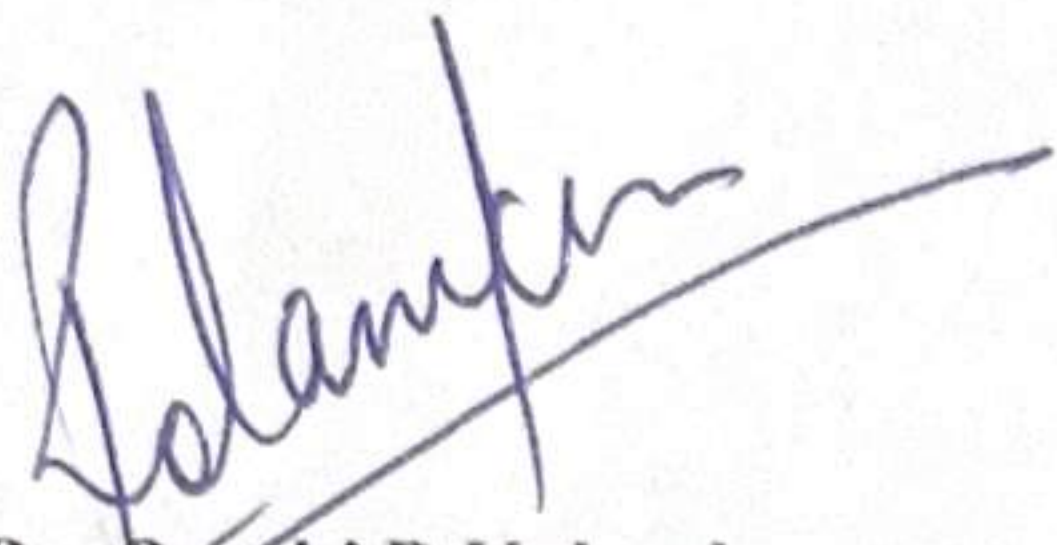


REPORT ON STATE LEVEL WORKSHOP ON ENTREPRENEURIAL CAPACITY BUILDING AND DIGITAL ENABLEMENT

Title of the Event	State Level Workshop on Entrepreneurial Capacity Building and Digital Enablement
Date and Time	31st August, 1st, 2nd, 4th and 7th September 2026; followed by a visit to FIIRE, Fatorda on 10th September 2026
Mode	Offline
School/Directorate	Goa Business School, Goa University
Organized in Collaboration with	NITI Aayog
Detail of the Resource Person	Mr. Sudip Faldesai – Business Ideation & Proposal Development CA Mitali Talwadkar – Regulatory & Compliance Framework Mr. Abhay Mishra – Digital Market Readiness Mr. John De Souza – Financial Literacy & Access to Finance Dr. Amit Bhattacharya – Marketing & Customer Development Mr. Damodar Pai Patnekar – Entrepreneurial Skills & Risk Management
Participants	42
Faculty attended	3
Student/Other participants attended	NIL
No. of external participants	42
The objective/description of the activity	The five-day State Level Workshop was organized by Goa University in collaboration with NITI Aayog to strengthen entrepreneurial capacity and digital readiness through practical, application-oriented sessions. The workshop covered the following areas: ➤ Business ideation, business model canvas, feasibility assessment and value proposition. ➤ Regulatory and compliance requirements including registration, GST basics, licences and documentation. ➤ Digital market readiness through WhatsApp Business, social media setup, branding basics and ONDC awareness. ➤ Financial literacy and access to finance, including loan procedures, DPR preparation and major entrepreneurship schemes. ➤ Marketing and customer development, including target-market identification, customer segmentation and pricing strategies. ➤ Entrepreneurial skills and risk management, including decision-making, resilience, basic accounting and operations. ➤ To complement the classroom-based sessions with practical exposure through a visit to FIIRE, Fatorda on 10th September 2026.
Benefit/Key outcome of the event	➤ Participants developed a structured understanding of converting business ideas into feasible and value-oriented proposals. ➤ The sessions enhanced awareness of regulatory, financial, marketing and digital requirements involved in starting and managing an enterprise. ➤ Participants gained practical exposure to digital tools, customer

	development, pricing, financing options, risk management and basic operational decisions. ➤ The interaction with resource persons connected conceptual learning with contemporary entrepreneurial practice. ➤ The visit to FIIRE, Fatorda provided an exposure component that complemented the five workshop days and strengthened participants' understanding of the entrepreneurship ecosystem. ➤ Overall, the programme contributed to entrepreneurial orientation, digital enablement, decision-making capability and readiness for enterprise development.
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Dr. Prachi P Kolamker

Workshop Coordinator
Goa Business School, Goa
University



Dr. Narayan Parab

Workshop Co Coordinator
Goa Business School, Goa
University



Dr. Sujal Naik

Workshop Co Coordinator
Goa Business School, Goa
University



**Sr Prof. Purva Hegde
Desai**

Dean

**Goa Business School, Goa
University**





State Level Workshop on
Entrepreneurial Capacity Building and Digital Enablement Workshop
31st August to 7th September 2026

NITI Aayog

Venue: Goa Business School, Goa University

Attendance

Sr. No.	Name of the Participant	Gender	31st August 2026		1st September 2026		2nd September 2026		4th September 2026		7th September 2026	
			Session I (10 am to 1 pm)	Session II (2 pm to 5 pm)	Session I (10 am to 1 pm)	Session II (2 pm to 5 pm)	Session I (10:30 am to 1:30 pm)	Session II (2:30 pm to 5:30 pm)	Session I (10 am to 1 pm)	Session II (2 pm to 5 pm)	Session I (10 am to 1 pm)	Session II (2 pm to 5 pm)
1	Ssour Moghe	Male										
2	Aymee Maria Edwin	Female			ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
3	Soham Sudam Naik	Male	S. Naik	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
4	Reedhi Rane	Female	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
5	Amar jadhav	Male	ABSENT	ABSENT	ABSENT	ABSENT			ABSENT	ABSENT	ABSENT	ABSENT
6	Cassius Colaco	Male										
7	Shyam Patel	Male			ABSENT	ABSENT		ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
8	Aparna V	Female	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
9	Ramira Mascarenhas	Female										
10	Anoushka	Female							ABSENT	ABSENT		
11	Utkarsh Satish Kamat	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
12	J Caldeira	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
13	Dinesh Verma	Male		ABSENT								
14	Anwyl Elvis Sardinha	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
15	Prajwal Vernekar	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
16	Erryl Alvares	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT
17	Abhilasha Kumari	Female					ABSENT	ABSENT				
18	Jude Pacheco	Male									ABSENT	ABSENT
19	Kiran Hangaragi	Male									ABSENT	ABSENT
20	Jaswanth Kumar M	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT

Sr. No.	Name of the Participant	Gender	31st August 2026		1st September 2026		2nd September 2026		4th September 2026		7th September 2026		
			Session I (10 am to 1 pm)	Session II (2 pm to 5 pm)	Session I (10 am to 1 pm)	Session II (2 pm to 5 pm)	Session I (10:30 am to 1:30 pm)	Session II (2:30 pm to 5:30 pm)	Session I (10 am to 1 pm)	Session II (2 pm to 5 pm)	Session I (10 am to 1 pm)	Session II (2 pm to 5 pm)	
✓ 21	Durgesh Shinde	Male	Shinde	Shinde	Shinde	Shinde	Shinde	Shinde	Shinde	Shinde	Shinde	Shinde	24
22	Nell Neemuch	Female	Nell	Nell	ABSENT	ABSENT	Nell	Nell	Nell	Nell	Nell	Nell	18
✓ 23	Mohammed Usman Shaik	Male	Usman	Usman	Usman	Usman	Usman	Usman	Usman	Usman	Usman	Usman	30
✓ 24	Gayatri Madar	Female	Madar	Madar	Madar	Madar	Madar	Madar	Madar	Madar	Madar	Madar	30
25	Swizel Fernandes	Female	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	-
26	Saili Parab	Female	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	-
27	Soham Samir Prabhu	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	-
28	Anurag Ajaykumar Chari	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	-
✓ 29	Sujata Chopdekar	Female	Chopdekar	Chopdekar	Chopdekar	Chopdekar	Chopdekar	Chopdekar	Chopdekar	Chopdekar	Chopdekar	Chopdekar	30
✓ 30	Vernon MENEZES	Male	Vernon	Vernon	Vernon	Vernon	Vernon	Vernon	Vernon	Vernon	Vernon	Vernon	30
✓ 31	Vinita Palkar	Female	Palkar	Palkar	Palkar	Palkar	Palkar	Palkar	Palkar	Palkar	ABSENT	ABSENT	24
✓ 32	Ms. Mandira Phal Dessai	Female	Dessai	Dessai	Dessai	Dessai	Dessai	Dessai	Dessai	Dessai	Dessai	Dessai	24
33	Arhaan shaikh	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	-
✓ 34	Atharva Lotlikar	Male	Lotlikar	Lotlikar	Lotlikar	Lotlikar	Lotlikar	Lotlikar	Lotlikar	Lotlikar	Lotlikar	Lotlikar	30
✓ 35	Nidhi Naik	Female	Naik	Naik	Naik	Naik	Naik	Naik	Naik	Naik	ABSENT	ABSENT	24
✓ 36	Roussel Lobo	Male	Lobo	Lobo	Lobo	Lobo	Lobo	ABSENT	Lobo	Lobo	Lobo	Lobo	27
37	MD Zain B	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	-
38	Aadnaan Shaikh	Male	Shaikh	Shaikh	Shaikh	Shaikh	Shaikh	Shaikh	Shaikh	Shaikh	ABSENT	ABSENT	21
✓ 39	Tauseef Siddiqui	Male	Siddiqui	Siddiqui	ABSENT	ABSENT	Siddiqui	Siddiqui	Siddiqui	Siddiqui	Siddiqui	Siddiqui	24
40	Shubham	Male	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	-
✓ 41	NOORJAHAN	FEMALE	Noorjahan	Noorjahan	ABSENT	ABSENT	Noorjahan	Noorjahan	Noorjahan	Noorjahan	Noorjahan	Noorjahan	24
SHAIKH USMAN													
42	Brijesh Norwekar	male	Norwekar	Norwekar	Norwekar	Norwekar	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	ABSENT	12

Participants Present for field visit at FZIRE on 10th Sept 2026

Name of the Participants

Signature

- 1) Anoushka de Souza
2. Gayatri Madar
3. Mandira Dossai
4. Abhilasha Kumari
5. SuIata J. Chopdhar
- 6) Aymee Maria Edwin
- 7) Ramona Mascarenhas
- 8/ Alorotha S. Usman
- 9) Ssour Mogyhe
- 10) Durgesh Shinde
- 11) Shyann Patel
- 12) Ianserif Siddiqui
- 13) Cassius Colaco
- 14) JUDE PACHECO
- 15) mohammed usman

Anoushka

Gayadar.

Mandira

Abhilasha

SuIata

Aymee

Ramona

Alorotha

Ssour

Durgesh

Shyann

Ianserif

Cassius

JUDE

mohammed

**State Level Workshop on
Entrepreneurial Capacity Building and Digital Enablement Workshop
31st August to 7th September 2026 and Field Visit on 10th September 2026**

Venue: Goa Business School, Goa University

Figure 1. Inaugural Function



Figure 2. Chief Guest for the Inaugural Prof. Sundar Dhuri, Registrar, Goa University



Figure 3. Chief Guest addressing the participants



Figure 4. Group Photo with participants



Figure 5. Resource person Mr. Sudip Faldesai



Figure 8. Group Photo with resource person Mr. John De Souza



Figure 9. Valedictory Function



Figure 10. Field Visit to FiiRE® Goa (Forum for Innovation Incubation Research & Entrepreneurship)



Figure 11. Session at FiiRE® Goa (Forum for Innovation Incubation Research & Entrepreneurship)

