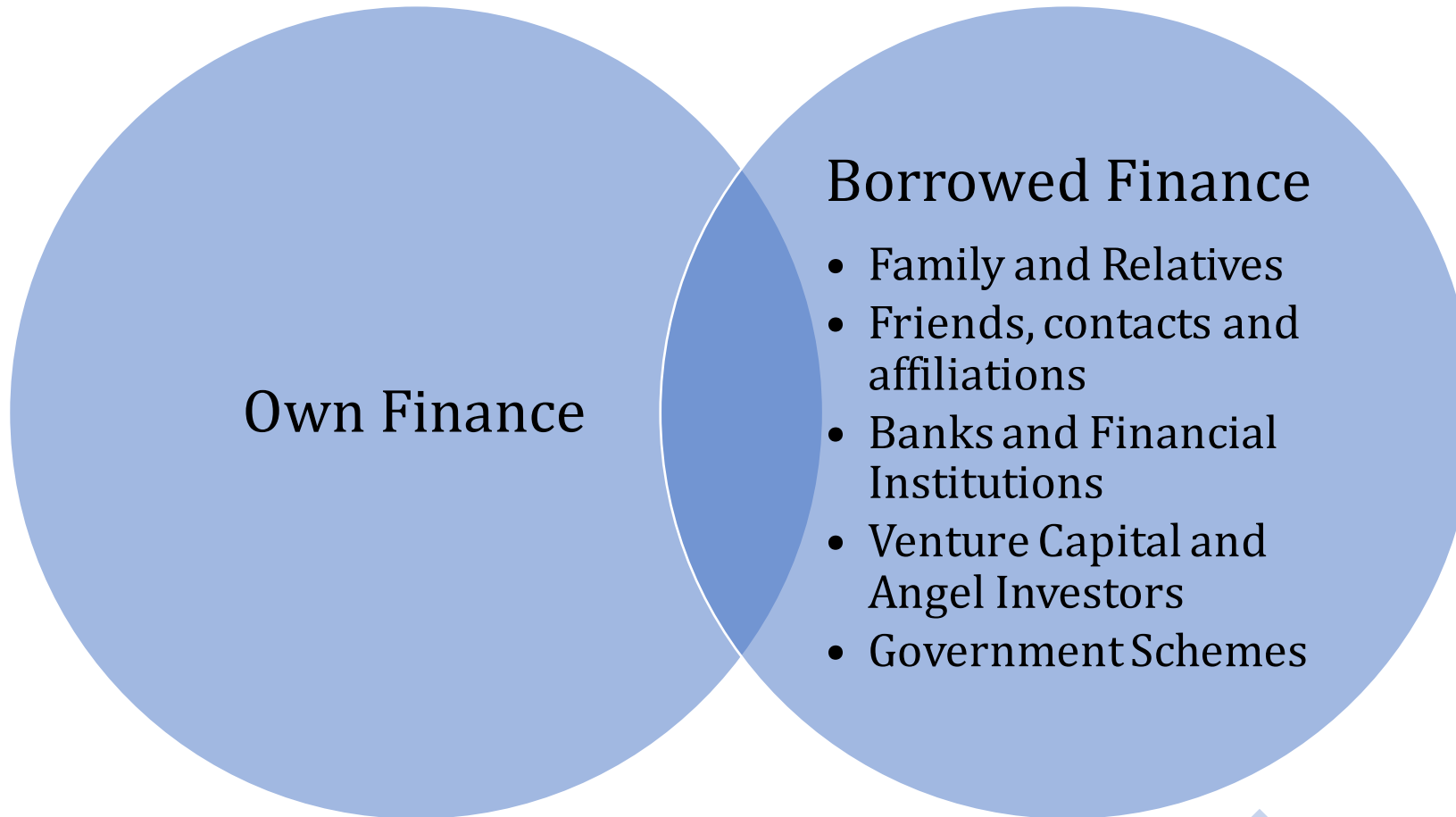
Key Success Factors



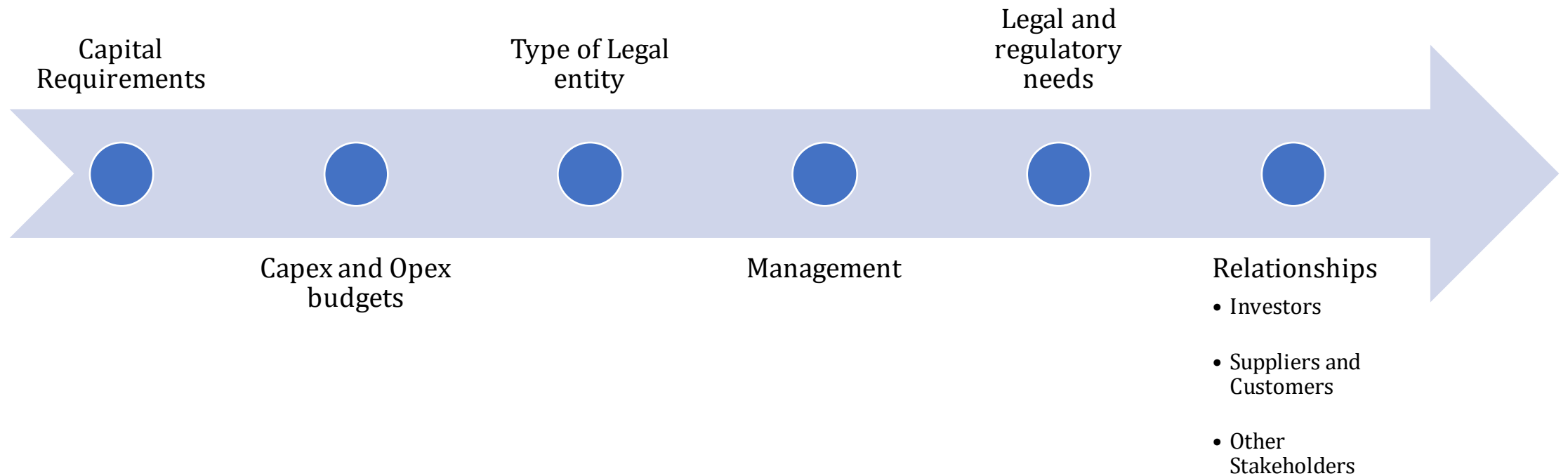
Legal Entities in India

- Individual
- Sole Proprietorship
- Partnership Firm
- Limited Liability Partnership
- Association of Persons/Body of Individuals
 - Commercial entities
 - NPOs and Societies
- Companies
 - Private
 - Public

Sources of Financing



Key Considerations



Why we need entrepreneurs?

- Creating more new businesses
- Creating new markets
- Employment generation
- Transforming novices to experts
- Adding to National and Per Capita Income
- Add to stakeholders' wealth
- Increased Social Responsibility Activities

Initiatives in India



**Start-up
India
initiatives**

**Schemes for
MSMEs**

**Foreign
Trade
Policies**

**Foreign
Direct
Investment
Policies**

**Training and
Development
programmes**

**Tax and
Labour Law
reforms**

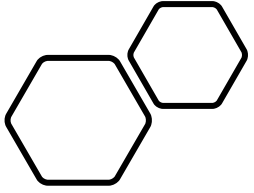
Why do startups fail?

- ✓ Poor co-founders' agreement
- ✓ Not aligning Capital with type of legal entity
- ✓ Not seeking appropriate Legal Consultation
- ✓ Poor Financial Management
- ✓ Improper budgeting of opex and capex
- ✓ Improper timing of selloffs, share issues

Role of Educational Institutions

- Build Leadership qualities and risk-taking appetite
- Encourage innovations and new ideas
- Prepare entrepreneurs for uncertain future
- Ensure greater chances of start-up success
- Projects resembling real life scenarios
- Mentorship and guidance
- Value added and certificate courses





Questions ?





Thank You

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