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Departure of Professor Klaus

The visit of Professor Klaus was much appreciated by the CED team and students. He provided valuable suggestions on how to run the incubation as per international standards. He also conducted various lectures in the BBA program, sharing his experiences and providing guidance on how to ensure success in new startups. Some of his tasks during his stay at CED include:

- Teaching small modules of Entrepreneurship in the BBA/MBA program
- Mentoring young startup companies as part of an incubation center
- A workshop for faculty members on how to mentor the young startup companies (optional)
- Mentoring of BBA/EMBA entrepreneurship students

He appreciated the vision workshop that was conducted at IBA by Timelenders in the following words:

“Such a seminar is to my knowledge is rather seldom at universities but very worthwhile for students at the beginning of their professional life.”
Plain Vanilla counseling

Plain Vanilla counseling is a startup company launched by an incubate of IBA, Sohaib bin Shahid. The company provides tutorial services for people appearing in CFA level 1 exam. The classes were conducted in the CED building and a number of participants undertook training. As per agreement with the firm, CED received Rs.10,000 as profit from the company for the month of November. It was very encouraging and aspiring for the CED team to see startups succeed in their business ventures and honestly contribute the agreed profit share to the respective stakeholders. The next phase for the company is to extend its services into different segments of the academic arena, and to expand the business model keeping in view the Intelligent Fast Failure (IFF) model.

Visit of Parimal Merchant to CED,
Director SP Jain Institute of Management & Research

Professor Parimal Merchant is a Professor and Director of Family Business Managed Program conducted in SP Jain Institute of India. He is considered to be the master and guru of his field with 15 years of experience in teaching and mentoring family businesses. With the rising demand of having a program in a university which is devoted to training family managed businesses, CED in collaboration with SP Jain Institute of India is planning to launch a Post Graduate Diploma in Entrepreneurship and Family Business by the end of 2014.
Mr. Parimal conducted an interaction session with the faculty and Director CED on the importance of having a family business program in Pakistan and the unique opportunity it brings to IBA-CED to take the lead in academics in this program. Thus the program is being designed in collaboration with SP Jain and hopefully the first batch will be admitted in September 2014.

Talk by Ms Shahnaz Kapadia
Taking the initiative forward from the last EDP Crowd funding event, Ms. Shahnaz Kapadia visited CED this month. She gave a detailed presentation to the faculty and CED team on the workings of Pakistan Poverty Alleviation Fund (PPAF) and the possibility of strategic collaboration in areas of common interest. She was very keen to work with the EDP students in their rural areas and wanted them to become owners of Youth Centers which PPAF is planning to run in particular rural districts. She was very impressed with the competence level of EDP students and hailed the efforts of CED in providing these students the opportunity to recognize their potentials and lead a meaningful life and healthy lifestyle.

Session on Entrepreneurship by Dr Zeeshan Usmani
Dr Zeeshan usmani is a full bright PHD scholar in Computer Sciences. He is also the owner of Go-Fig Solutions (Pvt.) Ltd. Go-Fig Solutions (Pvt.) Ltd. was born from the idea that the problems we face as a society, however complex, are solvable. We talk about the issues, complain about them, and many times feel helpless. Go-Fig aims to take a leadership role in the fight to cure these ills. Whether we are coming up with our own solutions or adding value to those that are working towards the same goals the company is dedicated to developing ICT solutions to tackle the issues.

He shared with students the issues startups usually encounter early in their career and the opportunities that are present in Pakistan to start a venture. He stressed the importance of working ethically and solving problems of the common man of Pakistan.

Information session by Ms. Marvi Memon
Ms. Marvi Memon, a senior member of Pakistan Muslim League – (Nawaz) and MNA of the sitting parliament visited IBA CED earlier this month. She started her awareness campaign of the Prime minister’s Youth program from IBA and shared the vision of Prime minister and her political party of encouraging and promoting entrepreneurship in Pakistan.
session was attended by Dr. Ishrat Husain, Dean & Director IBA, Dr. Shahid Qureshi Director CED and students.

Dr Shahid presented the EDP model to Ms Memon and introduced her to students of second batch who have successfully launched the businesses after getting their training from IBA. She interviewed the students who were all praise for the EDP program and informed the organic principles of trading learned at IBA-CED. After listening to the model, she was eager to take this opportunity and present it to the Prime minister and align it as part of the PM Youth Program. Thus, IBA-CED is currently in talks with PML-N government on introducing 7 days Fast track entrepreneurship training and development program for the Prime Minister’s Loan applicants. The program will run across 13 different universities across Pakistan where IBA would take a lead role in training of faculty and students.
Admiral Arifullah visited IBA CED and conducted a session on the similarities between WAR & ENTREPRENEURSHIP. The session was much appreciated by students as it gave new perspective on the insights of Armed forces war insights, as well as how to safeguard the businesses from external and internal threats. The session was also attended by CED faculty members and provided an environment of group discussions after the talk. Dr Shahid Qureshi presented the EDP model to Admiral Arifullah who hailed the efforts of CED in trying to encourage training of youth in promoting entrepreneurship in Pakistan. He also met some of the EDP students, admiring their efforts and encouraging them to make a mark for themselves and the country. Furthermore, the students were very encouraged to hear the entrepreneurship opportunities that exist in Pakistan particularly along the Baluchistan coastal belt.

Session by PIF in collaboration with PPAF

Pakistan Innovation Foundation (PIF) is an apolitical and non-partisan private-sector driven entity charged with developing and executing an analytically rigorous, evidence-based, and deeply passionate agenda to promote science, innovation, and entrepreneurship in the Pakistani society. It does so by working with private entities to help them become more innovative and, through them, encourage innovation within the broader society. It also brings together academia and government into multi-stakeholder partnerships with the private sector to promote innovation within the country.
Session was conducted by PIF at IBA CED to create awareness regarding the Pakistan Poverty Alleviation Fund (PPAF) Agriculture + Rural Innovation Challenge 2013-14 that carries an overall prize money of at least 1.5 Million Rupees including an Open Innovation Prize of PKR 1,000,000 (1 Million) and a Dedicated Student Prize of PKR 500,000 (0.5 Million), among other prizes.

This challenge is an ideal opportunity for Students, Alumni, and Faculty of relevant departments at IBA to register an idea and make it a reality within a relatively short span of 10 months (November 2013 - July 2014) during which they shall receive advice, mentoring and training and will compete against innovation teams from leading institutions across the country as well as citizen innovators. This is particularly a wonderful opportunity for recent alumni who may have done projects in relevant areas and want to advance their work to the next level or faculty who often do not get such direct opportunities to demonstrate their innovative skills and participate in a nation building project.

The session was attended by a number of students, faculty and staff from IBA.

Realization of pledged investment for UFS

Mr Abdul Qadir Molvi a full time faculty at CBM, fulfilled his pledged of investing in Ultimate Fitness Program launched by Malik Farrukh from EDP Batch II. Mr. Molvi invested a sum of Rs. 100,000 towards the project thereby becoming a key stakeholder in the business. He is also mentoring the project to make it a success.

Entrepreneurship opportunities at Silicon Valley by Dr. Imran Hashim

Dr Imran Hashim is Vice President and Executive Staff member at Inter Molecular, a Silicon Valley venture capital funded company which had a successful initial public offering in Nov 2011. The company has more than 250 employees and has a turnover of more than $70 Million. Dr Hashim visited CED and conducted a very informative session on the opportunities which exists in Silicon Valley for business startups and potential entrepreneurs. He explained the intricacies of opening a startup company and
how to manage it successfully. Being an entrepreneur himself Dr Imran explained the key homework that an entrepreneur must do in order to be successful in Silicon Valley. The talk was attended by students and faculty.

Dr Imran was also briefed by Dr Shahid Qureshi about the EDP model whereby small business startups were being promoted with investments as little as Rs. 25,000. One of the EDP students presented his business model and convinced Dr Imran of investing Rs. 5000 with him.

**Investment by CED faculty in EDP Businesses**

Mr. Asif Jaffer, a senior teacher of Accounts at CED invested Rs. 80,000 in a business of one the EDP students. The business model involved purchasing of Goats for Eid Ul Azha, with a pledge to return initial investment and profits upto 35%. The business model is very lucrative and many CED team members are also planning on investing in the business.

**Open Karachi Business Competition**

A business competition from all over Pakistan was conducted in KSBL this month. 2 EDP students were shortlisted to be in the final round as business ideas from all over the country flew in to compete. It was a great honor for IBA-CED that one of our EDP Students Naveed ul Islam won the first prize award of Rs. 90,000 in the Open Karachi competition. This goes to show the immense effort that has gone in by the
CED Faculty and Team in preparing these students from underprivileged background to compete on a national level with a confidence capable of winning them a business competition.

One of the EDP Student Sarang Mangi who has started his entrepreneurial journey remarks as follows:

“I am very thankful to IBA and especially Dr Shahid Qureshi for giving our life a new thinking and entrepreneurial skills.”

Thus this shows the commitment level of the faculty and the students in ensuring that quality education is given to the EDP students who can achieve entrepreneurial success in their lives and be a role model for other.

**World Bank delegation visit to IBA-CED**

The World Bank and enclude team visited IBA-CED to talk out a strategic collaboration to promote Female Entrepreneurship in Pakistan. Dr Shahid Qureshi presented the EDP model to the delegation who showed keen interest in developing a similar model, which is hands on for the female population of the country. Currently, talks are under way with the World Bank team to formulate and develop a similar program.