



**SHREE L. R. TIWARI  
DEGREE COLLEGE**

(Approved by Government of Maharashtra & Affiliated to University of Mumbai)



**Topic : Business Modeling Canvas**  
**Speaker : Mr Anirudha Modak**  
**Founder, Guru on Tap Consulting**



**DATE**  
**15<sup>TH</sup> JULY 2023**  
**(SATURDAY)**



**TIME**  
**11 AM - 1 PM**



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## SHREE L. R. TIWARI DEGREE COLLEGE (Arts | Commerce | Science)

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Date: 17/7/2023

### Webinar on "Business Model Canvas"

**Topic: Business Model Canvas**

**Resource Person: Mr. Anirudha Modak,**

Founder, Guru on Tap consulting

**Total Participants: 64**

**Platform: Google Meet**

**Link: <https://meet.google.com/cen-kgxf-unt?hs=122&authuser=0>**

The Research, Innovation, Incubation and IPR Cell in association with ICC organised an online webinar on "Business Model Canvas" on 15<sup>th</sup> July, 2023 i.e. Friday from 11:00 am to 1:00 noon for students of Shree L. R. Tiwari Degree College.

Dr. Vaishali Kothiya introduced the guest speaker Mr. Anirudha Modak. Dr. Sanjay Mishra, principal of SLRTDC welcomed the guest speaker Mr. Anirudha Modak and addressed the participants about the purpose behind organised the webinar.

The webinar started with an overview of the Business Model Canvas and its nine key building blocks, including customer segments, value propositions, channels, customer relationships, revenue streams, key resources, key activities, key partnerships, and cost structure.

The resource person discussed the significance of the Business Model Canvas in enabling organizations to visualize and analyze their business models comprehensively. The focus was on how the canvas helps identify gaps, opportunities, and potential areas for innovation.

Several case studies were presented to demonstrate the practical application of the Business Model Canvas. Participants analyzed successful business models from different industries, such as technology startups, retail, and service-oriented organizations. Participants engaged in interactive exercises to develop their own business models using the canvas.

The seminar concluded with an open forum for participants to ask questions and engage in discussions related to the Business Model Canvas. The facilitator addressed queries and shared additional resources for further exploration.





## Objectives of the Webinar

1. The webinar shall provide participants with a comprehensive understanding of what the Business Model Canvas is and how it can be used as a tool for developing and analyzing business models. It should explain the different sections of the canvas and their significance in describing the key elements of a business.
2. The webinar shall help participants become familiar with the various components of the Business Model Canvas, such as customer segments, value propositions, channels, customer relationships, revenue streams, key activities, key resources, key partners, and cost structure. Participants should gain insights into the importance of each component and how they interrelate within a business model.
3. The webinar shall highlight the analytical power of the Business Model Canvas. Participants should learn how to use the canvas to evaluate the strengths and weaknesses of their existing business models, identify areas for improvement or innovation, and assess the impact of changes on different components of the model. They should gain insights into how to use the canvas to align their business strategy and operational activities.
4. The webinar shall inspire participants to think creatively and innovatively about their business models. It should encourage them to explore new possibilities, experiment with different combinations of components, and challenge conventional thinking. Participants should gain an understanding of how the Business Model Canvas can be used as a framework for business model innovation and disruption.

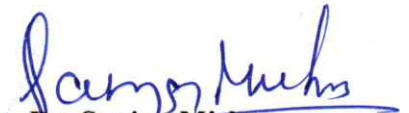
## Outcome of the Webinar

1. The participants developed solid understanding of the canvas, practical skills to apply it to their own businesses, and a mindset of strategic thinking and innovation.
2. Participants were empowered to analyze, develop, and innovate their business models using the canvas as a valuable tool.



**Dr. Vaishali Kothiya**

Dean, Research, Innovation, Incubation & IPR Cell



**Dr. Sanjay Mishra**

**IC PRINCIPAL**

Shree L. R. Tiwari Degree College of Arts, Comm. & Sci.  
Mira Road (East), Thane - 401 107.

Rupali Pashte (Presenting)

The diagram illustrates a business model with the following components:

- Teamwork**: Represented by stick figures.
- growth**: Represented by an upward arrow.
- plan**: Represented by a document icon.
- vision**: Represented by a lightbulb.
- process**: Represented by gears.
- value**: Represented by a bar chart.
- development**: Represented by a bar chart with an upward arrow.
- strategy**: Represented by a flowchart.
- people**: Represented by a group of stick figures.
- finance**: Represented by currency symbols (\$, €, ₹).

Other elements include a hand holding a pen, the logo for 'Guru on TAP', and a search bar at the bottom.

11:06 | cen-kgxf-unt

Participants in the meeting:

- anirudha modak
- Radhika Thakare
- Durga Tiwari
- Carol D'mello
- sirtdc degree college
- Riya Singh
- Hemant Bamoniya
- 33 others
- vaishali kothiya

Rupali Pashte (Presenting)

**Guru on Tap Consulting (Since 2013)**

- Organizational Strategy
- Business/Sales Consulting
- Performance Management
- Professional systems & processes
- MSME segment / Startups
- Associates - Finance, HR, IT, BFSI - Cumulative exp of over 100 years

**Anirudha Modak**

- Senior positions (1989 - 2013) at Reliance, Airtel, Ford, Godrej
- Worked across India and overseas
- Academics:
  - B.E. (Prod.), University of Pune (1989)
  - MDP, IIM-A (2011)
- Hobbies

"We are a boutique firm, focused on Consulting, Mentoring, Coaching & Adaptive Organizations (Startups / ..."

11:11 | cen-kgxf-unt

Participants in the meeting:

- anirudha modak
- Radhika Thakare
- Durga Tiwari
- JINAL MEHTA
- Carol D'mello
- IC sktdc
- sirtdc degree college
- 42 others
- vaishali kothiya



Rupali Pashte (Presenting)

Press Esc to exit full screen

Strategy Business Development Fund Raising

meet.google.com is sharing your screen

11:36 | cen-kgxf-unt

Participants: anirudha modak, Ishrat Arif Khan, Heena Choudhary, Radhika Thakare, Ratnakar Upadhyay, Liza Khan, Abhishek Kumar, 58 others, vaishali kothiya

meet.google.com/cen-kgxf-unt?authuser=0

Google Meet | IGNOU Online Cou... | College Affiliations... | NEC | E-Cell IT Bo... | School ERP | School... | WhatsApp | amazon.in/progress... | MoU Innovation Cell | Best Degree Colleg... | UGC HRDC/Univers...

Rupali Pashte (Presenting)

Business Model Canvas

meet.google.com is sharing your screen

11:47 | cen-kgxf-unt

Participants: anirudha modak, SF-Mech B 37 JB..., Radhika Thakare, Ratnakar Upadh..., Deepak Singh, Liza Khan, Ishrat Arif Khan, 61 others, vaishali kothiya







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## Feedback Analysis of Webinar on “Business Model Canvas”

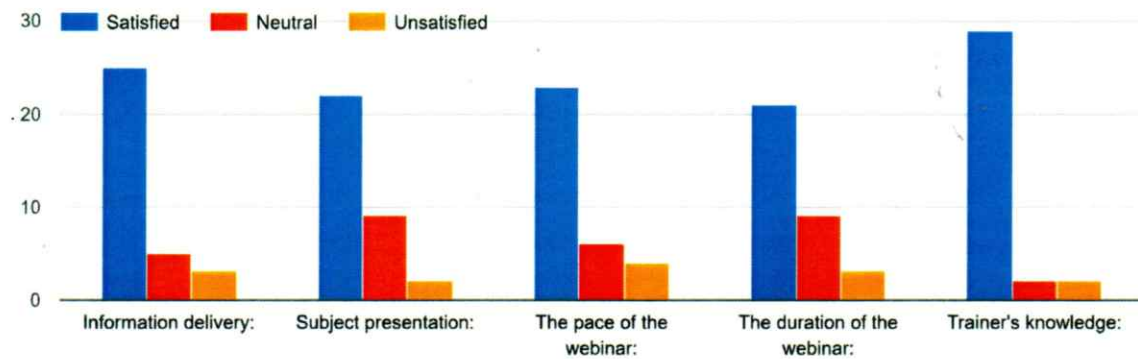
**Topic: Business Model Canvas**

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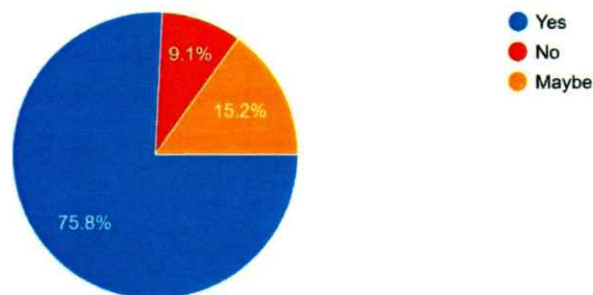
**Link:** <https://forms.gle/KtBfGaUkSPVf4QjC8>

Please rate the following content of the webinar according to your satisfaction level.



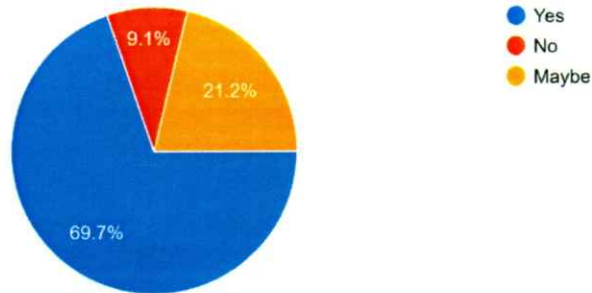
Did you gain new knowledge participating the webinar?

33 responses



Do you think you can apply what you learned in this webinar?

33 responses



#### Interpretation:

1. The majority of participants expressed satisfaction with the seminar. They found the content and delivery of the seminar to be satisfactory and aligned with their expectations with regards to Information delivery, Subject presentation, Pace of the webinar, Duration of the webinar and Trainer's knowledge.
2. Participants reported a satisfactory level of understanding of the Business Model Canvas. They felt that the seminar effectively explained the concept and structure of the canvas.
3. The majority of participants expressed satisfaction with the seminar and stated that they would recommend it to others. Additionally, most participants indicated their willingness to attend similar seminars in the future.
4. Opinions varied regarding the applicability of the Business Model Canvas. While 68% participants found it neutral, others were satisfied with its applicability to their respective fields of study or work.
5. 75 % of the Participants expressed overall satisfaction with the engagement level of the seminar. They found the interactive exercises and discussions valuable in enhancing their understanding of the Business Model Canvas.

Overall, the feedback indicates that the seminar on the Business Model Canvas was successful in providing a satisfactory learning experience and equipping participants with knowledge and skills relevant to strategic management and business planning.

**Dr. Vaishali Kothiya**  
Dean, Research, Innovation, Incubation & IPR Cell



**Dr. Sanjay Mishra**  
V/C PRINCIPAL

Shree L. R. Tiwari Degree College of Arts, Comm. & Sci,  
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