

**Monthly
Activity
Report,
April 2019**



IBA AMAN Center for Entrepreneurial Development (CED)

Azad Ahmed

IBA AMAN CED

30/04/2019

Pakistaniat Conference at Quetta



On 11th April, 2019 Dr. Shahid Qureshi, Program Director IBA CED participated as a Guest Speaker in a conference held at Serena Hotel Quetta.

The title of this conference was "Youth of Balochistan, The Vanguard of Pakistaniat". The chief guest of the event was Honorable Chief Minister Balochistan Mir Jam Kamal Khan.

This conference was organized by Pakistan Institute for Conflict and Security Studies (PICSS) which is a think tank headed by Major General (R) Saad Khattak.

Dr. Shahid Qureshi briefed to the participants that entrepreneurial mindset and effectuation theory (i.e. working with the available resources) could greatly benefit the youth of Balochistan. He gave them some examples of the students of IBA CED who have learned the effectuation theory, applied it in their startup businesses and became highly successful without taking loans and depending upon external resources.

Dr. Shahid Qureshi received the token of appreciation from CM Balochistan Mir Jam Kamal Khan.



Guinness World Record by Ahmed Paracha (CED Alumnus)

A startup that made IBA CED proud and proved its mettle



We are glad to share that one of our CIE students Muhammad Ahmed Paracha (who later joined MS CS at IBA Karachi) has made it to the Guinness World Records on 8th March 2019 . He has proved his capability by working hard in IBA CED's incubation program on his tech startup i.e Stemers. Stemers started its journey from CED incubation and spent about 2 years to develop amazing business model of introducing STEM education for children.

IBA CED Family wishes Ahmed Paracha a bright future ahead.



IBA Women Entrepreneurship Program (WEP) at Faisalabad

IBA Center for Entrepreneurial Development (CED) conducted the final session of IBA Women Entrepreneurship Program (WEP) at Faisalabad on 12th and 13th April, 2019. IBA WEP was conducted at GC Women University, Faisalabad in exclusive partnership with Interloop Limited.

The event was graced by the presence of Dr. Shahid Qureshi (Program Director - IBA Center for Entrepreneurial Development), Mr. Musadaq Zulqarnain (Chairman - Interloop Limited), Dr. Sofia Anwar (Vice Chancellor - GC Women University Faisalabad), Col (R.) Ijaz Ahmad Nasir (Head CSR - Interloop Ltd.), Mr. Zeeshan Akram (Manager CSR - Interloop Ltd.) etc.



Dr. Shahid Qureshi gave an introductory speech where he stated that the purpose of this 2-month's program was to facilitate the Pakistani women to recognize their true inner potential and to become Nation Builders for the future. In continuation, Mr. Musadaq Zulqarnain (Chairman - Interloop Limited) gave a keynote speech where he emphasized on the significance of such entrepreneurial initiatives. Furthermore, he stated that these programs should be backed up by a strong sense of purpose and with a mindset of contributing back to the society. Next, Dr. Sofia Anwar (Vice Chancellor - GC Women University) stated that such training programs are necessary for providing a pathway for Pakistani women to start their own small-scale businesses leading towards economic growth of the country.

The vibrant women entrepreneurs then gave outstanding presentations on their budding businesses which they started while using their innate skills and least amount of resources. The participants also expressed their deep gratitude to IBA's Management team, Interloop Ltd. and GCWUF for building their self-confidence through this training program.



IBA Alumnus, Mr. Abdul Basit (Holder of 5 Guinness World Records) NumberTainment Session at Invent 2019

IBA Center for Entrepreneurial Development (CED) and IBA Entrepreneurship Society invited Mr. Abdul Basit for a guest speaker session in Invent 2019 on Friday 19th April, 2019. Mr. Basit is a memory genius, IBA Alumnus who holds 5 Guinness World Records. He entertained the audience with his intellectual entertainment through photographic memory, numbers manipulating tricks performances and his multiple Guinness World Records stories. The Invent audience were amazed to experience the near to impossible memory feats done so easily within seconds. Moreover, he memorized the whole Dawn newspaper and distributed all pages among the audience. He was able to tell the news published on any specific page asked by the audience. He went on to quote the exact facts & figures mentioned on business page.



Mr. Basit is the founding CEO of his newly launched startup i.e Numbertainment (NT). He did his MBA (MIS) from IBA Karachi in 200. NT helps people discover their true unique potential in which they can break world records. He said that every individual has a potential to break world records if one strives to identify the unique talent given to him/her by Almighty Allah. Mr. Basit helped multiple students (from grade 8 to grade 12) in achieving Guinness World Records Certificates.

NT offers following 3 courses:

- I) Guinness Training
- II) Photographic Memory
- III) Green Math

Facebook page: <https://www.facebook.com/NumberTainment/>

Invent 2019 was a startup competition in which 35 startups from different parts of Pakistan were invited to present their business models before the panel of judges. The seed money was awarded to the top 2 ideas from each of 4 categories i.e Technology and Information Systems, Health and Agriculture, Social & STEM Education, and General & Traditional. Shell Tameer was the category partner for Social & STEM Education category. Three-day event included one-to-one mentoring sessions, guest speaker lectures from industry experts, experiential exercise, intellectual entertainment, and visit to the beautiful turtle beach on Sunday 21st April, 2019.

INVENT 2019: Shaping the Future of Youth Entrepreneurship in Pakistan

The IBA Entrepreneurship Society in collaboration with Center for Entrepreneurial Development held a business start-up competition, 'INVENT -2019' at IBA Main Campus, Karachi from the 19th – 21st of April.

The event attracted over 100 young innovators from eight cities across the country, all of whom had submitted their ideas under the event's thematic areas of Health & Agriculture, Technological and information, System Health & Agriculture, Shell Tameer Social and STEM Education, and General & Traditional. The objective of the event was to foster a start-up friendly ecosystem for young innovators from across Pakistan.

For the 36 finalists selected, a series of mentoring sessions and workshops were delivered by industry experts, professionals and seasoned entrepreneurs to prepare the best entrepreneurial potential for the final round.

The first day consisted mostly of workshops with most of the day spent with the participants familiarizing themselves with the Campus and each other. The later part of the day was spent in team building exercises and mentoring sessions.

Sameer Ahmed Khan, the founder of Social Champ, conducted a workshop on social media marketing, vision, and customer segmentation. This would prove to be especially vital for the participants once their start-ups take off into the corporate world.



Dr. Shahid Qureshi, the Program Director at the IBA Aman Centre for Entrepreneurial Development, conducted a useful workshop on the current entrepreneurial trends which would keep the participants up to date. His message to the participants was "Every person is unique and idiosyncratic and has an entrepreneurial potential. A proper entrepreneurial mindset can help each individual to unleash their entrepreneurial potential."

Ms. Saba Khalid, the founder of Aurat Raaj, helped the nervous participants with their pitches for the following day by leading a session on how to conduct the perfect Elevator Pitch.

The final pitches held on Day 2, were conducted before a panel of judges comprising subject matter experts from industry, academia and SME sectors.

The participants performed amazingly and astounded the judges and the attendees with their brilliant ideas.

At the closing ceremony Mr. Habib Haider – Country Head of External Relation, Shell Pakistan Limited said 'My heartiest congratulations to our country's young talent. It is heartening to see events like these bringing like-minded entrepreneurs together from across the country for greater exchange of innovative ideas and thinking. Shell Tameer has always been at forefront to collaborate with key stakeholders to encourage an enterprise-friendly ecosystem and provide opportunities for young entrepreneurs to contribute towards a brighter and prosperous future for Pakistan.'

Following Mr. Habib, Dr. Farrukh Iqbal-Executive Director the Institute of Business Administration (IBA) Karachi commented "Entrepreneurship is the need of the moment for this country and is taken very seriously at IBA, this is the reason we have a dedicated Center for Entrepreneurial Development at IBA where different initiatives are underway to promote the entrepreneurial culture among our youth including certificate courses, summer schools and engaging competitions."

The ceremony was graced with the presence of Dr. Farrukh , Executive Director, IBA Karachi. The shields of appreciation were presented to prominent team members of IBA CED including Mr. Rao Israr Ahmed , Mr. Azad Ahmed , Mr. Muhammad Talha and the prominent team members of the IBA Entrepreneurship Society who worked tirelessly for this event including Muhammad Taha Rafiq-Manager of IBA Entrepreneurship Society, Arsalan Noman-Director General INVENT'19, Tahir Sultan-CTO INVENT'19, Areeb Bin Shahid- CEO INVENT'19, Yasir Surani- CFO IBA Entrepreneurship Society.

The winner of the category 'Shell Tameer Social and STEM education' was Green Energy Revolution Now, a social entrepreneur creating biogas for rural areas in Sindh to address the reduction of CO2 emissions caused by the burning of wood for cooking and saving more land from deforestation. The Runner-up was a female entrepreneur running a local Air B&B for the residents of Hunza and Gilgit to earn additional income during the few months of tourism in the country. The third winner "Walk way School" works with students belonging to lower social-economic backgrounds to bridge the gap in the private and public education system and providing a better chance of enrollment in universities.



All three winners of each category received token seed money to invest in their hard build enterprises.

The winning teams were awarded cash prizes in the following fashion:

Shell Tameer Social and STEM Education

1st Winner (Rs. 100,000): Green Energy Revolution Now

2nd Winner (Rs. 75,000): Lets Home

3rd Winner (Rs. 50,000): The Walkway School

Technology and Information Systems

1st Winner (Rs. 100,000): Leekwall

2nd Winner (Rs. 50,000): Enent

General and Traditional

1st Winner (Rs. 100,000): Satrariyun

2nd Winner (Rs. 50,000): She Bakes

Health and Agriculture

1st Winner (Rs. 100,000): SMT (Self-Management Training)

2nd Winner (Rs. 50,000): Mukhlis Fertigo

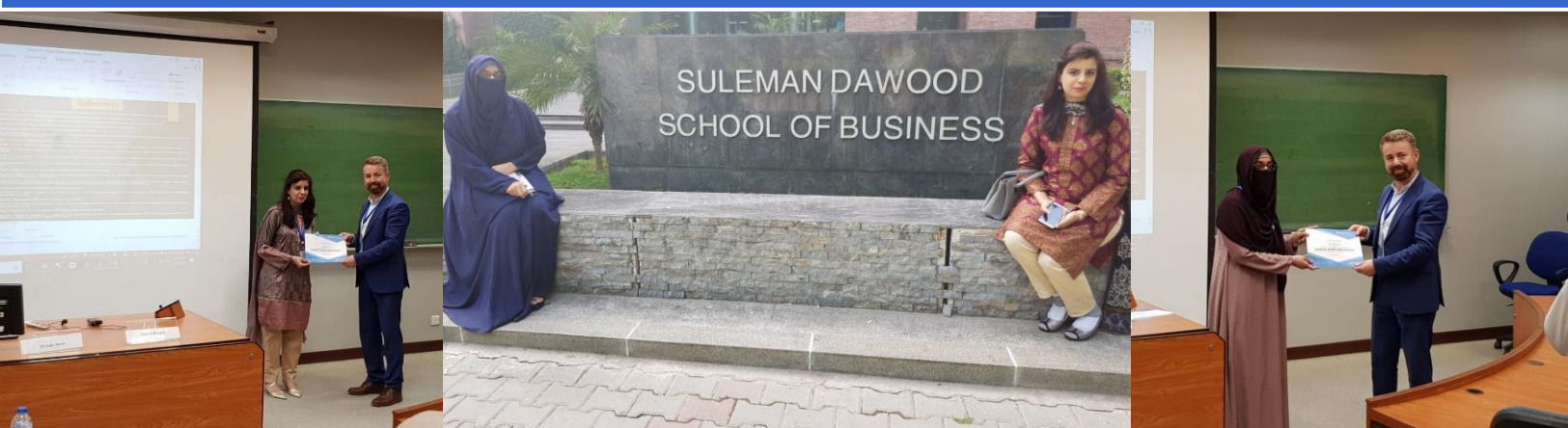
The event ended with a formal dinner for the participants, judges, and management team members.

We wish all the participants the best of luck for their futures!

IBA CED team participated in the 2nd International Interdisciplinary Conference on Gender, Work and Society at Lahore University of Management Sciences (LUMS), Lahore

IBA Aman Center for Entrepreneurial Development (CED)'s team participated in the "2nd International Interdisciplinary Conference on Gender, Work and Society" at Lahore University of Management Sciences (LUMS), Lahore. IBA CED team members, Ms. Neha Ekhlague (Program Coordinator – Women Entrepreneurship Program) and Ms. Misbah Amin (Researcher & Case Writer) presented a research paper titled "Application of an Indigenous Model of Women Entrepreneurship (WE Plus Model)". The paper described the Indigenous model of Women Entrepreneurship developed at IBA CED aiming to help the Pakistani women to become nation builders by leveraging their hidden potentials, skills and family networks.

A variety of research papers were presented in the two-days conference including, Gender and Entrepreneurship in the Asian context, Violence and harassment at workplace, Gendered intersections and various other topics pertaining to women entrepreneurship. The conference was attended by International and National faculty members and researchers hailing from various universities across Pakistan.



Mr. Neil Buhne, United Nations Regional Coordinator Pakistan visited IBA Center for Entrepreneurial Development (CED)

On 25th April, 2019 Mr. Neil Buhne, United Nations Regional Coordinator Pakistan visited IBA Center for Entrepreneurial Development (CED). The purpose of his visit was to meet the young entrepreneurs, and listen to their entrepreneurial stories.

Dr. Shahid Qureshi, Associate Professor & Director IBA Center for Entrepreneurial Development (CED) introduced the participants of Youth Employment Project which was conducted by IBA CED in collaboration with UNDP Pakistan. He highlighted the effectuation theory of entrepreneurship and its impact on the daily lives of the students. He explained that a small investment was worthy enough to start businesses after just 50 hours training of effectuation. An entrepreneur can use his bird in hand and work with affordable loss.

The students participated with high enthusiasm and shared their entrepreneurial experiences. They shared how their life changed after acquiring entrepreneurial mindset modules at IBA AMAN CED.



Mr. Neil interacted with students and highlighted that more than 60% of the population of Pakistan is comprised of youth. If youth is mobilized and inculcated entrepreneurial mindset, then it can add value in improving socio economic conditions of Pakistan.

At the end, Dr. Shahid Qureshi presented a souvenir to Mr. Neil Buhne, who was pleased to share his overwhelming remarks with the students.



“Unleashing Your Inner Potential” a session by Mr. Hussain Haider

Mr. Hussain Haider visited IBA CED in the 2nd week of April, 2019. He delivered a session on "Unleashing your inner potential" in IBA CED Science & Technology Entrepreneurship Program (STEP) and Certificate in Entrepreneurship (CIE).

He spoke about the inspirational story of Dr. Amjad Saqib, Founder of Akhuwat Foundation that how he unleashed his inner potential and became an inspiration for thousands of people.



Mr. Haider also described some inspirational entrepreneurial stories of common Pakistanis who realized their inner potential, assimilated it and are now doing successful businesses.

Syed Hussain Haider has been working as a management and legal expert for the past 23 years with various private and public sector organisations. He was an Associate Professor of Management and Law at University of Central Punjab for 9 years. He has been associated with Akhuwat since 2004.

