



Shree Rahul Education Society's (Regd.)  
**SHREE L. R. TIWARI DEGREE COLLEGE**

(Arts | Commerce | Science) Approved By Government of Maharashtra & Affiliated To University Of Mumbai | Recognized Under Section 2(f) of the UGC Act 1956 | ISO Certified 9001: 2015 | Hindi Linguistic Minority Institution | COLLEGE CODE : 1064

**Report on Achieving Problem-Solution fit and product - Market fit.**

**Organized By:** Department of Research & Development and IIC of SLRTDC

**Date:** 18<sup>th</sup> January 2024

**Venue:** Seminar Hall, College Campus

**Speaker:** Mr Saurabh Jain

**Introduction:** The seminar directed to instigate and permit students to unlock their full prospective, set and achieve objectives, and cultivate an optimistic mind-set for success. It created an awareness among the students regarding the stages of development in Product Market fit along with the top result and reasons for start-ups failure.

**Speaker:** The seminar featured a renowned speaker Mr Saurabh Jain, who captivated the audience with his dynamic presentation style and profound insights. His personal anecdotes, practical tips, and motivational stories resonated deeply with the students, leaving a lasting impact on them.

**Objectives:**

- 1. Goal Setting and Time Management:** The seminar emphasized the importance of Achieving problem-Solution fit & product - Market fit.
- 2. Use of Business Market Model:** The session focussed upon the three kinds of Fit: Product, Business Model and Problem Solution fit that is used by the Business Market Model.
- 3. Self-Confidence and Self-Belief:** The seminar emphasized the significance of self-confidence and belief in one's abilities. Practical techniques for building self-esteem, overcoming self-doubt, and cultivating a positive self-image were discussed to empower students to pursue their dreams fearlessly.
- 4. Growth in the customer Base:** Achieving product market will get the product in its unique position, delight the customers that will in turn contribute to the growth in sales.



**Outcome:** The motivational seminar provided students with invaluable insights, strategies, and inspiration to overcome obstacles, pursue their goals with passion and determination, and cultivate a positive mind-set for success. Achieving product market will get the product in its unique position, delight the customers that will in turn contribute to the growth in sales.

*Vaishali*

**Dr. Vaishali Kothiya**  
**Dean - Research, Innovation,**  
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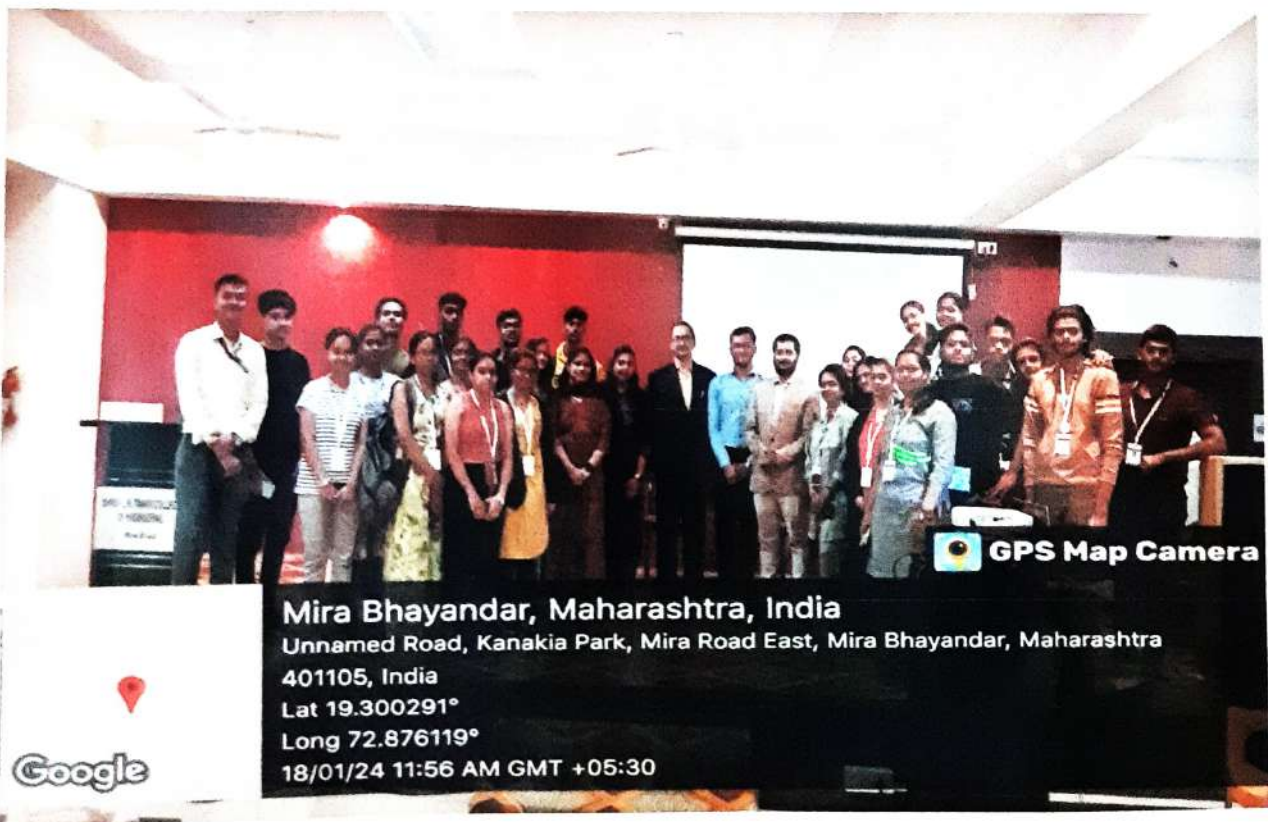
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