

1. Title	Entrepreneurship
2. Objectives	Entrepreneurship is a prime catalyst for Job Creation, and in today's world we witness a strong upward trend line between entrepreneurship & employment growth. And this contributes greatly to the overall development of the economy, be it factor-driven economy or efficiency-driven economy or innovation-driven economy, mainly through the process of structural transformation. At Al-Ameen Institute of Management Studies we recognize this importance and so believe in facilitating "Job Creation" rather than job chasing. Entrepreneurship is vital for stimulating economic growth and employment opportunities in society, especially in countries like India where successful small business are the primary engines of "Job Creation" and poverty reduction. Irrespective of the degree of success, successful entrepreneurs share certain personal attributes like creativity, dedication, determination, flexibility, leadership, passion and self-confidence. Growing a business requires a diverse set of skills, but the one trait that ties them all together is leadership. Entrepreneurs transform an idea into a product or service that has value to customers. Each step in the process from creating the business plan to achieving profitability calls for a range of organizational and interpersonal skills, all of which depend on leadership. Important entrepreneurship skills run the gamut from understanding the risks versus rewards of the business venture, to having a plan in place for responding as circumstances change. Thus, we believe that the most important factor for a successful entrepreneur is to be aware of the strengths & skills and to build on them.
3.The Context	The challenging issues that had to be addressed in designing and implementing the practices were that B-Schools graduates' placements are subjected to business life cycles. The phase of recession and the companies not visiting the campus for recruitments gave us a dire need for establishing an "Entrepreneurship Development Cell". Identifying entrepreneurs to share their success stories was initially a bit cumbersome but over a period of time we have developed contacts with Entrepreneurship Development Institution of India (EDII) and Association of Women Entrepreneurs of Karnataka (AWAKE) which has come to our rescue. With the result we have been able to organize regular workshops, seminars and guest lectures. Further, students initially did not exhibit much of an enthusiasm when we introduced the Entrepreneurship Development Cell, as it was not a part of the curriculum prescribed by Bangalore University but over a period of time the students accepted it voluntarily after being informed of the prospects of Entrepreneurship. Entrepreneurs need certain capabilities & skills to make their businesses thrive like

	Leadership, Interpersonal Communication, Organizational Behaviour, Business Strategies, Collaboration & Project Management to establish relationships with managers, investors, partners, and stakeholders that Business Schools are instrumental in spurring and enhancing their skills.
4.The Practice	At the institution we have conducted guest lectures, seminars, workshops by inviting successful entrepreneurs to share their hands-on experiences. Our library subscribes to the magazine “Entrepreneur” which showcases the most interesting stories around entrepreneurship, brings glimpses of what leading entrepreneurs and investors believe, and a lot of “How-to” features to make us understand the business nuances. The magazine brings us face-to-face with the amazing world where entrepreneurs have launched ideas and businesses that have changed the way we approach everything – our buying behavior, entertainment, travel, work and life as a whole bringing brilliant things, reinventing ideas and reimagining markets. They say that we are limited only by our own imagination. We want our students to be motivated by a new league of sharp entrepreneurs with fire in their bellies who will soon influence the Indian masses to imbibe an entrepreneurship mindset. This will no doubt have a lasting impact on the way entrepreneurship is regarded not just at the top, but at the bottom of the pyramid as well. We also subscribe to a Journal “The Journal of Entrepreneurship” We are conducting a three-day Entrepreneurship Awareness Certification in association with EDII. The Entrepreneurship Development Institute of India is an autonomous body and not-for-profit institution, set up in 1983, sponsored by apex financial institutions and registered under Societies Registration Act 1960 & Public Trust Act 1950. EDII’s works like a catalyst in facilitating emergence of competent first generation entrepreneurs and transition of existing SMEs into growth-oriented enterprises through entrepreneurship education, training, research and institution building. The EDII has been spearheading entrepreneurship movement throughout the nation with a belief that entrepreneurs need not necessarily be born, but can be developed through well-conceived and well directed activities. We are observing “Entrepreneurship Week” for our students to practically simulate the entrepreneurship classroom learning experience. We are also members of NEN (National Entrepreneurship Network) to hand hold the entrepreneurial incumbents’. The National Entrepreneurship Network (NEN) is Wadhvani Foundation’s flagship initiative in India, established in 2003. Its mission is to inspire, educate and support high potential entrepreneurs while driving entrepreneurship as a catalyst to create millions of high-value jobs. NEN does this by building institutional capacity for entrepreneur support

	and a robust entrepreneurial eco-system. This is primarily achieved by : 1. Building content, curriculum and pedagogy for entrepreneur education and support. 2. Developing and training a premium network of educators and mentors. 3. Expanding entrepreneurs' access to capital, technology and expert networks. Thus Entrepreneurs play an important role in growing and sustaining the economy. We have seen world over that the technologies pioneered by entrepreneurs have created entire industries, including smartphones, wireless products, online retail, social media, and streaming entertainment.
5. Evidence of Success	Most of our students come from families with business background and this is a healthy atmosphere promoting the spirit of entrepreneurship. Our Alumni have made us proud by proving to the world that they are in a position to offer jobs It's always a team of skilled professionals who have made the brand a success while working on the vision & idea of the entrepreneur. To ensure that your ideas are put into action, to develop products & or services, you need to be a good manager. Someone who can guide while executing the strategy as planned to get things done. But at the same time, you need to inspire those around you to believe in your idea as much as you do too. How people feel about you & your company plays a crucial role in laying the foundation for your business success. Well, to succeed in the long run, Entrepreneurs need to be good managers and great leaders. The list of our students turned entrepreneurs is as below : 1) Shah Nizamuddin Foujdar MBA 1997-98 Batch M/s. New Verbals Consultancy Consultancy 2) Hanees K P MBA 2007-2008 Batch M/s. M. K Ahmed Bazar 3) Mohsin Khan MBA 2009-10 Batch M/s. Skillsco Training & Development Consultancy 4) Khader Basha MBA 2005-06 Batch M/s. Branding & Advertisement Export, Digital Marketing & Strategic Planning

- 5) Muhammed Thehadeer
MBA 2010-11 Batch
M/s. Al Suwairi Tourism,
Sharja
Tourism
- 6) Shahid Bari
MBA 1996-97 Batch
M/s. Elite Consulting Services,
Koramangala
Consultancy
- 7) Ibrahim Suleman Adam
MBA 2015-16 Batch
M/s. Yaha Company, Sudan
Wholesale Ready Made Garments
- 8) Salman Khan
MBA 2015-16 Batch
M/s. Yaseen Khan & Sons, Bangalore
Plastic Scrap Merchant Polymers
- 9) Khaja Moinuddin
MBA 2014-15 Batch
M/s. Khaja Fishery, Cintamani, Karnataka
Fishery
- 4) Haseeba Firdous
MBA 2013-14 Batch
M/s FRILL4U, Bangalore
Ladies Boutique (online & retail)
- 5) Mohammad Hyder
MBA 2013-14 Batch
M/s Arabian Smoothie, Bangalore
Pulp Juice
- 6) Mohammed Hasham
MBA 2013-14 Batch
M/s. Mohammed Real Estate, Chickmagalore, Karnataka
- 7) Mohammed Noaman
MBA 2013-14 Batch
M/s. Continuum Business Solitions, Cochin, Kerala
BPO
- 8) Shaik Zubair
MBA 2013-14 Batch
M/s. Sheik Peer Enterprise, Bangalore
Retail Iron & Steel Rods
- 9) Tahir Ahmed
MBA 2013-14 Batch
M/s. Emcee Ahmed, Bangalore
Anchoring & Event Management

- 10) Mohammed Akheeb Ahmed
MBA 2012-13 Batch
M/s. H.A.N. Traders, Tumkur
Wholesale Dealers of Arecanut
- 11) Mohammed Shahbaz Khan
MBA 2012-13 Batch
M/s. Shahbaz Developers, Bangalore
Construction of Buildings
- 12) Nadeem Khan
MBA 2012-13 Batch
M/s. S. H. Timbers, Bangalore
Dealers in Wood & Timber
- 13) Mohammed Farhan Hussain
MBA 2008-2009 Batch
M/s. Excel Construction Company, Mysore
Civil Contractor
- 14) Azhar Ahmed
MBA 2007-08 Batch
M/s. Azhar Developers & Builders, Bangalore
Developers & Builders
- 15) Khasim Qadir
MBA 2007-08 Batch
M/s. United Streak, Bangalore
Manufacturers, Distributors & Export of Garments.
- 16) Mohammed Yaser Shariff
MBA 2007-08 Batch
M/s. James Bond Dry Cleaners, Bangalore
Dry Cleaning
- 17) Shah Nizamuddin Mujahid
MBA 2007-08 Batch
 - a) M/s. People Lead Consulting Pvt., Ltd., Bangalore
Leadership Assessment Training
 - b) M/s. Non-Verbal Consulting Pvt., Ltd., Bangalore
HR Consulting
- 18) Syed Kazim
MBA 2007-08 Batch
M/s. United Streak, Bangalore
Manufacturers, Distributors & Export of Garments.
- 19) Syed Usaid
MBA 2007-08 Batch
M/s. Alvi Developers, Channapatna, Karnataka
Real Estate
- 20) Abid Peraiya
MBA 1996-97 Batch

M/s. Relish Agro Food India Pvt., Ltd., Gujarat
Frozen Fruits & Vegetables

- 21) Aga Sajjad
MBA 1996-97 Batch
C2C Brand Consultancy, Bangalore
Brand Development at International Schools
- 22) Syed Aleem Hussain
MBA 1999-2000 Batch
M/s. Blueleaf Software Technologies Pvt., Ltd., Bangalore
SAS Startup
- 23) Hafeez
BBM 2013-14 Batch
a) M/s Blessed Footware,
Bangalore
Wholesale Footware

b) M/s FOOTZ, Nagarbhavi
Retail Footware
- 24) Ismail Zabiulla
BBM 2013-14 Batch
M/s. Craze, Bangalore
Car Accessories
- 25) Mohammed Mursalin
BBM 2013-14 Batch
M/s. Shinaiz Enterprise, Bangalore
Manufacture of Artificial Fibers
- 26) Mohammed Nawaz Ahmed
BBM 2013-14 Batch
M/s. Arfa Switch Gears, Bangalore
Manufacture & Supply of Agricultural Panel Board
- 27) Mohammed Shuaib
BBM 2013-14 Batch
M/s. Husna Flowers & Fragrance
Perfume Manufacturers
- 28) Shais Abdulla Cheeda
BBM 2013-14 Batch
M/s. South Green Laptop Enterprise, Bangalore
Online Reselling of Laptops
- 29) Syed Ebad Sani
BBM 2013-14 Batch
M/s. Ibrahim Mango Mandi & Plantation, Channapatna, Karnataka
Plantation & Wholesale Mango Dealers
- 30) Syed Irshad
BBM 2013-14 Batch
M/s. Bismillah Mobile Care, Bangalore

Mobile Outlet

- 31) Mohammed Umair Ansari P K
BBM 2012-13 Batch
M/s. Indian Trading Co., Bangalore
Dealers in Hardware
- 32) Mohammed Hashim
BBM 2012-13 Batch
M/s. Maaz Steel Traders, Bangalore
Dealers in M.S. Rail Angles, Angle Racks and all types of scrap
- 33) Mohammed Noeman P
BBM 2012-13 Batch
M/s. Alpha Enterprises, Bangalore
Dealers in Hardware & Paints
- 34) Asim G M
BBM 2011-12 Batch
M/s. Kwaliti Leathers, Ambur, TN
Leather Dying
- 35) Athiq Khan
BBM 2011-12 Batch
M/s. Mamun Solutions, Bangalore
HR Consultant
- 36) Imtiaz Sharieff
BBM 2011-12 Batch
M/s. Super Auto Consultants, Bangalore
Buying & Selling of Autos
- 37) Mohammed Ismail Salman
BBM 2011-12 Batch
M/s. New Indian Perfume Works, Bangalore
Manufacturing & Sale of Agarbatti & Perfume
- 38) Naveed Mehboob
BBM 2011-12 Batch
M/s. Infii Solar Power System, Bangalore
Manufacture of Solar Power System Units
- 39) Waseem Akram
BBM 2011-12 Batch
M/s. M. S. Timber Wood, Bangalore
Dealers in Timber Wood
- 40) Maqsood Pasha
BBM 2007-08 Batch
a) M/s Fathima Enterprises, Bangalore
Distribution of plastic caps & bottles

b) M/s Supeme Enterprises, Bangalore
Manufacturing of plastic caps

c) M/s Apple Aqua, Bangalore

	Package Drinking Water 41) Nagodariya Hadish Hanif BBM 2007-08 Batch M/s. Azhari Communications, B'lore IT Networking & Security Surveillance Service Providers 42) Syed Bukhatir Hassain BBM 2007-08 Batch M/s. LAZARA Pvt. Ltd., West Yorkshire, UK Distribution & Freight 43) Zeeshan Hassan BBM 2006-07 Batch a) M/s. Bhukkad, Bangalore FMCG b) myphoolwala.com, Bangalore e-commerce 44) Mohammad Umair BBM 2001-02 Batch M/s. Funs Tines, Bangalore Consultancy 45) N. Sharief BBM 1993-94 Batch M/s. TMA Hospitality Services Pvt., Ltd., (Ammi's Biryani) Now Sharieff Bhai's Hospitality Industry 46) Arshad Khan BBM 1995-96 Batch a) M/s. Hitech Systems, Bangalore Provides Systems & Printers for Hire b) M/s. Asian Copier, Bangalore Provides Asian Copiers, Hitech Systems & Large Printers to Corporates for Hire The purpose of our best practice is served going by the above list and the institution is delighted even if it churns out one entrepreneur out of 240 students graduating each year.
6. Problems Encountered and Resources Required	
7. Any other information about Best Practices	