



# INSTITUTE OF MANAGEMENT STUDIES

DEVI AHILYA VISHWAVIDYALAYA, INDORE



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**Marketing Club and HR Club organises Seminar on  
Entrepreneurs Unfiltered: Real Talk About  
Building a Business from the Ground Up**



**MR. PRASHANT KULKARNI  
OWNER-CHATAR PATAR**

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**DATE: 04/11/2023  
TIME: 11:00 A.M.  
VENUE: IMS AUDITORIUM**

# Institute Of Management Studies

## Devi Ahilya Vishwavidyalaya, Indore

Name of the event	HR Alumni Talk
Topic	Entrepreneurs Unfiltered : Real talk about building a business from the ground up.
Date of the event	4 <sup>th</sup> November 2023
Time	11 AM – 1 PM
Venue	IMS Auditorium
Speaker	Mr. Prashant Kulkarni
About the speaker	Mr. Prashant is an alumnus of IMS with an MBA in E.Commerce from batch 2010-12 . He is an innovative entrepreneur and culinary maverick, is transforming the food industry with his visionary approach and passion for excellence. As the driving force behind successful ventures like Chatar Patar, Prashant Kulkarni has revolutionized street food, offering a fusion of flavors, impeccable hygiene standards, and unparalleled customer satisfaction. His visionary leadership and entrepreneurial spirit continue to shape the culinary landscape, inspiring aspiring entrepreneurs and delighting taste buds nationwide.
Event In-charge	Shine David sir Bhanu Pratap Singh sir Kavita Sharma ma'am
Objective	Use of Emotional Quotient to communicate effectively, empathize with others, overcome challenges and defuse conflicts.

Key topics discussed

1. Observation

Observing, why it is important to develop skills? Because it allows you to “listen” with more than just your ears and make better decisions. It also enhances your ability to interact with others and to respond in an appropriate manner.

1. Develops Curiosity

People who observe are generally curious about the events happening around them and usually asks a lot of questions which helps them to understand things in a better way.

2. Keen Observation Skills Help Prevent Wrong Decisions.

You have your eye on many things when you are a keen observer. You will be aware of events around you and can avert yourself from making wrong decisions.

3. Develops Personality

Great observation skills develop a personality that can have a deep impact on a person. That’s why it is really important to surround yourself with positivity around and learn from positive occurrences happening around you.

2. 100 Percent Participation

You should give your 100 percent participation in every work you get indulge with. It shows your interest and how passionate you are about your work.

<p>Conclusion:</p>	<p>3. Emotional Quotient</p> <p>The ability to recognize, understand, and deal skillfully with one's own emotions and the emotions of others ( by showing empathy and good judgement in social interactions). Having high EQ is where you've mastered your emotions. It includes:-</p> <ol style="list-style-type: none"><li>1. Things which are done out of emotions.</li><li>2. What I want? Can I do anything to have it? Under what circumstances I can perform my best skills?</li></ol> <p>All these questions can be answered with the help of Emotional Quotient.</p> <p>4. Effective Communication Skills</p> <p>It act as key factor to resolve conflicts in a respectful manner. It helps us better understand people, situations, overcome diversities, build trust, respect and create conditions to share creative ideas.</p> <p>5. Any Body Sales (ABS)</p> <p>It is a concept coined by the speaker which means you can sell anything and everything, you just need to have the zeal to do it</p> <p>In brief, Prashant sir's presentation on "Real Talk About Building a Business From The Ground Up" underscores the significance of there is a need of an active mind in every human being and how we should focus more on work first before maintaining our work life balance. We learn to do business from our childhood itself, we just need a way to find to use it. Our focus should be more on solutions then problems. The smaller steps which we take helps us in making big decisions. We can start from where ever we are, with whatever we have in what so ever situation it is but we must do it. He concluded the session by saying "Prapanch</p>
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	badha hona chahiye”.
Interaction with students	The entire session was based on engaging question-and-answers, allowing attendees to seek clarification on building business from ground up and how active participation leads to build entrepreneurial nature.
Thank You Speech	The event concluded with a thank-you speech by a 3 <sup>rd</sup> Semester MBA Marketing Management Student, expressing gratitude to Mr. Prashant Kulkarni for sharing his experiences and valuable insights with the students.
Enclosure: Photographs	