

Entrepreneurship Talk Series

Learnings & Insights – Vol 1.0



A documentation of key
insights from the sessions.

Initiated By



Collaboration Partner



**Boston Center for
Entrepreneurship & Leadership**

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Introduction

BIC Startups, Skill Lab, and Boston Center for Entrepreneurship & Leadership are jointly organising 'Entrepreneurship Talk Series' through the use of ZOOM software. The program was launched on April 3, 2020 amid lockdown. The main purpose of the program is to start an entrepreneurial discourse and to expedite the process of building a startup ecosystem in Bharatpur city. Additionally, the program aims to create knowledge and insight in the field of entrepreneurship.

The program has successfully conducted more than 20 sessions and prides upon a professional organisation of talk program with engagement of more than 25 team members from the BIC Startups, Skill Lab and Boston Center for Entrepreneurship & Leadership. The program has an average of 70 plus participants directly participating through ZOOM. The program is also live-streamed most of the time on Facebook pages of BIC Startups, and Skill Lab. Combining the participants in live streamed videos, we have an average of 95 plus participants per session.

The program has also received ample media coverage at local and national level. Sauraha Online, Kalika News, Narayani Online and Khabar Prawaha are the local online media that have covered our news story. Naya Patrika has also featured our program at national level and Kalika FM has aired our news on radio at regional level.

Media Mentions



Team Members

Program Concept



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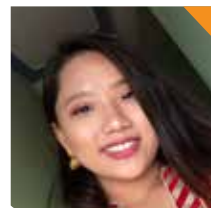
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Message from BIC Stratups

We launched BIC Startups officially on February 7, 2020 amid a 'Storytelling for Effective Leadership and Mentoring' program. Since then we have so far completed three milestones to engage entrepreneurial minds: conducting research to understand their perspectives, organising 'Entrepreneurship Talk Series' Program and simultaneously running a '10 Weeks Startup Challenge' program where participants can build on their innovative ideas and create their own startup ventures.

We started the 'Entrepreneurship Talk Series' program in order to begin an entrepreneurial discourse at Boston International College. Personally, I am really proud to identify myself as an organiser of this talk series program. This program has given me immense pleasure and satisfaction, particularly because of the engagement of Boston Center for Entrepreneurship and Leadership members and this program evolving as a learning platform for them to build managerial skills. We want to take this program forward, as a platform for continuous learning and self-discovery so that we can set a benchmark for ourselves.

-Prem Gaire, Head - BIC Startups

Message from Skill Lab

Skill Lab an educational venture on Skilling, Re-Skilling & Up-Skilling next generation Nepalis to reduce the academia-industry gap in the country by collaborating with like-minded academic institutions, corporate and individuals. We achieve employment and self-employment by engaging with successful people for their presence in the academic institution as a Guest Speaker, Mentor and Learning Engagement Coach in cooperation with 40+ organizations. We work to improve employment, employability and life skills of over 5000 youths annually.

We collaborated with BIC Startups and Boston Center for Entrepreneurship and Leadership, in organizing this talk series program so that we can foster and engage in entrepreneurial learning in Bharatpur City. We support this program through consulting and advising based upon ecosystem approach. We are really amazed to see its success through the joint efforts of the partnering organizations.

Nanda Kishor Mandal, Founder Director - Skill Lab

Message from Boston Center for Entrepreneurship & Leadership

Boston Center for Entrepreneurship and Leadership was started on June 22, 2019 with a vision to learn and explore entrepreneurial opportunities. At the outset, we had organized minor events and activities every Friday to foster the culture of networking, leadership and teamwork. Moreover, we had successfully completed our major event i.e, Idea Pitching V1 and V2 as well as stationed Matka Chiya during 'Boston Fiesta' a mega-event at the college.

We are now in charge of the "Entrepreneurship Talk series" program which has proven to be a platform to enhance member's skills ranging from communication to technical. I'm proud to be in the position of 'Coordinator' and lead my team in organising this program. I am very much thankful to all the team members for their hard work and dedication and looking forward to making this program more innovative in the days

-Gita Gautam, Coordinator - Boston Center for Entrepreneurship & Leadership

Message from Event Head

Boston International College has been a highly innovative business school in Chitwan and we are dedicated to provide ample opportunities for students to learn and develop managerial as well as life skills. Organising events is one of the ways we impart practical knowledge to our students. I am proud to see students working together in a professional manner to conduct this program successfully weeks after weeks. I extend my warm wishes to all the team members who took this program as an opportunity to get out of their comfort zones and explore their talents.

-Sabina Sadaula, Event Head - Boston International College

How to leverage the current Corona Times for Entrepreneurship and What Lesson can we learn for the future



Thryza Dow
CEO, BlincVenture

BIC Startups and Skill Lab initiated the session by having Ms. Thryza Dow, CEO of BlincVenture to share her insights and learnings. The session was conducted over a zoom meeting hosted by Prem Gaire, Head of BIC Startups. The session started on time at 4:00 PM and had a peak of 79 participants.

Ms. Dow spoke on the effects of COVID-19 on the current business environment and how businesses can tackle emerging issues like sustainability and working from home. Her suggestions included focusing on the wellbeing of the employees and equipping them with protectives if they have to venture outside for the job. She spoke on how to maintain the customers' trust: by communicating with them and maintaining close relationships. She mentioned that this was not the time for aggressive marketing or spending on high-risk projects. Rather a wait and see approach must be adopted with the continuation of works that can be done remotely.

The discussion was mostly focussed on the below shared queries:

- Employee safety and the sustainability of the business.
- How to make sales and marketing do work from home?
- Businesses roles in the distribution of foods and medicine.
- Collection of information about social structure by the government and how businesses can assist in it.
- Faculty and colleges' roles in the current crisis to help their students.

Few majors learnings from the discussions as a feedback for future sessions are:

- Vague and farfetched questions to properly address or to accurately predict for the speaker as we had a foreign speaker.

- Despite a huge number of participants, meaningful interaction could not happen due to difficulty in understanding the wordings of the questions and repeating themes.
- The topics set forth were discussed but repetitive questions hindered the discourse.

Despite this, the feedback from the participants was very positive and highly appreciative. The current corona time presented an opportunity to be more technology oriented, show care and affection towards employees, adopt standard operating procedures and so on.

In summary, the advice to businesses was to refrain from aggressive marketing of their products.

-By Niraj Aryal

Innovating the Business Model for the Brick & Mortar Ventures



Kavyaa Rizal

Creative Director,

Utopia Nepal

The second talk session organised by BIC Startups in collaboration with Skill Lab had Kavyaa Rizal, who is the creative director at Utopia, Nepal. The session started at 11:00 AM and had a maximum of 60 participants. The speaker started with her background of how Utopia is working on solving modern urban problems and supporting collaboration to help social enterprises. Her main topic was about the crisis situation we are in and the shift in the functioning of businesses to cope up with it. She argued about the importance of not making big decisions right now, and to stop and strategize.

Ms. Rizal shared two models of innovation:

a. Human-Centered Design (Design Thinking)

This model included the ability of a business to understand its users, be it the behaviors of clients, consumers, employees or investors. Empathy and communication play important roles in this model. The two suggestions she gave were to respond to your users & have your service accessible to them.

b. Jugaad Innovation

This model embraced the eastern philosophy of frugality; of limited resources and innovating more with less. As developing countries have a volatile environment and many obstacles, problems are always changing and complexity is counterproductive. Her suggestions were of frugality, flexibility & inclusiveness.

Frugality means trying to use the least amount of resources possible to accomplish a certain task. It means doing with whatever resources you have rather than trying to find additional resources.

The main focus during the Q&A session was on ways of measuring the social impact of business, contextual examples of jugaad innovation and its implementation in the Nepalese context, and how to transition from jugaad innovation to systematic innovation.

The discussion was highly engaging with effective and impromptu responses from the speaker. The session had high-value learning with discussions happening within the premise of the topic. It is difficult to quantify the knowledge acquired through these types of sessions but we believe that participants learned quite a lot from the positive feedback received.

-By Niraj Aryal

Leveraging Digital Tools for Brand Building and Marketing



Anup Ghimire

Founder & CEO,
Viewfinders

The third session of Entrepreneurship Talk Series held on April 7, 2020 had Mr. Anup Ghimire, the founder and CEO of Viewfinders as the speaker. The session was conducted from 5:00 PM to 6:00 PM and had around 80 participants at peak.

Mr. Anup spoke about his personal business and how he built the Viewfinder company as well as other businesses like 'Wedding Dreams' and 'Comedy Circle'. He gave a short ten minutes overview into his career, present scenario and the effect of social media in his life. Then the Q&A session was conducted.

The majority of the session was interactive between participants and the speaker. The discussion mostly was focused on the points below:

- Fundamentals of brand building and how to maintain the online presence.
- What insights and tools to be used to view the effectiveness of branding.
- SEO, softwares and other digital mediums which can be freely used for branding and marketing

Mr. Anup stressed that entrepreneurship is an evolving process and therefore, businesses should reinvent themselves all the time. In the aftermath of COVID19, we can anticipate many businesses to evolve in order to adapt with the new scenario.

Mr. Ghimire suggested content-rich branding with marketing focused not only for selling purposes but also to create a brand image. Since content is the single most important part of digital marketing, he suggested businesses to post content regularly on at least three most popular social media platforms. Whatever social media platform you use, ultimately your customer will consume the contents, which can be either a photograph, video or an article.

Therefore, focus on creating high quality content to engage your customers or audience.

In regard to which social media platforms we can use for online marketing, Mr Anup suggested Facebook, Instagram and TikTok as the most effective free platforms for general purpose. However, there are several other platforms like YouTube, Twitter, Spotify and LinkedIn and so on which can be utilised based upon the nature of your product and service. Some platforms are better suited than others depending upon the nature of your product and therefore, it is important to know that in advance.

Mr. Anup also revealed that his company is using three tools for communication mainly Slack, Bitrix and Hubspot. Likewise, he also suggested that despite the lockdown, companies should be actively working on building their brand rather than being pessimistic about the scenario brought about by COVID19. He mentioned that COVID19 is not going to stay forever, and we will be back to our regular business on an optimistic note.

He argued that B2C businesses are highly reliant and can get clients from social media marketing. Citing his example of how he got the 'Wedding Dreams' going just by posting nice photographs of couples on his Facebook page and then did a Facebook boost to reach the right target market. However, in regards to B2B businesses, he stressed that personal branding is important since clients mostly come through personal connections and recommendations.

Likewise, he also mentioned that the internet has given rise to a niche market and therefore, it is important to not dilute your brand with multiple product offerings. If you try to convey the message that you are expert at everything, it will give rise to credibility issues. Therefore, it is important to brand the different Strategic Business Units (SBUs) differently.

There were numerous questions asked and a diverse set of ideas explored. The discussion was highly engaging with participants pouring in their questions and the speaker addressing them. This session gave participants a glimpse into the online marketing scene and how they might be able to leverage these online platforms often freely for their brand promotions.

-By Prem Gaire & Niraj Aryal

Leading during and through the time of Crisis



Shailendra Jha

Selection & Recruitment Director,
Teach for Nepal

This session was conducted on Friday, 10th April from 5:00 PM to 6:00 PM with speaker Mr. Shailendra Jha, the Selection and Recruitment Director at Teach For Nepal (TFN). The topic of discussion was 'Leading during and through the time of Crisis'. There were around 80 participants at the peak.

Mr. Jha started the session interactively by asking people their view on a panic situation depicted by the image of 'titanic' tragedy and elaborated how people would respond during crisis situations. He shared his opinion that limited resources and uncertainty create panic situations.

He mainly focused on discussing three types of personality during a crisis. There were people who would help others out of humanity, people who would learn something new and improve themselves, people who search for benefits and business opportunities and people who panic and create more crises in their lives. These traits were collectively assorted to three personality types:

- **Proactive**- People who were ready for the crisis and were actively working to mitigate its effects even before the crisis happened. The example of Gates and Melinda Foundation was shown about how they predicted a contagious disease outbreak.
- **Active**- People who during the crisis are actively looking for ways to mitigate the damages and to improve themselves.
- **Reactive**- People who react only after the severe situation occurred and are now trying to downplay its effects.

The speaker shared various information and ideas about how people are dealing with the crisis all around the world. Some of his sharings were:

- Online learning opportunity.

- Government initiation for COVID-19 Monitor website and food and supply management.
- Teach for Nepal initiation for reaching remote students virtually.
- Leading personal and professional life.

Likewise, at the end of his presentation he shared some of the good practices to be followed to keep us active such as leveraging technology, adapting to the new working culture of work from home, bringing personal dimension in professional engagements and so on.

The participants were very responsive and provided their feedback sharing how they were utilizing this pandemic situation. There were some queries as well and the discussion was highly interactive. This session provided the audience a great learning opportunity and ideas to be active rather than reactive.

-By Niraj Aryal

Problem Solving and Growth Mindset



Mona Aditya

Alumni Affairs Manager,
Teach for Nepal

The fifth session on 'Entrepreneurship Talk Series' was conducted on April 14, 2020 from 5:00 PM to 6:00 PM through the use of ZOOM. The topic for this session was 'Problem Solving and Growth Mindset'. Ms. Mona Aditya, the Alumni Affairs Manager at Teach for Nepal, was the guest speaker of the session which had about 40 participants.

The session started with a short presentation from Ms. Aditya. She started the presentation by asking the opinion on the differences between knowledge, skills and mindsets to participants. She presented the example of a glass half-full used to demonstrate different mindsets of people. Then, she talked about the differences between fixed and growth mindsets. Major takeaway points were that people with a growth mindset work on improving themselves, are open to feedback, can challenge the status quo as well as see inspiration and opportunity in others' success. However, people with a fixed mindset are feedback resistant, justify the status quo and shy away from others' success.

Ms. Aditya inspired everyone arguing limiting oneself to a comfort zone makes people dull and inactive. She illustrated an example of a student on how having a growth mindset helped her to achieve academic success, later on. Likewise, translating that example to the contemporary scenario of lockdown, she suggested everyone not to feel limited and instead utilise time for online opportunities.

The discussion was focused on dealing with insecurities regarding others' success and improving oneself, and moving from fixed mindset to growth mindset. In regard to the question on how to enforce a growth mindset in organizations where cultural bias affects our mindset, her response was to make a habit of admitting mistakes and then using, 'but' to explore the possibility of correcting them. For instance, if I cannot manage employees well, then I will think in the following terms:

*I cannot manage the employees well but I can study HR books to acquire
new knowledge and manage them better.*

Overall, the session was good and explored key concepts required for problem solving and improving your mindset. The participants even shared their thoughts on how they shifted from fixed mindset to growth mindset.

-By Prem Gaire & Niraj Aryal

Prospects and Challenges of IT Entrepreneurship in Nepal



Sixit Bhatta

CEO and Co-founder, Tootle

The sixth session on 'Entrepreneurship Talk Series' organized by BIC Startups in collaboration with Skill Lab had the guest speaker Sixit Bhatta, the CEO and cofounder of Tootle; first ride-sharing service in Nepal. The topic of discussion for the session was 'Prospects and Challenges of IT Entrepreneurship in Nepal'. The session started at 4:00 PM. There were around 60+ participants attending the program.

Mr. Bhatta started the session by sharing his entrepreneurial journey of working in the corporate field for 13 years. He mentioned that as the world is facing a crisis and everything is locked down, it has brought his entire journey to a halt. He stated that there are lots of opportunities for entrepreneurs by acknowledging the change in human behaviour after this pandemic, notwithstanding, lots of challenges to face. Shortly, afterwards the session headed into open floor discussion. Majority of the event was basically Q&A where participants asked their queries and the speaker responded. Mr. Bhatta responded to all the questions humbly.

Mr. Sixit exemplified a case of how two different brands with similar product and service resemble similar functionality and their major difference is the story we weave around the brand, also known as a brand story. Mr. Sixit believes that Tootle branding depends on its being a local startup company which enables people to choose tootle over other brands and enables people for freedom of movement. He stated that in post COVID 19 situations where people will move around less with focusing on social distance, there is a chance of people using more tootle rides rather than public transport.

The biggest challenge an entrepreneur faces, according to Mr. Bhatta, is to change human behaviour in mass. An entrepreneur not only just solves the problem but an entrepreneur's real journey is to change human behaviour which requires lots of finance, hard work, communication and so on. He also discussed the socio-cultural challenges faced like dignity of youths to not be a ride-sharing driver, or the status-quo bias of people in Nepal.

He talked about the financial problem entrepreneurs face for the new ideas. He believes that people don't invest in your idea as the idea within itself is not sustainable, therefore, people invest in you, your skills and core competence. He quotes that absence of law does not mean it is legal. But in Nepal absence of law means illegal which is wrong. Innovation always precedes regulation in Nepal.

When a foreign giant business venture competes with a local startup, Mr.Sixit says there are two options: either to compete or to be bought out as we have the knowledge of the market. He believes that a person on an entrepreneurial journey should be optimistic, have strong belief in his instinct and be able to give up many things.

Mr. Sixit stated that the education system of Nepal needs some fundamental changes where students can visualize the problems and apply their learnings to solve them. Nepal has a trend of innovation leading the legal amendments and civil society as well as entrepreneurs should lead the government to introduce better regulations.

The session turned out very good and the down to earth responses of the speaker really set the mood of the event further.

-By Sumina Pradhan & Niraj Aryal

Role of CAI in promoting Entrepreneurship



Raju Poudel

President

Chitwan Association for Industries

The seventh session on 'Entrepreneurship Talk Series' was conducted on April 23rd from 4:00 PM in the evening. The speaker for the session was Mr. Raju Poudel, the President of Chitwan Association of Industries, and the MD of Livecare Pharmaceuticals. The topic of discussion was 'Role of CAI in promoting Entrepreneurship' and we had around 40 participants.

The session was very informative and insightful for new entrepreneurs and provided a short glimpse of roles of Chitwan Association of Industries. Mr. Poudel shared his understanding of entrepreneurship stating that it involves designing, launching, and establishing new ideas and converting risk into profit. Mr. Poudel shared information on what an aspiring entrepreneur needs to consider while launching her business venture.

Mr. Poudel pointed out some of the major problems that an entrepreneur will face such as the lack of funding, bad decisions by entrepreneurs, sudden economic crisis and lack of market demand. He quoted that entrepreneurship makes us capable of recognizing the commercial potential of new innovation.

Mr. Poudel briefly elaborated the roles of Chitwan Association of Industries such as helping industries to organize capital, utilize the available talent and other tax related issues. He advised us that entrepreneurship is a continuous process to deal with new situations and business environments. He quoted the famous saying of Warren Buffet, "Don't keep all your eggs in one basket" and advised us to invest our money in different business ventures. He also mentioned that ups and downs are normal in business and therefore, entrepreneurs shouldn't be daunted by downfalls.

Mr. Poudel emphasized the importance of personal scanning and doing the SWOT analysis of oneself. Rather than trying to copy the business ideas of others, entrepreneurs should base their entrepreneurial decisions on their own interest. Cheating habits and lying are bad for entrepreneurs because what they do in real life manifests to their professional life.

Integrity and self-discipline are prerequisites for entrepreneurship according to Mr. Poudel.

Regarding the role of CAI, Mr. Poudel talked about the different industries that were registered with the association and how CAI helps them. He mentioned that CAI has become an umbrella organisation for many types of businesses from SMEs to multinational industries, and from agro-industries to service based industries. CAI coordinates with various other governmental and non-governmental institutions including the CDO office, Municipality, and so on.

The Industrial Enterprise Development Institute (IEDI) was involved in providing training to entrepreneurs like accounting, marketing, proposal writing and so on. The CAI is involved in updating their associate industries on new laws and directives, lobbying for policy making decisions, conducting trade fairs and exhibitions as well as providing vocational and technical training. Based upon the policy changes, CAI provides training. For instance, the social security programme was introduced last year, and now CAI is supporting its member industries to comply with the new legislation.

Mr. Poudel also mentioned that CAI works in building industrial infrastructure and cited the example of the impending Shaktikhor Industrial Estate where CAI is leading and facilitating the industries. Likewise, it is also working to establish a technical training center to create manpower equipped with technological knowledge to work in industries that will help to fulfil the demand for skilled manpower.

Mr. Poudel also talked about his vision to establish a Rojgar Bank which will function as a bridge between the employees and employers. Members of CAI and entrepreneurs can receive loans of upto six lakhs from Sakos, a microfinance institution that is established by CAI, with the personal guarantee of three individuals. He also mentioned the Disaster Fund that helps industries during crisis and other accidents. The CAI secretariat also guides entrepreneurs to help them register their business and get advisory services from them.

All in all, the event was fruitful with some takeaways for students and entrepreneurs alike.

-By Sumina Pradhan & Niraj Aryal

Startup Ideas in Gift & Celebrations



Santosh Pandey

Cofounder, Offering Happiness

The eighth session on 'Entrepreneurship Talk Series' was conducted on April 26, 2020, from 3:00 pm. The speaker for the session was Mr. Santosh Pandey, the Cofounder of Offering Happiness. The topic of the discussion was "Startup Ideas in Gift and Celebrations". There were around 60 participants over the online zoom session.

Mr Pandey started the session by briefly sharing his experiences of starting a business venture on his innovative idea. The gift sharing industry was a completely new industry in the context of Nepal and Mr. Pandey had to face lots of problems to sustain and continue his business. He started his business from ground level and developed the basic foundation of the business.

As business was a completely new field for him, Mr. Pandey faced various problems such as lack of funds to meet operational cost, lack of proper mentoring, lack of promotional activities and marketing. After winning the Global Student Entrepreneur Award, he got various mentorship and ideas for scaling his business through various international resource persons.

Having a supportive team and proper guidance from a mentor, Mr. Pandey was able to take his business to the next level by creating a gift/experience platform. He started adopting the crazy and innovative idea and concept of sharing happiness among the people by outsourcing with restaurants, partnering with various other businesses like bakery shops, movie hall and so on.

His business intended to change the behaviour of people from traditional gift giving culture to innovative and surprising ways of sharing emotion and experiences. He shared a beautiful insight that the gift industry doesn't deal with just physical gifts but it is attached to the emotional aspects of people. They give smiles, happiness and experiences to people. Personal gift, festival gift were the traditional gifting culture and now corporate gifting culture has been established in Nepal as well. He classified gifts into two categories i.e product gift and experience gift.

Upon being asked by a participant regarding the major learning from his entrepreneurial journey, he said that the main focus for any business should be to make a strong foundation with efficient team members. He shared that business people should learn from the mistake they make in their journey and have patience to enact properly according to the situation.

Mr. Pandey concluded the session by motivating the participants by stating if they have hope within themselves, they can continue their journey and tackle every challenging situation. He also shared his belief that his gift and experience sharing company will be the industry leader in Nepal.

-By Sumina Pradhan

COVID-19 Impact on Entrepreneurial opportunities



Parshuram Kunwar Chhetri

CEO, Global IME Bank LTD

The ninth session on 'Entrepreneurship Talk Series' was conducted on April 30, at 5 PM in the evening. The speaker for the session was Mr. Parshuram Kunwar Chhetri, the CEO of Global IME Bank Ltd. The topic of the discussion was **"COVID-19 Impact on Entrepreneurial Opportunities"**. There were 100 participants in the online zoom session and 300 participants over Facebook Live that was done through the pages of Boston International College, Skill Lab, and Global IME Bank Limited.

Mr. Chhetri started the session by expressing his happiness in regard to the very low number of corona cases and no fatalities till the date in Nepal. He also mentioned that according to a forecast from IMF, only 11 countries of the world will not have negative economic growth and fortunately Nepal is among those countries, which is another good news for Nepal.

Pointing out various policy failures of Nepal, he mentioned that microfinancing and remittance were playing an important role in curbing poverty. However, with the impact of COVID19 in foreign employment, it will significantly reduce remittance. Therefore, as a lesson learnt from this crisis, Nepal should be self-sufficient in agriculture, public health services, and pharmaceuticals industry and it should march ahead in 'digital economy'. His analysis was that the Corona crisis has affected Nepalese economy badly but it has also created a new range of opportunities for entrepreneurs.

Nepal needs to be self dependent on agriculture mainly because Nepal has arable land and favourable climate, plenty of human resources and potential for exports of high value agricultural products. However, the reality of an agricultural country, Nepal, is that it ranks in the bottom in agricultural development among the South Asian nations. The reason for this, according to Mr. Chhetri, is that agriculture is seen as an inferior profession. In order to restore the confidence of farmers, he believes that the agriculture field should be glamorized.

Answering the question of participants on how to make the agricultural sector glamorous, he said that modern tools and equipment should be used, farming should be mechanized and made compatible with modern lifestyle, so that farmers can work in their farms in tie, suits and pants. Likewise, the government also should bring policies to protect farmers interests. Citing an example of India, where the government has set the minimum price of important crops and guarantees the purchase of products at that price, he said that Nepal should learn from it. Nepal should be self-sufficient at least on the staples such as cereals, pulses, and vegetables.

Mr. Chhetri urged everyone to be optimistic for the opportunities in disguise brought about by this COVID-19 crisis. He said that Nepal is gradually moving towards digital economy, online education, and e-commerce opening the doors of possibilities. Talking about entrepreneurship opportunities, he said, "Nepal should now focus on agriculture and agro-industries such as packaging, preserving, processing, etc. In the same way, we have to engage in "low volume high value" business ventures. With China in the north and India in the south, it is difficult for us to compete in quantity, so we have no choice but to focus on quality. For example, in agriculture we have to do organic farming, while in production we have to emphasize 'hand-made' goods.

Nepal's economic growth is projected to slow down to 0.2%. However, the fall in oil prices, reduction in bank interest rates and strengthening of the Indian rupee against the dollar means that there is no possibility of further increase in the rate of inflation. Likewise, in the changing economic context, Asia and Africa would be the center of the world economy in the near future. Therefore, Nepal's economy will strengthen along with the economic growth of neighboring countries India and China. Nepalese should, therefore, make Nepal their workplace to take advantage from this changing economic equation.

-By Prem Gaire & Sumina Pradhan

Entrepreneurial Opportunities and Challenges in Manufacturing Sector



Pratik Karki


Founder -Awakening Dreams
CEO - Canaveda Company Pvt Ltd (Nepal and Europe),
Founder-Dream Structures Worldwide

The tenth session on 'Entrepreneurship Talk Series' was conducted on 3rd of May, 2020 from 3 PM. The speaker for the session was Mr. Pratik Karki, the founder of Awakening Dreams, CEO of Canaveda Company Pvt Ltd and Founder of Dream Structures Worldwide. The topic of discussion was **"Entrepreneurial Opportunities and Challenges in the Manufacturing Sector"**. There were 100 participants in the online zoom session and 30 participants in live videos shared on the Facebook page of BIC Startups and Skill Lab.

Mr. Karki shared his experiences on the hemp industry which motivated the potential entrepreneurs through his idea of breaking the stereotypes the youth are facing today. He also mentioned that Nepal has a very favourable environment as compared to many developed countries for hemp production, but the legal hurdles have hindered us from taking benefits from this precious plant. He focused on how discovering yourself is extremely important in life and why you should have that "change the world" attitude and fill in the gaps to make the world a better place.

Mr. Karki presented an idea regarding entrepreneurship that it is all about "changing the world" by solving the problems out there and by finding the loopholes and filling the gaps. It's about focusing on making this world a better place. Money comes following once you attain these attributes. So, building the right mentality is important irrespective of the field you work on. Based upon his personal experiences and insights, he explained how hemp and hemp related industries have huge potential in the world market and also made the audience aware about its skyrocketing growth of demand.

Mr Karki reflected on his past and related his story with the importance of self discovery, intention in life, purpose and vision in personal as well as professional life. He stated the importance of building a strong bond between team members and highlighted how to build strong spiritual connections, values, principle and ethics among partners and team members.



He also discussed how we can attain economies of scale, quality improvement, and better supply chain management along with time. Business will have its highs and lows, and adapting to the situations will keep the business going. There's no alternative to adapting your business to the evolving contingency.

In a nutshell, the event was well received by the participants and curious minds based upon the feedback received.

-By Utsav Sapkota

What our team members say?



Rahul Arya
Leader
Hosting Team

Hello, I'm Rahul Arya, the leader of the hosting team at 'Entrepreneurship Talk Series'. My experience has been a journey of transformation from a self-oriented introvert to a confident and assertive team leader. This program has fueled me with required exposure. It has been a platform to unleash my true potential, helping me to get out of my shell, and events after events, I continue to groom myself. With such engagement, I'm certain that I'm preparing myself to be a reflective individual and effective professional that will serve as a guiding light as I embark into my professional journey.



Prashanta Koirala
Promotion Lead

Hello, I am Prashanta Koirala, the leader of the promotion team in the 'Entrepreneurship Talk Series' program that we have been conducting for the past 2 months. This program has made me familiar with the online tools used for digital and social media marketing while promoting this program among our target audience.

My fear of talking to a new person has completely gone now. I have built confidence in putting forward my opinion with other people. Likewise, this program has become a true platform to increase my communication skills, teamwork and leadership skills and to show my ability in the online promotion activities. This talk series has given me the required exposure through different events and sessions. This program has expanded my knowledge about entrepreneurship and the business environment. I am very grateful to be a part of the 'Entrepreneurship Talk Series' organizing team.



Sangpu Shakya
Press Release Lead

Hello, I'm Sangpu Shakya, the Press Release Lead of "Entrepreneurship Talk Series". Besides that I am also involved in hosting, promoting and documenting the insights of this program. As a shy and introverted person, I hesitated to participate in programs at college. However, I always wanted to be more confident and participative. This program has provided me an opportunity to build a diverse set of skills and expertise, helping me boost my confidence.

I am learning teamwork, public speaking, content writing, and leadership skills. Alongside, I am also expanding my knowledge regarding entrepreneurship which will help me in my future endeavours.

What our participants say?



Inju Rawal
BBA 7th Sem
BIC

The Talk Series-17, about "Challenges of Growing a business" was quite informative and motivating. The session gave me insights that passion, dedication, and hard work helps to overcome the challenges and also to see the opportunities hidden within them and exploit them for achieving success. I look forward to participating in the upcoming sessions. Thank you for organizing these types of relevant sessions amidst the lockdown.

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