

keen observations, 'subtle' sarcasm and a whole lot of wit.

Though the official results of the T-nite were not announced for many days, the real purpose behind why it was organized was accomplished already. The core objective of the T-nite is to increase bonding amongst the sections. And someone must have well realized the fact, that to enhance intra-section unity one needs to introduce a tad bit of inter-section rivalry. Well, the rivalry was soon forgotten, but the strong bonds that students got a chance to build with their section-mates promise to last for a long time to come. If you want to test this out just start a chant of "Section __ ka tempo.." and even the president of the sleeper cell

will wake up to respond with a "High Hai!" The much awaited results of the T-nite were finally announced on a DJ-nite organized by the Cultural and Social Affairs' Committee. It had been a talk around for long as to who was going to bag the trophy this year. The winners were Section-E, followed by Section-D and PGPX by very close margins. There were also some individual category awards given out, including Mr. and Ms. T-nite and the best male and female dancers, among many others. Once again, as happy as the winners were to take the title, T-nite was about a lot more than just winning. It was a platform where each individual got the opportunity to showcase his/her talent. It was a stage where everyone could let go of their inhibitions, and create a

comfort level with their section-mates. And most of all, it was an endeavor to increment student interactions within the section, build bonds which would last for lifetimes and create memories which would be shared with the batches to come. No matter whosoever won, each section performed par-excellence, and even though the winners may be forgotten after a while, the intra-section bonding will be there forever.



HTSAS #2: TaxiForSure

Ujwal Kalra - POST GRADUATE PROGRAMME - II

Aditya Khanna - POST GRADUATE PROGRAMME - I

The second session of How to Start a Startup (HTSAS) on "Significance of Idea and Team" was taken by our alumnus, Raghunandan G, the co-founder and erstwhile CEO of TaxiForSure.

So how does one generate ideas? Raghunandan had an unequivocally clear answer to that: "Ideas originate from discussions, not during idea generation sessions or agenda meetings.



And you need to have those conversations on a regular basis". You cannot sit down with the express purpose of generating a brilliant idea and succeed. Action or no action, there is no greater idea generation tool apparent to him. And what kind of ideas should one look for? "There is no hard and fast rule, nor any right way to look at ideas" However, he went on to list three major approaches to idea generation followed by entrepreneurs: "The first essential thing is that you should be facing a problem, and to that you have a solution to offer. Second, you should look at the different emerging sectors such as virtual reality and IoT. Can solutions to problems be built using these? Finally, your idea could be generated from replication of something already op-

erational in a different part of the world."

Further, new markets keep getting created. There are a few ideas which were around for a long time but were not feasible until very recently, such as solar energy and virtual reality. He went on to highlight the importance of keeping track of such opportunities for budding entrepreneurs.

Is my idea great? The customer is king, and you should treat them that way, suggested Raghunandan. "You need to determine whether what you think is your product is something people will subscribe to; whether it will engage customers". For TaxiForSure, there had been a sequence of exceptional customer engagement