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COUNCIL
(Ministry of Education, Government of India)



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

Approved by Government of Maharashtra & Affiliated to University of Mumbai

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 15th 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.

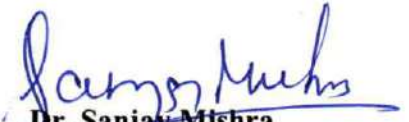
Outcome of the Webinar

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 dollar and euro symbols.
- Model**: The central focus, written in large red letters.

11:06 | cen-kgxf-unt

Participants in the meeting:

- anirudha modak
- Radhika Thakare
- Durga Tiwari
- Carol D'mello
- siride 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 & Leadership Development."

11:11 | cen-kgxf-unt

Participants in the meeting:

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



