

# Session Report

Organised by Ecell, Jadavpur University

**Title of the Session:** Session on Intro To Pitching by Ecell, Jadavpur University

**Session Date:** 21st November, 2023

**Session Time:** 4:00 pm - 8:30 pm

**Mode:** Seminar Room, Mechanical Engineering Building, Jadavpur University

**Faculty Coordinator in Charge:** Prof. Aranyak Chakraborty, Prof. Pranibesh Mandal

**Student Coordinator in Charge:**

- 1) Koustav Das (BME 2026)
- 2) Koustav Bhattacharya (BME 2026)
- 3) Gaurav Rai (BPharm 2026)

**Brief Intro of Program:**

Aspiring entrepreneurs gathered for "The Art of the Ask," a workshop igniting pitching skills for entrepreneurial success. The event unpacked the secrets of crafting compelling narratives, captivating audiences, and securing resources to fuel ventures from ideas to impactful businesses.

**Event Highlights:**

- Demystifying the Pitch: the speaker started the event by dissecting the essential elements of a winning pitch, offering practical tips for tailoring it to different audiences.
- From Story to Success: Participants explored the power of storytelling, learning how to weave compelling narratives that connect with investors and stakeholders.
- Data-Driven Advantage: The importance of data was emphasised, with attendees learning how to leverage it strategically to back up claims and build trust.
- Mastering the Ask: Confidently articulating funding needs and proposing clear value propositions were key takeaways, equipping participants for effective negotiations.

- Beyond the Words: the speaker stressed the impact of body language, stage presence, and audience engagement, empowering participants to deliver impactful presentations.
- Real-World Insights: Seasoned entrepreneurs shared their own pitching war stories, offering invaluable insights and practical tips for overcoming challenges and navigating the entrepreneurial landscape.
- Practice Makes Perfect: A live pitch-off session provided a platform for participants to put their newly acquired skills to the test, receiving valuable feedback and mentorship from industry veterans.

This workshop served as a potent dose of knowledge, inspiration, and confidence, leaving entrepreneurs equipped with the tools to turn their dreams into reality. The event proved that with the right pitch, even the most daring ideas can become the cornerstones of tomorrow's success stories.

#### **Session Attendance:**

| <b>SR. NO.</b> | <b>ATTENDEE NAME</b> | <b>DEPARTMENT</b>                              |
|----------------|----------------------|--|
| 1              | ARYAN DUTTA          | ELECTRONICS &<br>TELECOMMUNICATION ENGINEERING |
| 2              | PRIYANKA DASGUPTA    | MECHANICAL ENGINEERING                         |
| 3              | DEEPAK SARKAR        | CIVIL ENGINEERING                              |
| 4              | RIA MUKHERJEE        | INFORMATION TECHNOLOGY                         |
| 5              | ARITRA CHATTERJEE    | CONSTRUCTION ENGINEERING                       |
| 6              | SONALI ROY           | POWER ENGINEERING                              |
| 7              | ANIKET SAHA          | PHARMACEUTICAL TECHNOLOGY                      |
| 8              | SNEHA BISWAS         | COMPUTER SCIENCE & ENGINEERING                 |
| 9              | KUNAL BANERJEE       | ELECTRONICS &<br>TELECOMMUNICATION ENGINEERING |
| 10             | TANISHKA ROY         | POWER ENGINEERING                              |

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|----|--------------------------|--|
| 11 | SOHAM MALLICK            | CONSTRUCTION ENGINEERING                       |
| 12 | ANUSHA SEN               | COMPUTER SCIENCE & ENGINEERING                 |
| 13 | RAJAT BHOWMIK            | PRINTING ENGINEERING                           |
| 14 | ISHANI GUPTA             | METALLURGICAL & MATERIAL<br>ENGINEERING        |
| 15 | ABHIJIT CHAKRABORTY      | ELECTRICAL ENGINEERING                         |
| 16 | SHREYA SENGUPTA          | CHEMICAL ENGINEERING                           |
| 17 | ARNAV DEY                | ELECTRONICS &<br>TELECOMMUNICATION ENGINEERING |
| 18 | KAVYA MUKHOPADHYAY       | MECHANICAL ENGINEERING                         |
| 19 | RITVIK DUBEY             | INFORMATION TECHNOLOGY                         |
| 20 | RUPA DAS                 | POWER ENGINEERING                              |
| 21 | SUDIPTO<br>BANDYOPADHYAY | PRINTING ENGINEERING                           |
| 22 | ANKITA BANIK             | COMPUTER SCIENCE & ENGINEERING                 |
| 23 | KARTIK DAS               | METALLURGICAL & MATERIAL<br>ENGINEERING        |
| 24 | ANANYA ROY<br>CHOWDHURY  | ELECTRICAL ENGINEERING                         |
| 25 | RISHI MUKHERJEE          | POWER ENGINEERING                              |
| 26 | AYANA BISWAS             | ARCHITECTURE                                   |
| 27 | SHOURYA BANERJEE         | CIVIL ENGINEERING                              |
| 28 | ISHITA DUBEY             | PRODUCTION ENGINEERING                         |
| 29 | RISHABH SAHA             | INFORMATION TECHNOLOGY                         |
| 30 | RIYA MANDAL              | PHARMACEUTICAL TECHNOLOGY                      |
| 31 | SUBHAM MUKHERJEE         | ELECTRICAL ENGINEERING                         |

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|----|-------------------|--|
| 32 | TANVI ROY         | MECHANICAL ENGINEERING                         |
| 33 | RAJDEEP SARKAR    | ELECTRONICS &<br>TELECOMMUNICATION ENGINEERING |
| 34 | TRINA MALLICK     | INFORMATION TECHNOLOGY                         |
| 35 | AKASH BHOWMIK     | COMPUTER SCIENCE & ENGINEERING                 |
| 36 | ANKUR ROY         | ARCHITECTURE                                   |
| 37 | SHILPA CHATTERJEE | CONSTRUCTION ENGINEERING                       |
| 38 | KARTIK DUTTA      | METALLURGICAL & MATERIAL<br>ENGINEERING        |
| 39 | ISHANI GUPTA      | COMPUTER SCIENCE & ENGINEERING                 |
| 40 | ARJUN DAS         | INFORMATION TECHNOLOGY                         |
| 41 | KAVITA SAHA       | MECHANICAL ENGINEERING                         |
| 42 | SHUBHAM BISWAS    | ELECTRICAL ENGINEERING                         |
| 43 | ANKITA BANERJEE   | CONSTRUCTION ENGINEERING                       |
| 44 | RUDRA SEN         | POWER ENGINEERING                              |
| 45 | AYUSH CHAKRABORTY | INSTRUMENTATION & ELECTRONICS<br>ENGINEERING   |
| 46 | ADITIYA SENGUPTA  | CIVIL ENGINEERING                              |
| 47 | SAUMYA DEY        | POWER ENGINEERING                              |
| 48 | PARTHA BISWAS     | ELECTRONICS &<br>TELECOMMUNICATION ENGINEERING |
| 49 | RIYA SAHA         | CHEMICAL ENGINEERING                           |
| 50 | SHIVANG MUKHERJEE | ELECTRICAL ENGINEERING                         |

**Session Images:**





  IIC | JADAVPUR UNIVERSITY  
ENTREPRENEURSHIP  
CELL

# INTRO TO PITCHING

**E-WEEKEND<sup>23</sup>**

**MASTER THE ART OF PITCHING  
ESSENTIALS WITH US AND GEAR  
UP FOR PITCHGENIX!**

 Mechanical  
Engineering Dept.  
Seminar Hall

  
**21 NOV, 2023**  
5:30PM