

**A**  
**REPORT OF WEBINAR**  
**ON**  
**“TALKING TO HUMANS: CUSTOMER DISCOVERY FOR**  
**ENTREPRENEURS”**  
**ALUMNI CONNECT WEBINAR SERIES**

**DATE**

**09/08/2020**

**SUBMITTED BY**

**Ayush Singhal**

**(Assistant Professor, Department of CSE)**

**SUBMITTED TO**

**Director, MIT**

LIVE WEBINAR

**M**EEERUT  
**I**NSTITUTE OF  
**T**ECHNOLOGY

ALUMNI CONNECT  
PART 6

*Talking to Humans:  
Customer Discovery  
for Entrepreneurs*



**Umang Khanna**

Project Engineer:  
Implementation & Outreach  
INTERNATIONAL CENTRE  
FOR CLEAN WATER (ICCW)

**Date:**

Sunday 9<sup>th</sup> August, 2020

**Time:**

4:00 PM



**Coordinator:**



**Ayush Singhal**

Assistant Professor  
Trainings & Placements Coordinator,  
Department of CSE

**Webinar on Talking to Humans: Customer Discovery for Entrepreneurs on 9th August at  
06:00 pm.**

8 messages

**Ayush Singhal** <ayush.singhal@mitmeerut.ac.in>

To: Ayush Singhal <ayush.singhal@mitmeerut.ac.in>

Cc: vishwas.gautam@miet.ac.in, Director MIT <director@mitmeerut.ac.in>

Bcc: kunal19-bpharm@sanskar.org, akjain.net@gmail.com, er.singhdsp07@gmail.com, upangyasrivastava12345@gmail.com, prateek.gc <mamta.kumari.ce.2019@mitmeerut.ac.in>, narender.b987@gmail.com, kiranmahajan@gmail.com, varnika.goel.cs.2017@mitmeerut.ac arpit951143@gmail.com, chauhandave1@gmail.com, tham\_ans@rediffmail.com, harishchandra@skasc.ac.in, anantha.lakshmi9001@g nikitathakur032001@gmail.com, r.krishnamtech@gmail.com, drshaileshsingh9358383448@gmail.com, yogananda236@gmail.com, rajasa M <18euit089@skcet.ac.in>, poorvi.bansal.cs.2017@mitmeerut.ac.in, velpandi2012@gmail.com, DEEPANSHI PAL <deepanshi.pal.cs.20 mrohith2801@gmail.com, amil1978patkar@gmail.com, prerna.choudhary.cs.2019@mitmeerut.ac.in, muskanrajput.12vps@gmail.com, pe <abhishek.cs.2017@mitmeerut.ac.in>, krishnapatil8121@gmail.com, sayeedurrahman0143@gmail.com, gooliesoteric@gmail.com, prate lakshmanjigupta@gmail.com, harsh.kumar.bca.2019@mitmeerut.ac.in, sabarivasanj1m@gmail.com, netparthi@gmail.com, annapurna14 dr.sreepriya.g.nair@gmail.com, drtouseef1987@gmail.com, aman.singh.cs.2019@mitmeerut.ac.in, poongothait@gmail.com, jagan.jnm@ sreedevedreddy2@gmail.com, nagarjuna1975@gmail.com, bhatarshad09@gmail.com, karunamoorthy87@gmail.com, sree17qs@gmail.co ktamilkannan040@gmail.com, rakeshalladi666@gmail.com, kiranbabajirao@gmail.com, rajashekhar.p72@gmail.com, rohithkannan60@c Prachi.cs.2019@mitmeerut.ac.in, ashwani.cern@gmail.com, ithal@sxcce.edu.in, pvgayathri179@gmail.com, anu34137@gmail.com, om. vgsvani80@gmail.com, pravinshukla.mnnit@gmail.com, sbkushwaha111@vmail.com, meena.arul27@gmail.com, nishantsagar9@gmail.c msghalaut@yahoo.com, shuklanaveen5@gmail.com, peeyush.kumar.mp.2019@miet.ac.in, janardan.hati.123@gmail.com, richabiswal12 kasimalikhan6396@gmail.com, zamteaht@gmail.com, shakti817188@gmail.com, lalithrayal.b@gmail.com, harshithaaraveeti2000@gmai shivangi.garg.cs.2019@mitmeerut.ac.in, snehasanid@gmail.com, pushpalathakrishnan@gmail.com, shivani6698@gmail.com, akkarnwal shamilabeevi.1983@gmail.com, amil1978patkat@gmail.com, immanuelj325@gmail.com, navyanush@gmail.com, tushar.sharma.cs.2019 bhadauria <seematomarbhadauriajuly13@gmail.com>, asha7091066218@gmail.com, hitesh6867@gmail.com, mahadevpatil5022@gma iamadityasharma13@gmail.com, dprgpcollegeparsa@gmail.com, gautamvidyapati@gmail.com, jvidyanshugautam@gmail.com, rjeejha(a aali@jamiyahamdard.ac.in, sathyafresh@gmail.com, 20preetiverma@gmail.com, ps7688338@gmail.com, shivamvats007ss@gmail.com, l rupampai48@gmail.com, kirannagare21@gmail.com, dattu7nag@gmail.com, rimpu98@gmail.com, tpo.bvcopk@gmail.com, umesh.rr199 Shivanisharmash147@gmail.com, rudreshace89@gmail.com, jaswinderkaur4017@gmail.com, madoosharma@gmail.com, surbhislathia7 satapathy334@gmail.com, vandita.sharma@miet.ac.in, ktejokiran@rguktong.ac.in, talukdargitimoni@gmail.com, vikas pandey <pandey.v dkbehera4@gmail.com, visheshverma7372@gmail.com, snigdhas46@gmail.com, lifeb4u@gmail.com, ravishankerbanovath@gmail.co soumya.munna10@gmail.com, biswajitpanigrahi663@gmail.com, mishrajyotsna86@gmail.com, sumaiyasamreenriaz@gmail.com, Sumit akilshasky1026@gmail.com, sumampharmacy@gmail.com, laxmanjajodia12690@gmail.com, tcc.soratesp@gmail.com, gentlesuman98@

Dear academicians and scholars,

Thank you for the registration in the Webinar "Talking to Humans: Customer Discovery for Entrepreneurs" scheduled on 09th August at

Kindly click the link below to join the webinar:-

<https://zoom.us/j/94365347460>

You are invited to a Zoom webinar.

When: Aug 9 2020 06:00 PM India

Topic: Talking to Humans: Customer Discovery for Entrepreneurs

Webinar ID: 943 6534 7460

International numbers available: <https://zoom.us/u/adlmgGPnev>

Thanks and Regards,

**Ayush Singhal**

**Assistant Professor & Coordinator- Training and Placements**

**(Department of Computer Science and Engineering)**

**Meerut Institute of Technology, Meerut**

**National Highway 58, Bye-Pass Road, Baral Partapur, Meerut, Uttar Pradesh 250103**

**Handphone No.: +91-9997962331**

**Email: ayush.singhal@mitmeerut.ac.in**

**Web: www.mitmeerut.ac.in**

**www.miet.ac.in**

**M**EEERUT  
**I**NSTITUTE OF  
**T**ECHNOLOGY

**LIVE WEBINAR**

**ALUMNI CONNECT  
PART 6**

*Talking to Humans:  
Customer Discovery  
for Entrepreneurs*



**Umang Khanna**  
Project Engineer:  
Implementation & Outreach  
INTERNATIONAL CENTRE  
FOR CLEAN WATER (ICCW)

**Date:**

**Sunday 9<sup>th</sup> August, 2020**

**Time:**

**4:00 PM**



**Coordinator:**



**Ayush Singhal**  
Assistant Professor  
Trainings & Placements Coordinator,  
Department of CSE

**MEERUT INSTITUTE OF TECHNOLOGY, MEERUT**

**Webinar on "TALKING TO HUMANS: CUSTOMER DISCOVERY FOR  
ENTREPRENEURS"**

A Webinar was organized on "TALKING TO HUMANS: CUSTOMER DISCOVERY FOR ENTREPRENEURS" on August 09, 2020 (SUNDAY). Mr. Umang Khanna (Project Engineer, Implementation & Outreach (International Centre for Clean Water), MIT BATCH CE 2018, has delivered his talk on the above-mentioned theme.

The link of the event was shared with all the student and faculty members of MIT, Meerut and as well as with other institutions and universities across India. 382 people had registered for the webinar and 205 participants attended the webinar which includes faculty members, research scholars and students.

## Customer Discovery

**Goal**





- Find your customers
- Likelihood of your idea/product/service

**Detective**

- Find clues and useful information
- Look for patterns to guide you towards decision making

**Analyze**

- Qualitative research to get quantitative research
- Recheck your initial hypothesis

By - UMANG KHANNA

## Talking to Customers



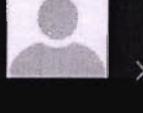
➤ **Goal – Speak less, listen more.**

- Start with open-end questions (descriptive type) - how, when, why, where.
- Avoid to begin with direct questions (yes/no type) – do you, are you, would you, can we

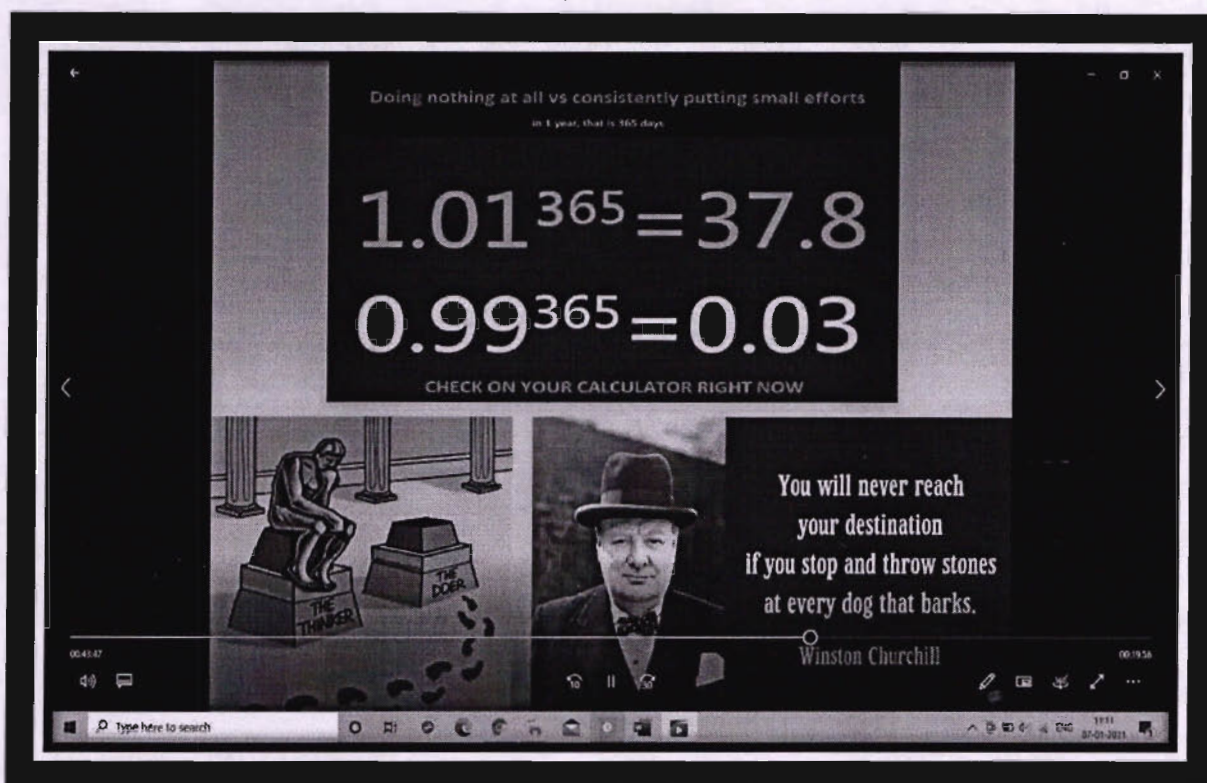
**How to ask the Hardest Question – How much will you pay for this?**

**Ask this questions like this-**

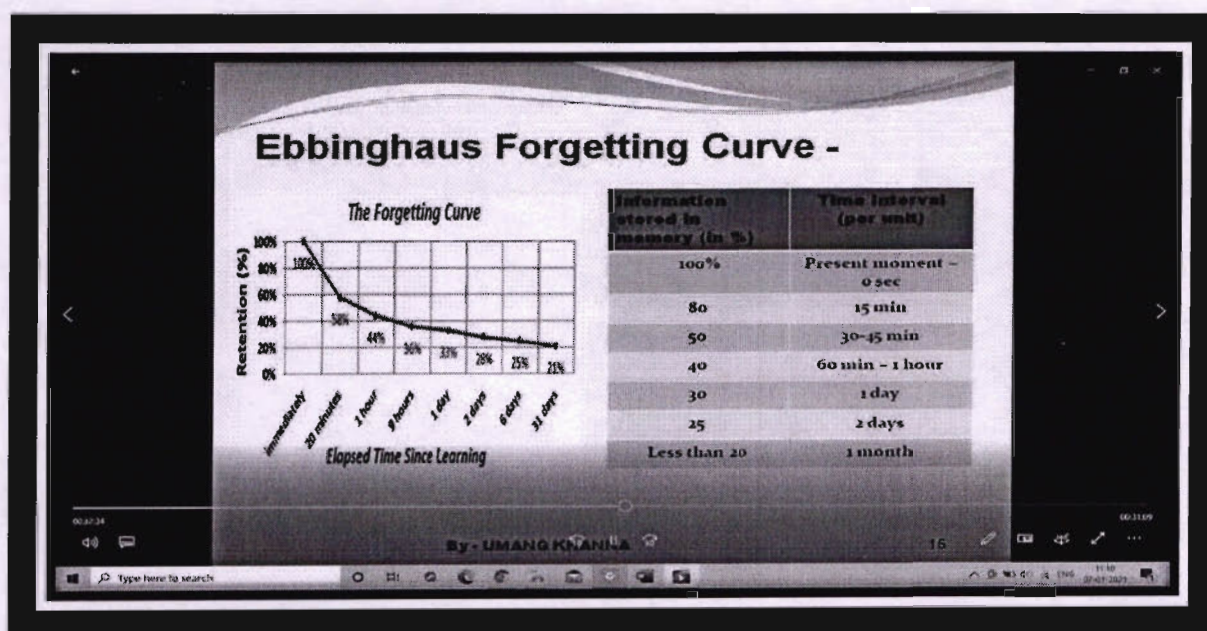
- How much would you pay to make this problem go away?
- What budget have you allocated to this and who controls it?
- How much do you currently spend to address this problem?

The event was live on the official Facebook page @mit2007 of Meerut Institute of Technology, Meerut.



The recording of the same has also been uploaded on the official YouTube channel @MITMeerut of Meerut Institute of Technology, Meerut. The YouTube link for the same is <https://youtu.be/1naOeK6-sBc>. The feedback link was shared with the participants. The feedback given was analysed and the report is attached.



Mr. Ayush Singhal, Innovation Ambassador at MIT, Meerut extends his gratitude to all the attendees and participants. Prof. (Dr.) Alok Chauhan (Director, MIT, Meerut) has appreciated

the organizing committee to organize this event and congratulated the speaker for the very edifying performance.

*Ayush*  
**Ayush Singhal**

**Programme Coordinator**  
**(Department of CSE, MIT, Meerut)**

# Feedback Form for Webinar on "Talking to Humans: Customer Discovery for Entrepreneurs" 09 August 2020

Kindly submit feedback regarding the webinar you have just completed.  
Provide correct details so that after the verification of attendance, your E-certificate can be sent.  
\* Required

1. Email address \*

2. Name \*

3. College/Company/Organisation Name \*

4. Contact Number \*

5. Level of effort by the speaker \*

Mark only one oval!

- Poor
- Fair
- Satisfactory
- Very good
- Excellent

Contribution to learning \*

Mark only one oval per row.

	Poor	Fair	Satisfactory	Very good	Excellent
Level of skill/knowledge at start of webinar	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Level of skill/knowledge at end of webinar	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contribution of Webinar to your skill/knowledge	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

7. Skill and responsiveness of the speaker \*

Mark only one oval per row.

	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
Speaker was an effective lecturer/demonstrator	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Presentations were clear and organized	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Speaker stimulated student interest	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Speaker effectively used time during class periods	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Speaker was available and helpful	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

8. Webinar content \*

Mark only one oval per row.

	Strongly disagree	Disagree	Neutral	Agree	Strongly agree
Learning objectives were clear	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Webinar content was organized and well planned	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Webinar organized to allow all students to participate fully	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

9. What aspects of this webinar were most useful or valuable? \*

---

---

---

---

10. Any suggestions? \*

---

---

---

---



MEERUT INSTITUTE OF TECHNOLOGY, MEERUT  
ALLIANCE CONNECT 6 - MIT, Meerut  
Participant Feedback Form Details

Topic: Talking to Humans: Customer Discovery for Entrepreneurs

Day: SUNDAY

Date: August 09, 2020

Time: (IST: 04:00 PM)

Total Feedback Form Count: 205

S.No.	Attendee Name	College/Company/Organization Name	Level of effort by the speaker	Contribution to learning (level of skill/knowledge gained at start of webinar)	Contribution to learning (level of skill/knowledge gained at end of webinar)	Contribution to learning (Contribution of Webinar to your skill/knowledge gain)	Skill and responsiveness of the speaker (Speaker was an effective lecturer/demonstrator)	Skill and responsiveness of the speaker (Presentations were clear and organized)	Skill and responsiveness of the speaker (Speaker effectively used time during class periods)	Skill and responsiveness of the speaker (Speaker stimulated student interest)	Skill and responsiveness of the speaker (Speaker available and helpful)	Webinar content (Learning objectives were clear)	Webinar content (Webinar content was organized and well planned)	Webinar content (Webinar organized to allow all students to participate fully)	What aspects of this webinar were most useful or valuable?	Any suggestions?	
1	SABARI VASAN M	SACS MAYNAG ENGINEERING COLLEGE	Very good	Very good	Very good	Very good	Agree	Agree	Agree	Agree	Neutral	Agree	Agree	Yes			
2	THUTA BHASKARAO	ZPHSCHOOL DANOU GOPALAPURAM Anurag University	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	How to convert observation into thought	If you provide the ppt and the video link to our emails it will be more useful to us	
3	NARENDER BOGGULA		Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Overall Good	Keep going on	
4	Varnita KUMAR	Meerut Institute of Technology	Satisfactory	Very good	Very good	Very good	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	All	No	
5	DINESH KUMAR GOGOI	Borhat EPBM College	Very good	Very good	Very good	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Market analysis	Best wishes for a next one	
6	MOHINI SINGH	Banars Hindu University	Excellent	Very good	Very good	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	CONTENT	nothing	
7	B.N.Lalithandra	Sree Vidyanikethan Institute of Management	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	CONTENT	nothing	
8	Dr.SP.KARUPPIAH	STJOSEPH'S COLLEGE OF ENGINEERING	Very good	Very good	Excellent	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	GAIN MORE	FINE	
9	Prof. Bakinder Singh	S. B. M. N. L. P. S. B. Baba Maszadh University	Satisfactory	Satisfactory	Very good	Very good	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Systematic Presentation	Please do inform me next webinar	
10	Sakshidee Singh	U.C.bose university of science and technology ymca Faridabad	Very good	Fair	Satisfactory	Satisfactory	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	All valuable	No	
11	VEERESH SHADASHARINATH	GOVERNMENT FIRST GRADE COLLEGE, HARIHAR	Very good	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	All	Very informative and knowledgeable session	
12	KADAN BHALLA	GURU NANAK DEV ENGINEERING COLLEGE,LUDHIANA	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	All aspects	We should have an organized listening session	
13	KAMAL JEET	MIS Punjab Technical University, Bathinda	Excellent	Fair	Satisfactory	Satisfactory	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Neutral	Not specific	
14	JANAKACHANDRANAH	SV Venkateswara College of Engineering, Tirupati	Satisfactory	Satisfactory	Fair	Fair	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Neutral	Not specific	
15	Srinidhi Kalayappan	Vivekananda for the women	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Getting knowledge	Nice session
16	SUMAYTA SAMREEN	KCT ENGINEERING COLLEGE	Very good	Satisfactory	Satisfactory	Satisfactory	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Useful	Nil
17	Dr Durgesh Ranjan tar	Bengal School of Technology Chuchura Hooghly West Bengal	Very good	Satisfactory	Satisfactory	Satisfactory	Neutral	Neutral	Neutral	Neutral	Neutral	Agree	Agree	Agree	Agree	Ok	Nice session
18	Sona D Solanki	Barbaria Institute of Technology	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	It was wonderful session and gained knowledge	None as such
19	GAULA SRI VEENATA RAMA ABHISHEK	BHIMAVARAM INSTITUTE OF ENGINEERING AND TECHNOLOGY	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nil	
20	DR. SANJEEV KUMAR	R.V. HIGHER EDUCATION AND TECHNICAL INSTITUTE	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nil	
21	B RAVI	KDR GOVERNMENT POLYTECHNIC	Very good	Satisfactory	Satisfactory	Satisfactory	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nothing
22	Supriya Mohapatra	Mangala Degree College	Very good	Very good	Very good	Very good	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Nothing
23	Kastin Ali	Sankar College of Pharmacy & Research	Excellent	Very good	Very good	Very good	Neutral	Neutral	Neutral	Neutral	Neutral	Agree	Agree	Agree	Agree	Agree	Nothing
24	MURARI JAGADISH	RISE KRISHNA SAI PRAKASAM GROUP OF INSTITUTIONS	Very good	Very good	Satisfactory	Satisfactory	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Nothing
25			Very good	Very good	Satisfactory	Satisfactory	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Nothing
26	Dr. A. Pushpalatha	SRM Institute of Science and Technology	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nothing
27	Shivangi Garg	Meerut Institute of Technology	Satisfactory	Satisfactory	Satisfactory	Satisfactory	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Nothing
28	NARESH KUMAR	Pashchappat College	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nothing
29	V.G.S.Veni Prudipreddi	Shriwasa Institute of Management Studies	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nothing
30	Dr. Sreepathi G. Reddy	Vinayaka Missions School of Arts and Science	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nothing
31	B.G.SATYK	Government first grade degree college Vijayanagar	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nothing
32	MR MID JINUR BAHAMANN RESEARCH SOCIETY	OPJS UNIVERSITY CHURU BAJASTHAN INDIA	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nothing
33	Rajesh kumar	AITH VARANASI	Excellent	Satisfactory	Satisfactory	Satisfactory	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Nothing
34	Rash Sharma	MIFET	Very good	Very good	Very good	Very good	Strongly disagree	Strongly disagree	Strongly disagree	Strongly disagree	Strongly disagree	Neutral	Neutral	Neutral	Neutral	Neutral	Nothing
35	Dr Gurukul An	Sankar College of Pharmacy & Research	Very good	Very good	Satisfactory	Satisfactory	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Nothing
36	MR KIRAN BABURAO SALUNKE	Government polytechnic Thane	Excellent	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Nothing

*(Handwritten signature)*







182	Ashayit Podder	COO, Tespur University Manonmanan sanderan University college Tisyawavil	Satisfactory	Very good	Satisfactory	Very good	Neutral	Agree	Agree	Strongly agree	Agree	Strongly agree	Strongly agree	The satisfaction needed to develop for the customers and stakeholders for the entrepreneurship purpose. Useful for research purposes Useful for research purposes All All	Suggestions to conduct more such frequent sessions in future and to provide the PPT of the sessions Very useful Useful informations
183	Dr. R. MURUGAN	Anna Vinayagar college of education Tisyawavil	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	How interact with customers? For knowledge Enhanced my knowledge related to the topic	Looking forward for more webinars. No
184	A. AKILSHA	Laluk College, Lakhimpur Assam	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	It is valuable for me	Nice meet give chance to more questions Ok
185	Dr Padma Hazarika	Govt. Bilasa Girls P. G. College Bilaspur	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Ebbinghaus Forgetting Curve and where to find and reach our customers (Public places, Digital platforms) were most effective. Overall Entrepreneurship is extremely amazing platform to an individual who really want to do something new.	No
186	Manjeet kour	Central University of Jammu Samba, J&K	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
187	Anjilata Chandra	Govt. Bilasa Girls P. G. College Bilaspur	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
188	Ms. Dilsha Bangotra	Central University of Jammu Samba, J&K	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
189	Dr. Bindoo Mahiya	TIJU, Moradabad UP	Very good	Very good	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
190	Dr Anu kaushik	Himt college of pharmacy	Excellent	Satisfactory	Satisfactory	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
191	Prerna Choudhary	Meenat Institute of Technology	Excellent	Fair	Very good	Strongly agree	Agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
192	Dr. Toussaf Hussain Trak	Government Degree College, Kishwar, J&K	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
193	HITESH PATEL	Frerz Energy Services Pvt Ltd	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
194	DEEPAK KUMAR	GOVERNMENT POLYTECHNIC STAMABH, BIHAR	Satisfactory	Satisfactory	Satisfactory	Neutral	Neutral	Neutral	Neutral	Neutral	Neutral	Neutral	Neutral	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
195	Gandamulla Rajanahar	Government polytechnic kogi	Very good	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
196	Ruchi Sharma	P.S.Nahar , Phoolbehar, Lakhimpur kheri	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
197	Manjoni Tiwari	Japur national university	Very good	Very good	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
198	POOJALS	SHRI KRISHNA SWAMY COLLEGE FOR WOMEN	Very good	Very good	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
199	Dr. R. Toagananda	SIM College of Pharmacy	Excellent	Very good	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
200	Dr.pranad Satapathy	Rewanshaw University Orissa	Very good	Very good	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
201	R. PRAVEEN	Bharath matric.hr.sec.school	Very good	Very good	Very good	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
202	Riya Aditya	IGR	Very good	Fair	Fair	Strongly disagree	Strongly disagree	Strongly disagree	Strongly disagree	Strongly disagree	Strongly disagree	Strongly disagree	Strongly disagree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
203	DR. NAVEEN AGRAWAL	KISHORI RAMAN PG COLLEGE MATHURA	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
204	SHAIK SHAKHEED AHAMMAD	DR YC JAMES YEN GOVERNMENT POLYTECHNIC COLLEGE KUPPAM	Excellent	Excellent	Excellent	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Strongly agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session
205	Ujjwal Jindal	Merrut Institute Of Technology	Fair	Fair	Fair	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Agree	Session was good and very impressive and informative, I learned so many things from this. I hope in future I will get such opportunities also.	Excellent session Very informative session

# MEERUT INSTITUTE OF TECHNOLOGY

Certificate  
of participation

This is to certify that \_\_\_\_\_  
from \_\_\_\_\_ participated in the TALKING TO HUMANS:

CUSTOMER DISCOVERY FOR ENTREPRENEURS organized on August 9<sup>th</sup>, 2020 by Department of Computer Science  
and Engineering, Meerut Institute of Technology, Meerut. We wish you all the best for your future endeavors.



Mr. Ayush Singh  
Assistant Professor  
Department of CSE  
MIT, Meerut



Dr. Alak Chauhan  
Director  
MIT, Meerut