



## ERIC – Entrepreneurship, Research and Incubation Centre (2020-21)

<b><u>Name of Workshop/seminar/conference</u></b>	<b><u>No. of participants</u></b>	<b><u>Date</u></b>
Webinar/workshop in association with Cases over Coffee	237	Sep 3rd 2020
Workshop on Start UP Funding By Rajan Luthra	87	Jan 25 2021
Workshop on Sales by Shivansh Garg	75	Jan 27 2021

## **Webinar/workshop in association with Cases over Coffee**

ERIC, CVS organised a webinar in association with Cases over Coffee, an institution run by professionals having previously worked at Bain, BCG, McKinsey that promotes peer to peer growth and networking. This webinar rolled out the various opportunities available to the students in the field of Management Consulting. Numerous webinars were conducted by experts on varied topics. This institution transcending geographical bounds, having student chapters in both national and international universities gave a good insight into field of Management Consulting and entrepreneurship. The various aspects of this field were explained to the students. The immense growth potential in this sector attracted a lot of young minds of the college to further take part in this sector. This session also emphasized about modern techniques of resume formation, cover letter and interview preparation techniques. This session was highly fruitful and was attended by more than 200 participants.



September 3, 2020 6:36 PM



Getting into Strategy Consulting (Basics)

*Interview*

a. Skills: (Communication/Framework thinking/Problem Solving)

b. Resume/Cover Letter

c. Interview (Fit vs Case)

*• Case*  
*• AS*  
*• S*

*• Recommendation*  
*• Interview*

*UNIVERSITY*

① International (Planets → Project)

② Leadership  
- Check → Factor

③ Skill based  
- Passion  
- How long with

*• Res/Interview*



Getting into Strategy Consulting (Basics)

Q: Estimate # of cars on Delhi Roads Right now?

a. Skills: (Communication/Framework thinking/Problem Solving)

b. Resume/Cover Letter

c. Interview (Fit vs Case)

(a) Population of Delhi = 2cr

(b) # of families = 400,000

(c) Cars per family = 1.5

(d) Driving the car Right now = 600,000

Live with @CASESOVERCOFFEE

ERIC QUANSULT

ace THE CASE

with Ex-Dalberg, BCG, McKinsey consultants from CASES OVER COFFEE

3 Sept 5:30 p.m. @your nearest sofa

CHESHTA: +91 7982009068

Spill in the tea coffee

Social media link:

<https://www.instagram.com/p/CEjeKloMxjs/?igshid=YmMyMTA2M2Y=>


# **Workshop On Start up Funding by Rajan Luthra**

ERIC, Entrepreneurship, Research and Incubation Centre of College of Vocational Studies conducted a workshop on “Start-up Funding” on January 24. The guest speaker for the session was Mr. Rajan Luthra, Co-founder at Metvy and an NSE Certified Capital Market professional. Rajan Luthra has been a part of the mentor board at ERIC since 2020 and has been adding so much value to ERIC and its members throughout.

In this session, Rajan talked about the various sources of raising funds available to start-ups and the pros and cons of each and every source. He shared his own experience of raising funds for Metvy. This discussion was followed by a Q&A session. The session was a complete blockbuster and proved to be really fruitful in terms of adding to the knowledge of the members of the team ERIC. Co-founder at Metvy and an NSE Certified Capital Market professional, Rajan Luthra joined the crew as the first mentor for the 2020-21 session. Having raised an anonymous amount of pre-series round funding from HostelFund for his own venture, we believe in his capacity to be a pioneer and mentor to our incubatees as well, with his knack for start-ups and finance.

An interactive session was conducted by the team of Metvy wherein the founders Shaurya Mehrotra and Rajan Luthra taught us much Start-up funding; various sources of raising funds, what should one go for, stages of startup funding and much more.



It was indeed a great session   
[@metvy.app](https://www.metvy.app)  
[@rajanluthraa12](https://www.instagram.com/rajanluthraa12)

# ERIC MENTORS

Entrepreneurship, Research and Incubation Centre

#MeetOurMentors



**RAJAN LUTHRA**

Co-Founder & CFO,

**METVY**

Social media link:

<https://www.instagram.com/p/CKeHP4ZshWa/?igshid=YmMyMTA2M2Y=>



## **Workshop on sales by Shivansh Garg**

Born in Rajasthan, grown up in Delhi and now leading, Young Engine, as its founder, Mr. Shivansh Garg dropped out of IIM to pursue his own venture with the vision to bridge the gap between renowned companies in search of trained undergraduates, on one hand, and enthusiastic individuals on the other, looking for corporate exposure and professional growth. A Harvard University scholar, he believes in the importance of practical skills and knowledge and hence is on the verge of redefining the Indian education system with the approach of his venture. He was in the mentor board of ERIC.

He conducted a Sales workshop where he talked about variegated marketing techniques and about essence of selling in any business. This was more of a mentorship session for one of our incubatees, Aatmasaat where he guided the startup founder with business operations and identifying resources.





Social media link:

<https://www.instagram.com/p/CKgwwTTs5Xv/?igshid=YmMyMTA2M2Y=>

This is to certify that the activity report (Teacher/Department/Society/Association) has been submitted for documentation to Internal Quality Assurance Cell, College of Vocational Studies, University of Delhi.

*Anu Satyal*

Dr. Anu Satyal  
IQAC Cordinator  
College of Vocational Studies

*Ajay Jaiswal*

Prof. Ajay Jaiswal  
Officer on Special Duty  
College of Vocational Studies  
O.C.D./Principal/अ.एस.डी./प्रधानाचार्य  
College of Vocational Studies  
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