



Co-funded by the  
Erasmus+ Programme  
of the European Union

**Transforming Academic Knowledge to Develop  
Entrepreneurial Universities in Pakistan (TAKE UP)**

## **International Conference on TAKE UP**

**Held on 17<sup>th</sup> December 2022**

**at COMSATS University Islamabad, Lahore Campus**

### **Post-Conference Report**



**Prepared by**

**Dr Muhammad Ahmed Farooqui  
Consultant Coordinator,  
TAKE-UP Project  
and  
Convener of the Conference  
CUI, Lahore Campus  
18 February 2023**



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## Preamble

Global paradigm for evolution of universities includes promotion of entrepreneurial culture among students, academic staff and researchers. The development of Entrepreneurial Universities is the goal of TAKE-UP, which is a joint project of a consortium of two European and four Pakistani universities. The TAKE-UP Project was conceived and initiated in February 2019 by University of Saarland (Germany) in collaboration with Universities in Pakistan and Europe. The project was approved by European Union (EU) in January 2020 with funding of one Million Euros under Erasmus+ Program of Capacity Building in Higher Education. The project spans three years and has been divided into ten work-packages. The work packages are aimed to enable four partner Pakistani universities to start transforming into innovative entrepreneurial universities by promoting a culture of entrepreneurship through training of the faculty /staff and motivating students and researchers to become entrepreneurs. Cornerstone of TAKE-UP is the establishment of FabLabs at Pakistani universities as physical spaces and equipment for innovation, prototyping. It also involves the initiation of specially designed courses on prototyping and entrepreneurship for students, faculty, and researchers.

## Objectives of the Conference

The objective of the conference primarily revolved around the objective of the TAKE UP project what is “To develop entrepreneurial mindset at partner Pakistani universities through curriculum development, teaching and training of faculty and students for transforming them into Entrepreneurial Universities. Students, faculty, alumni, academic leaders and successful entrepreneurs from outside academia were invited to share with them the achievements of the project, exchange ideas and set a way forward.

## Participating Universities

1. University of Saarland, Germany
2. Athens University of Economics and Business (AUEB), Athens, Greece
3. COMSATS University Islamabad, Lahore Campus
4. Lahore University of Management and Sciences, Lahore
5. Government College University, Lahore
6. University of Gujrat, Gujrat

## Organizing Committee

For the conduction and management of the conference, a committee was constituted at CUI, Lahore Campus with the mandate to organize the conference with the financial and administrative provisions of the TAKE UP project. The committee was comprised of

- |   |                      |
|---|----------------------|
| 1. Prof. Dr Muhammad Ahmed Farooqui, PI TAKE UP | Convener             |
| 2. Dr. Imran Haider Naqvi, SR Manager HR,       | Associate Convener   |
| 3. Mr. Ghulam Jilani, Sr Coordination Officer   | Conference Secretary |

The notification and the ToRs of the Committee are placed at [Annexure-A](#).



## Opening Session

Recitation of the Holy Quran followed by National Anthem of Pakistan

Welcome and Introduction of TAKEUP by Prof. Dr. Muhammad Ahmed Farooqui, Consultant and PI of the TAKE UP Project, CUI, Lahore Campus

Address by Ms. Theresa Zimmer from Saarland University, Germany

Address by Ms. Vasiliki Chronaki, Athens University of Economics and Business, Greece

Address by Keynote Speaker: **Entrepreneurship and the Youth of Pakistan**, Dr. Shoab Ahmed Khan, CEO CARE and Co-Founder & Chancellor CASE

Address by Guest of Honor, Prof. Dr. Asghar Zaidi, Vice Chancellor GCU and Punjab University

Address and Vote of thanks by Prof. Dr. S. Asad Hussain, Director CUI, Lahore Campus

## General Presentations

**A. Studying and Researching in Germany:** Outlook on international study programs for Pakistani Students and Academics, German Academic Exchange, DAAD  
Ms. Theresa Zimmer Lead TAKE UP, Saarland University, Germany

**B. Business Incubation Programs in Europe,** ACEin and Athens University of Economics and Business, Greece: Ms. Vasiliki Chronaki & Mr. Andreas Zerkoulis

**C. Project Status and Outcomes,** Ms. Theresa Zimmer, Lead TAKE UP, Saarland University, Germany

## Conference Sessions

<u>Session and Work Package</u>	<u>Title/Topic</u>	<u>Moderators</u>
<u>Session 1</u> WP 1+ 2	Identifying and Developing an Entrepreneurial Ecosystem at Higher Education Institutions	Dr. Muhammad Ahmed Farooqui and Dr. Imran Naqvi (CUI)
<u>Session 2</u> WP 3	Including FabLab's into Entrepreneurship Education	Dr. Nauman Zaffar (LUMS)
<u>Session 3</u> WP 4	Interdisciplinary Entrepreneurship Education	Mr. Shahzada Babar (UoG) and Dr. Amaad Uppal (GCU)
<u>Session 4</u> WP 5 + 6	Entrepreneurial Coaching	Ms. Theresa Zimmer (UdS) and Dr. M. Shehryar (LUMS)
<u>Session 5</u>	Women Entrepreneurship	Dr. Faiza Ali (LUMS)
<u>Session 6</u>	Unicorns vs. Part-Time Entrepreneurs	Mr. Panourgias Papaioannou (AUEB)
<u>Session 7</u>	Panel Discussion with External Stakeholders: The Future of Entrepreneurial Ecosystems in Pakistan	Dr. Muhammad Ahmed Farooqui, Consultant TAKEUP, Dr. Imran Haider Naqvi (CUI) and Mr. Ghulam Jilani (CUI)
<u>Session 8</u>	Wrap Up and Way Forward	Ms. Theresa Zimmer (UdS)

The program brochure developed for the conference is placed at [Annexure B](#)



## Conference Proceedings

The conference began with a welcome and introduction by Professor Dr. Muhammad Ahmed Farooqui, who provided an overview of the TAKEUP project and its objectives. This was followed by a series of short introductory talks. The first was of Ms. Theresa Zimmer from Saarland University, the second of Dr. Vasiliki Chronaki from the Athens University of Economics and Business in Greece, followed by a keynote address by Professor Dr. Shoab Ahmed Khan, CEO of CARE and Co-Founder and Chancellor of CASE. Prof. Dr. Asghar Zaidi, Vice Chancellor of GCU and Punjab University addressed the audience as the chief guest of the ceremony. In the end Professor Dr Syed Asad Hussain presented vote of thanks to the participants of the conference especially the chief guest and the delegates from abroad. Due to an urgent meeting at Islamabad, Professor Dr Muhammad Afzal Tabassum, Rector CUI, could not attend the conference.

Throughout the day, attendees had the opportunity to learn about the latest developments and trends in entrepreneurship and innovation, as well as to network with other participants. The conference program included several other activities, such as a discussion on studying and researching in Germany led by Ms. Theresa Zimmer, a presentation on business incubation programs in Europe led by Ms. Vasiliki Chronaki and Mr. Andreas Zerkoulis, and a roundtable discussion on identifying and developing an entrepreneurial ecosystem at higher education institutions.

In addition to these activities, there were also several roundtable sessions on a variety of topics related to entrepreneurship and the future of entrepreneurial ecosystems in Pakistan, including discussions on women entrepreneurship, unicorns vs. part-time entrepreneurs, and the future of entrepreneurial ecosystems in Pakistan. The conference also featured a roundtable session on the future of entrepreneurial ecosystems in Pakistan moderated by Dr. Muhammad Ahmed Farooqui Consultant TAKEUP, Dr. Imran Naqvi and Mr. Ghulam Jilani.

## Session Reports

### Keynote Talk by Dr Shoab Khan on Entrepreneurship and the Youth of Pakistan

In his keynote talk, Professor Dr Shoab Khan very motivationally elaborated the basic aspects of entrepreneurship from the perspective of Pakistani youth. After defining the “entrepreneurship”, he spoke about why a vibrant entrepreneurial ecosystem is a necessity for Pakistan. He further elaborated in detail the enormous potential that is available for Pakistan to exploit.

By quoting several examples of national and multinational companies he motivated the audience, especially the students, to become an entrepreneur. He very effectively explained as how to create and proceed for a successful startup.

Dr Shoab defined the entrepreneur as “A person who is up late working 100 hours for himself; to avoid working 40 hours for someone else”.



He further defined innovation and as product of invention and commercialization. Without innovative ideas, the traditional businesses tend to windup such as Nokia. On the other hand Google has reached to a business of \$1.2 Trillion in less than 20 years merely because of continuous introduction of innovative ideas and products. Innovation is the process of creating value by applying novel solutions to meaningful problems. Similarly, Innovation Driven Entrepreneurship (IDE) is realized by Startups. Entrepreneur is not necessarily motivated by profit but regard it as a standard for measuring success.

Dr Shaob presented several case studies of successful entrepreneurs in his talk including Ariel Garton CEO of InteraXon, Ayah Bdier founder CEO of Littlebits, Iqram Magdon Ismail Co-founder of Venmo, and Dave Gilboa and Neil Blumenthal founders of Warby Parker. All these entrepreneurs are running successful businesses of multi billion dollars. Based on these case studies coupled with his personal experience, Dr Shaob presented his thesis to the audience that Innovation, Disruption, and improvement are the three necessary components of a successful startup. With the help of a flow chart, he explained micro- to macro-level steps in Disruption and Innovation Driven Research. He quoted the example of India which is the 3rd largest ecosystem for startups after the US and China. Pakistan has the basic ingredients for IDEs which include

1. Large young population eager to innovate
2. Affordable connectivity
3. Several educational institutions
4. Government eagerness to work with academia and industry and
5. Large number of local problems with global scope

Dr. Shoab further apprised the audience with several successful entrepreneurs like Zia Chishti CEO of Afiniti, and Ashar Aziz CEO of FireEye (Cybersecurity Co). He proposed following ten essential components of a good IDE business proposal:

1. Introduction / mission
2. Problem
3. Solution
4. Market, Customers
5. Competitive landscape
6. Business and Revenue Models
7. Management Team
8. Financial Projections Funding
9. Timeline
10. Summary

He concluded his talk with following concluding points

- A. Innovation Driven Entrepreneurship is very critical for Pakistan to progress.
- B. We need to establish a complete and vibrant entrepreneurial ecosystem.
- C. We then need to motivate our creative minds to establish innovation driven startups and while we provide them with the ecosystem that takes them to create unicorns.



## **Session 1 Identifying and Developing an Entrepreneurial Ecosystem at Higher Education Institutions**

Moderators Dr. Muhammad Ahmed Farooqui and Dr. Imran Naqvi (CUI)

Venue Meeting Room, D Block

Time 13:30 to 14:30

Attendance: Appx 50

At the start of the session, Dr Farooqui apprised the participants about the current international scenario with respect to future jobs and businesses. He explained to the audience that for the first time in the history, the current explosion of innovation is evolving upon five major innovation platforms simultaneously. The last such explosion was in early 1900 when telephone, electricity, and automobiles were invented. Today we have, genomic sequencing, robotics, energy storage, artificial intelligence and blockchain technology. Sooner or later these platforms are going to converge. The growth of each technology platform individually will in fact be a combination of multiple technology platforms growing simultaneously. There will be several S-shaped growth curves feeding each other rather than one S-curve. Autonomous taxi platforms will be the convergence of three of those platforms: robotics, energy storage, and artificial intelligence.

While referring Cathy Wood, CEO of Ark Investment (USA), Dr Farooqui shared with the audience that particular platform accounts for basically zero revenue today, but by the year 2030 it is estimated to grow to a 9-10 trillion-dollar revenue generating opportunity. In fact, right now in the global equity market the combinations of these five technologies are priced at roughly \$7-8 trillion which is less than 10 percent of the global equity market capital. By 2030, this \$7-8 trillion share is expected to scale to 210 trillion dollars. The seeds for all of this were planted in the past twenty years that ended in the tech and telecom bubble. During the past two decades, too much capital was chasing too few opportunities. The technologies weren't ready, or they were all way too costly. Now is the time to be on the right side of change because these platforms are going to encapsule 14 different technologies, creating exponential growth trajectories. They are going to be transformative, but they are going to be very disruptive to the traditional world order.

All these expected changes will have direct impact on the job market and ultimately on the future workforce that universities and colleges will produce. Entrepreneurial culture will become an integral part of academic institutions in near future. This is the right time to craft a new framework of academic institutions to produce trained youth equipped with relevant knowledge and right skills.

With this global scenario, Dr Farooqui opened the discussion by presenting following question for the audience:

1. What is meant by entrepreneurial ecosystem?
2. What are the components of the Entrepreneurial ecosystem?
3. What actions are required to initiate the creation of entrepreneurial ecosystem in academia?
4. Who are the stakeholders?



The participants identified and pointed out several bottleneck as the cause of slow promotion of entrepreneurial ecosystem in Pakistan. After thorough deliberations it was concluded that academic leaders, faculty, student, parents, and the donors for startup businesses are the key stakeholders. It was established that formal training of faculty and the students is essentially required for the promotion of entrepreneurship in academia. Faculty members are to be incentivized and the curriculum needs to be realigned toward entrepreneurial mindset. It is mandatory to make students and their parents realize that due to present economic situation of Pakistan, the entrepreneurship is the best way for survival. Academia needs to establish stronger and sustainable relationships with the industry. The concept of “right technology for the right business” is to be promoted and Start-up businesses are to be supported by the Government and donor agencies.

## **Session 2 Including FabLab's into Entrepreneurship Education**

Moderator Dr. Nauman Ahmad Zaffar (LUMS)

Venue: Meeting Room, IRCBM

Time 13:30 to 14:15

Attendance: Appx. 35

The session was conducted and moderated by Prof. Nauman Ahmad Zaffar from Lahore University of Management Sciences (LUMS). The topic of discussion was about key facilities required to carry out entrepreneurial activities for all startups that have some aspects of physical product design and manufacturing. FabLabs are an excellent and latest addition in academia that can be used to encourage hands-on learning and problem-solving skills among the students. These are excellent platforms for the development of new products and technologies, and support entrepreneurship and innovation. The practical-based learning environment in the Fab Lab promotes networking, collaboration, interdisciplinary learning and provides access to advanced technologies.

The discussion was started with the representatives from the partner universities sharing their experience with startups that require rapid prototyping facilities and how the knowledge is included in the learning and development activities carried at the respective incubation centers. They also shared details of their facilities, expertise and the services rendered to different startups. There was a consensus on the growing need in Pakistan for indigenous development of solutions for locally relevant challenges and the key role fab labs can play in making it possible. If the entrepreneurial landscape is to extend beyond IT related startups, presence of fab labs is critical to allow entrepreneurs realize the product from concept to prototype stage and then take it from prototype to the finalized product. It was also highlighted that fab labs can also help in assisting with the molds and structures required for mass production.

The discussion then moved to the inculcating the possibility of engaging with fab labs by fostering an atmosphere of knowledge sharing and creation. Basic understanding of the different facilities, use, capabilities, and relative advantages promises to provide startups with the tools to decide the prototyping and production route the product should take.

The discussion was then extended to the general audience on the need of services and the challenges associated with getting the right expertise during the design and development phase and the challenges associated with scaling it up for mass production. The audience



shared their experiences and pain points in accessing the knowledge, seminars and facilities at other universities. The point was taken up by the respective universities to be resolved at the earliest.

The discussion was then shifted to enhance collaboration and usage of facilities at each institution. The participants shared details of facilities and the process for accessing these resources as needed. The following possible contributory impacts of the Fab Labs have been identified that may lead to innovation and business startup among entrepreneurs:

1. Provide access to advanced manufacturing equipment.
2. Encourage hands-on learning and experimentation.
3. Facilitate collaboration and knowledge-sharing among makers.
4. Promote entrepreneurship and support product development.
5. Connect makers with potential customers, investors, and partners.
6. Encourage the development of open-source technologies and designs.

In conclusion, the session highlighted the need of fab labs and importance of including it in the entrepreneurial education. It also highlighted the resources available at different institutions and how they could be leveraged by others through a sustainable, open-access policy. Another important insight that was developed was to think beyond the boundaries of individual organizations and collectively think of enhancing the facilities to complement and supplement the resources available already at different places. This would allow better utilization of financial resources to enhance the overall capabilities instead of building redundant basic facilities at each location.

### **Session 3 Interdisciplinary Entrepreneurship Education**

Moderators Mr. Shahzada Babar (UoG) and Dr. Amaad Uppal (GCU)

Venue Meeting Room, Block D

Time 14:30 to 15:30

Attendance: Appx 45

Dr Amaad Uppal opened the session through his presentation. He presented an overview of interdisciplinary entrepreneurship education in Pakistan that refers to the integration of multiple academic disciplines and practical skills to teach entrepreneurship. This approach recognizes that successful entrepreneurship often involves a combination of business acumen, design thinking, engineering skills, and financial literacy, communication skills and team building. By offering a comprehensive and integrated curriculum, interdisciplinary entrepreneurship education aims to prepare students to launch their own businesses, create new products and services, and paly their role in the economic growth.

In Pakistan, the need for interdisciplinary entrepreneurship education is driven by the country's economy, which presents new opportunities and challenges for business growth and innovation. Many aspiring entrepreneurs in Pakistan face challenges such as limited access to funding and resources, weak legal and regulatory frameworks, and a lack of business know-how. To address these challenges, interdisciplinary entrepreneurship education programs in Pakistan should aim to equip students with the knowledge, skills, and networks they need to succeed as entrepreneurs. These aspects of the



entrepreneurship are built in the proposed curriculum developed under the TAKEUP Project. The curriculum includes a combination of classroom lectures, hands-on workshops, and practical projects, as well as opportunities to connect with successful entrepreneurs and business leaders. In addition, the curriculum also includes elements of design thinking, engineering, and financial literacy, among other disciplines, to provide students with a well-rounded education in entrepreneurship.

The participants of the session recommended that to maximize the impact of interdisciplinary entrepreneurship education in Pakistan, it is imperative to involve all relevant stakeholders, including universities, government, and the private sector. This can help to ensure that students receive the best possible education and are equipped with the skills and networks they need to succeed as entrepreneurs. Additionally, it is essential to measure the outcomes of interdisciplinary entrepreneurship education programs, such as the number of students who launch successful businesses, to assess the effectiveness of these programs and identify areas for improvement.

It was concluded that the interdisciplinary entrepreneurship education plays a significant role in promoting entrepreneurship and startup businesses in Pakistan. By providing students with a well-rounded education that combines business acumen, design thinking, engineering skills, and financial literacy, among other disciplines, interdisciplinary entrepreneurship education may prepare students for success as entrepreneurs.

#### **Session 4 Entrepreneurial Coaching**

Moderators Ms Theresa Zimmer (UdS) and Dr. M. Shehryar (LUMS)

Venue: Meeting Room, IRCBM

Time 14:30 to 15:30

Attendance: Appx 40

The first international TAKE UP conference roundtable session on entrepreneurial coaching was a highly productive and engaging discussion, moderated by Dr Shehryar from LUMS and Theresa Zimmer from Saarland University. The topic of the session was the differences between coaching and mentoring, and the participants shared their experiences and examples of the same.

The discussion kicked off with the moderators asking the participants if they had any personal experiences with coaching or mentoring. The participants shared their experiences and talked about the impact these relationships had on their personal and professional growth. This led to a discussion on the differences between coaching and mentoring, with the participants agreeing that while both forms of support have their benefits, they serve different purposes.

One of the key takeaways from the discussion was the importance of questioning in the coaching process. The participants agreed that asking questions is a powerful tool for self-discovery and growth. They discussed how a coach can use questions to help the individual identify their strengths, weaknesses, and potential areas for improvement. The participants also shared examples of effective questioning techniques that coaches can use to help their clients.



The discussion then shifted to the challenge of measuring the effectiveness of coaching. The participants agreed that it can be difficult for a coach to know if they have been helpful, especially in cultures where individuals may hesitate to answer directly and honestly. The moderators pointed out the importance of being aware of non-verbal cues, as these can provide valuable insight into the individuals state of mind and level of engagement.

In conclusion, the roundtable session on entrepreneurial coaching was a highly informative and engaging discussion. The participants came away with a better understanding of the differences between coaching and mentoring, the importance of questioning in the coaching process, and the challenge of measuring the effectiveness of coaching. The moderators, Dr Shehryar and Theresa Zimmer, facilitated a productive discussion that provided valuable insights and tips for those involved in coaching and mentoring individuals in their personal and professional growth.

### **Session 5 Women Entrepreneurship**

Moderator Dr. Faiza Ali (LUMS)  
Venue: Meeting Room, D Block  
Time 15:30 to 16:15  
Attendance Appx 40

Dr Faiza opened the discussion with the statement that although the COVID-Induced changes in the business and work environment has opened many new avenues for women to work from home, the female entrepreneurs still face many challenges during the start and growth of her business. It is now well established that women entrepreneur creates the value for herself in the form of independence and financially sound position and for the society in the form of poverty alleviation and generate the employment opportunities. She also acts as a role model for others who are unemployed, they may serve themselves through taking the entrepreneurial initiatives. Women entrepreneurs need the support from their family members in managing the household work and provide her moral and financial support maximum exploitation of business opportunities.

After thorough discussions the house identified following major issues that women entrepreneurs are facing in Pakistan

1. Lack of access to funding and resources.
2. Limited educational and skill-building opportunities.
3. Cultural and societal barriers.
4. Weak legal framework and lack of government support.
5. Lack of networking and mentorship opportunities.
6. Inadequate infrastructure and market access.
7. Bias and discrimination in the business world.

The following solutions were proposed to address the identified issues:

1. Increase access to funding and resources.
2. Provide educational and skill-building opportunities.
3. Encourage cultural shift through education and media.
4. Strengthen legal framework and increase government support.



5. Facilitate networking and mentorship opportunities.
6. Improve infrastructure and market access.
7. Address bias and discrimination through awareness campaigns and enforcing laws.

### **Session 6 Unicorns vs. Part-Time Entrepreneurs**

Moderator Mr. Panourgias Papaioannou, (AUEB)  
 Venue Meeting Room, IRCBM  
 Time 15:30 to 16:15  
 Attendance Appx 40

The session Unicorn vs Part time entrepreneurs gave the opportunity to the on-site participants to discuss crucial issues that are linked to the Pakistani startup scene. As “unicorns” was a new term for some of the participants it was explained that unicorn is a privately-owned startup with a valuation of over 1 billion euros. On the other side part-time entrepreneur was defined as the entrepreneur who is running his/her own startup alongside the full-time paid work or studies. The key points discussed were if a part time entrepreneur can succeed. What are the advantages, and the disadvantages of the part-time entrepreneurs were also analyzed. Moreover, it was argued that in Pakistan part-time entrepreneurship could be mainstreamed as many people are looking for a secure job with a stable income. Finally, reflections were shared about the reasons why a unicorn start-up hasn't been achieved in Pakistan as of yet. The participants committed to review the online course offered as part of the TAKE-UP project while they shared their own recommendations on how to make entrepreneurship more known within the Pakistani Higher Education system.

### **Session 7 Panel Discussion with External Stakeholders: The Future of Entrepreneurial Ecosystems in Pakistan**

Moderators Dr Muhammad A Farooqui, Dr Imran H Naqvi and Mr Ghulam Jilani. (CUI)  
 Venue: Conference Room, Admin Block  
 Time 16:15 to 16:45  
 Attendance: Appx. 10

The participants mainly discussed the role of government and higher educational institutions in the promotion of entrepreneurial ecosystem in academia. Participants identified that despite several social and technical bottlenecks, an encouraging environment is emerging for the entrepreneurial ecosystem of Pakistan. Financial and strategic support from the Federal and provincial governments and establishment of incubator centers in the system has given a noticeable boost to the entrepreneurial ecosystem.

The session was attended by 15 participants altogether. Among the participants were the CUI alumni and a former faculty member Dr Ali Nawaz Khan who has successfully established a business with the help of his students. He shared valuable points with the participants. Later Dr Ali Nawaz shared a detailed write up about his personal experience which is available at his LinkedIn platform (<https://www.linkedin.com/pulse/my-entrepreneurial-journey-dr-ali-nawaz-khan/>). The first and relevant paragraph of his write up is reproduced here with his permission.



*While reviewing the curriculum for Entrepreneurship101 course offered under #TakeUp project in 2020-21, the word "disruption" stood out as the common concept among successful startups. Disruption is deviation from the norm, an idea or innovation that is unforeseen ... like the waves created by a stone thrown into a placid lake or the few ripples that the first droplet of rain makes in the pond! What the content on entrepreneurship does not cover ... is the disruption experienced by the entrepreneurs themselves at the personal level... the deviation from the routine ... the risk and fear of failure ... the unforeseen ... the unaccounted-for hurdles.*

### **Session 8: Wrap up and Way Forward**

Moderator; Ms. Theresa Zimmer (UdS)

Venue: Conference Room, A Block

Time: 16:45 to 17:00

Attendance: Appx 80

The conference concluded with closing remarks and a debriefing session led by Ms. Theresa Zimmer, who provided an overview of the conference and discussed plans for the way forward for the TAKEUP project. Overall, the conference was considered a great success, providing valuable insights and networking opportunities for attendees, and contributing to the development of an entrepreneurial culture among students and faculty at universities in Pakistan and Europe.

### **Feedback about the Conference**

A feedback exercise was carried out by Ms Theresa Zimmer through an online evaluation proforma that was made available to the participants via cell phones at the of the Session 8. The results of the exercise are placed at Annexure C

### **Finances**

European Union, the financial sponsor of the TAKE UP project, provided funds for the conduction of the conference, through University of Saarland, Saarbrucken Germany.

### **Participants of the Conference**

The conference was attended by more than 125 participants from the six partner universities of the TAKE UP project. Among those were the faculty members, academic leaders, students, and industry professionals who were specially invited. At the end of the conference, certificates of participation were presented to the participants by the Convener of the Conference. A list of participants is attached as Annexure D

### **Acknowledgements**

Following officers and their respective offices are thankfully acknowledged for extending their support and cooperation to make the conference a success:

1. Professor Dr Syed Asad Hussain, Director CUI, Lahore Campus for providing administrative and financial approvals in timely manner.



2. Mr Tariq Aziz, Art and Design Department, for designing all the conference items like, brochure, certificate, note pad, ID card etc.
3. Ms. Javeria Farooqui, Humanities Department, for conducting the opening session of the conference very professionally as a stage secretary.
4. Ms. Nagina Shafi, Additional Treasurer for processing the financial approvals.
5. Mr. Imran Qureshi, Deputy Registrar, (Procurement) for processing the purchase of printing and promotional material.
6. Col. (Rtd) Shahzad Anwar, Manager Works and Security, for arranging security and providing works support at the conference and session venues.
7. Engg. Naeem Akhtar, Manager IT, for providing uninterrupted IT services during the conference.
8. Dr. Rashid Ahmed Khan, Additional Registrar, for organizing welcome set up at the *baradari*.
9. Mr. Bashir Ahmed, Transport Officer, for arranging transport for the foreign guests at a short notice.
10. Mr. Taimoor Tareen, Manager C&L, for arranging inter-session refreshments, drinks, and lunch during the conference.
11. Mr. Farhan, Photographer, for providing photography services during the conference.
12. Ms Haiqa Gul, students of Business Administration, is especially acknowledged and thanked for preparing the first draft this post-conference report.
13. Following students provided their services voluntarily for arranging conference folders for guests, reception of guests at the Reception Desk, escorting guest and participants to the various sites and doing all tasks as assigned to them for the conduction of the conference.

#### **Team A**

1. Haiqa Gul, BS Business Administration (Group Lead)
2. Syeda Faria Batool, BS Business Administration
3. Hifza Idrees, BS Accounting and Finance
4. Jazil Ahmed Khan, BS Accounting and Finance
5. Zain-ul-Abideen, BS Accounting and Finance

#### **Team B**

6. Haseeb Ahmed, BS Business Administration, (Group Lead)
7. Hamza Qasim, BS Accounting and Finance
8. Muhammad Wasil Shehzad, BS Computer Science
9. Mariam Fatima, BS Interior Design
10. Kashf Asad, BS Accounting and Finance



# Pictorial













International Conference on TAKE UP 17Dec22, Post-Conference Report - P~ 20~

# Annexure A Organizing Committee Notification



## COMSATS UNIVERSITY ISLAMABAD

Lahore Campus: Defence Road, Off Raiwind Road, Lahore

UAN: +92-42-111-001-007 Ext: 866

CUI-LHR- NTF/HR-7(12)/22- 23273-1

November 08, 2022

### Notification

Being one of the partners of the TAKE UP Project, CUI, Lahore Campus, has been assigned to organize an International Conference on Entrepreneurship as provisioned in the EU-Funded project entitled "Transforming Academic Knowledge to Develop Entrepreneurial Universities in Pakistan (TAKE UP)". The conference is planned to be held on 17th December 2022 at CUI Lahore Campus.

The following Organizing Committee is hereby constituted for the TAKE UP Conference:

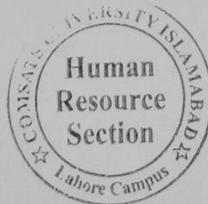
- |   |                      |
|---|----------------------|
| 1. Prof. Dr Muhammad Ahmed Farooqi, PI TAKE UP, | Convener             |
| 2. Dr. Imran Haider Naqvi, Sr. Manager HR,      | Associate Convener   |
| 3. Mr. Ghulam Jilani, Sr. Coordination Officer  | Conference Secretary |

### **Terms of Reference (ToR)**

1. To plan and execute Conference program.
2. To make all logistic and other arrangements necessary for the successful conduction of the Conference.
3. To approve the design and contents of all promotional and marketing materials for the Conference.
4. To arrange and invite keynote speakers for all the sessions of the Conference.
5. To invite guests and delegates for maximum participation in the Conference.
6. To allocate funds for each head of the expenditure from within the approved budget of the Conference.
7. To take any action or assign any task to a relevant person/office that is deemed necessary for the smooth conduction of the Conference.

The committee shall submit a report after the conclusion of the Conference.

(Rosemary Noel)  
Assistant Manager (HR)



Copy to:

1. All concerned
2. CO to Director
3. Personal file



# Annexure B Program of the Conference

## Accomplishments

1. Curriculum for a course in Entrepreneurship has been designed
2. Lectures and presentations for online teaching have been developed
3. Online course portal was created by UoS and managed by participating universities
4. Course was offered to students of participating universities
5. 100+ students participated and completed the course
6. Coach's Manual (Instructor's Manual) has been developed
7. Master Trainers have been trained at each participating university
8. Several Workshops, training sessions and meetings held in physical and virtual modes
9. Establishment Fab Lab: Lab Equipment ordered, installation to be completed by Dec 2022
10. Networking is in progress

## About TAKE UP

Global paradigm for evolution of universities includes promotion of entrepreneurial culture among students, academic staff and researchers. The development of Entrepreneurial Universities is the goal of TAKE-UP, which is a joint project of a consortium of two European and four Pakistani universities. The TAKE-UP Project was conceived and initiated in February 2019 by University of Saarland (Germany) in collaboration with Universities in Pakistan and Europe. The project was approved by European Union (EU) in January 2020 with funding of one Million Euros under Erasmus+ Program of Capacity Building in Higher Education. The project spans three years and has been divided into ten work-packages. The work packages are aimed to enable four partner Pakistani Universities to start transforming into innovative entrepreneurial universities by promoting a culture of entrepreneurship through training of the faculty /staff and motivating students and researchers to become entrepreneurs. Cornerstone of TAKE-UP is the establishment of FabLabs at Pakistani universities as physical spaces and equipment for innovation, prototyping. It also involves the initiation of specially designed courses on prototyping and entrepreneurship for students, faculty, and researchers.



## Participating Universities

1. University of Saarland (UoS), Saarbrücken, Germany



2. Athens University of Economics and Business (AUEB), Athens, Greece



3. COMSATS University Islamabad Lahore Campus



4. Lahore University of Management Sciences, Lahore



5. Government College University, Lahore



6. University of Gujrat, Gujrat



**International Conference**  
on  
Transforming Academic Knowledge  
to Develop Entrepreneurial  
Universities in Pakistan

# TAKE UP



Funded by the  
Erasmus + Programme  
of the European Union

**17 December 2022**

at  
**COMSATS University Islamabad  
Lahore Campus**

## Conference Program

Time	Activity   Venue: Seminar Hall A- Block	
09:00 – 09:10	Recitation of the Holy Quran followed by National Anthem of Pakistan	
09:10 – 09:20	Welcome and Introduction of TAKEUP by Prof. Dr. Muhammad Ahmed Farooqui	
09:20 – 09:30	Address by Dr. Theresa Zimmer from Saarland University, Germany	
09:30 – 09:35	Address by Dr. Vasiliki Chronaki, Athens University of Economics and Business, Greece	
09:35 – 10:00	Address by Keynote Speaker: Entrepreneurship and the Youth of Pakistan, Dr. Shoaib Ahmed Khan, CEO CARE and Co-Founder & Chancellor CASE	
10:00 – 10:10	Address by Guest of Honor, Prof. Dr. Asghar Zaidi, VC GCU and Punjab University	
10:10 – 10:20	Address by Chief Guest, Prof. Dr. Muhammad Azfal Tabassum, Rector CUI	
10:20 – 10:30	Vote of thanks by Prof. Dr. Syed Asad Hussain, Director CUI, Lahore Campus	
10:30 – 10:40	Souvenir Exchange followed by Group Photograph	
10:40 – 11:00	Networking & Refreshments	
11:00 – 11:30	Studying and Researching in Germany: Outlook on international study programs for Pakistani Students and Academics, German Academic Exchange, DAAD Participants: Students & Ms. Theresa Zimmer	
11:30 – 12:00	Business Incubation Programs in Europe, ACEin and Athens University of Economics and Business, Greece: Ms. Vasiliki Chronaki & Mr. Andreas Zerkoulis	
12:00 – 12:30	Project Status and Outcomes, Ms. Theresa Zimmer, Lead TAKE UP, Saarland University, Germany	
<b>Break for Prayers &amp; Lunch</b>		
<b>Sessions on Project and Work-Packages</b>		
13:30 – 14:30	Venue: Conference Room Block D <b>Roundtable on WP 1 + 2</b> Topic: Identifying and Developing an Entrepreneurial Ecosystem at Higher Education Institutions Moderators – Keynote Speakers: Dr. M. Ahmed Farooqui – Dr. Imran Naqvi (CUI)	Venue: Conference Room IRCBM <b>Roundtable on WP 3</b> Topic: Including FabLab's into Entrepreneurship Education Moderator – Keynote Speaker: Dr. Wasif T. Khan (LUMS)
	<b>Roundtable on WP 4</b> Topic: Interdisciplinary Entrepreneurship Education Moderators – Keynote Speakers: Dr. Shahzada Babar (UoG) Dr. Amaad Uppal (GCU)	<b>Roundtable on WP 5 + 6</b> Topic: Entrepreneurial Coaching, Moderators – Keynote Speakers: Dr. Theresa Zimmer (UoS) Dr. M. Shehryar (LUMS)
15:30 – 16:15	Topic: Women Entrepreneurship Moderator – Keynote Speaker: Dr. Faiza Ali (LUMS)	Topic: Unicorns vs. Part-Time Entrepreneurs Moderator – Keynote Speaker: Dr. Panourgias Papaloannou (AUEB)
	Venue: Seminar Hall Block A <b>Panel Discussion with External Stakeholders:</b> The Future of Entrepreneurial Ecosystems in Pakistan Moderators – Keynote Speakers: Dr. Muhammad Ahmed Farooqui, Consultant TAKEUP – Dr. Imran Naqvi – Mr. G. Jillani (CUI)	
<b>Closing, Debriefing and Way Forward</b>		
16:45 – 17:00	Closing Remarks and Way Forward, Moderator – Keynote Speaker: Dr. Theresa Zimmer(UoS)	

## Objectives of TAKE UP

To develop entrepreneurial mindset at partner Pakistani universities through curriculum development, teaching and training of faculty and students for transforming them into "Entrepreneurial Universities"

## Expected Outcomes

1. Enable partner Pakistani universities to become innovative entrepreneurial universities
2. Create and promote a culture of entrepreneurship in participating universities
3. Produce trained faculty/staff for motivating graduating students and innovators to transform their business ideas into revenue generating businesses
4. Create sustainable job-creating businesses/employment opportunities in Pakistan

## For details, please contact

Dr. Muhammad Ahmed Farooqui (Convener)  
Dr. S. M. Imran Haider Naqvi (Associate Convener)  
Mr. Ghulam Jillani (Conference Secretary)  
takeupadmin@cuilahore.edu.pk

**Weblink of TAKE UP Project**  
<https://takeup.edu>



COMSATS University Islamabad, Lahore Campus  
M.A Jinah Building, Defence Road, Off Raiwind Road  
Lahore, Pakistan



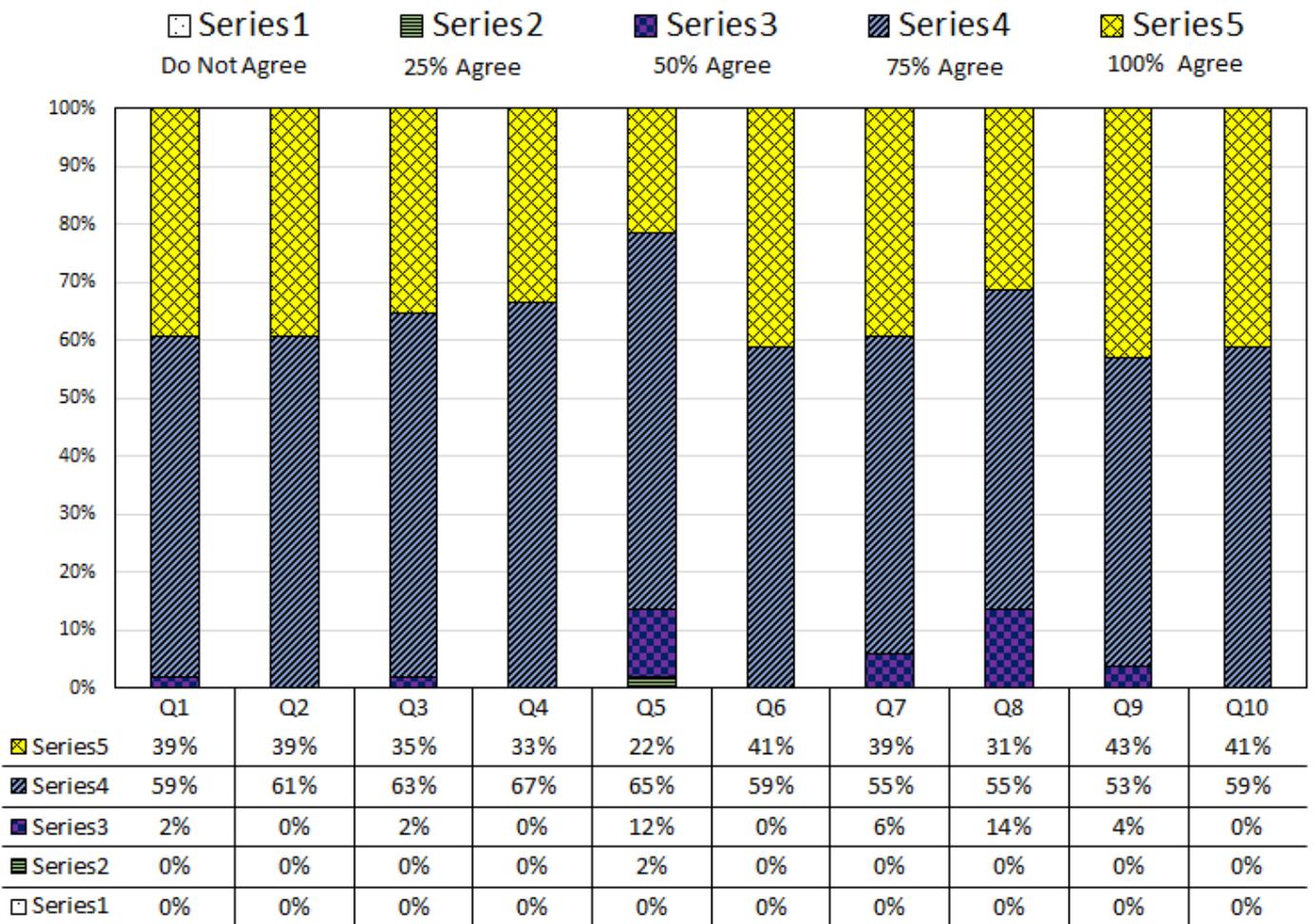
## Annexure-C

### Feedback from Participants of the Conference

#### Survey Questions

Q1	The objective of the event was made clear to me.
Q2	The objectives were well defined from the beginning.
Q3	The contents were clear and easy to understand.
Q4	The structure of the event was logical/comprehensible/coherent.
Q5	The overall time required for the event (including preparation and follow-up) was appropriate.
Q6	I have the feeling that I have learned important things in the event.
Q7	The materials and or tools to convey the content (e.g. presentation, handouts etc.) were appropriate.
Q8	The methods to convey the content (e.g. group work, work assignments, etc.) were appropriate.
Q9	The topic of the event interested me.
Q10	The topic of the event was relevant as such.

#### Responses from Participants (N=51)



<b>Satisfaction: How satisfied you are?</b>
Good
Very good
I learnt new thing about entrepreneurial system. I understood the importance of start-ups, entrepreneurs, and growth in the sector.
It was alright.
In short word I want to say they basically told us to entrepreneur
It was a good learning session.
Organisation was very good and the hosting University was very kind and caring.
Informative and motivating
Implementing Entrepreneurship in Pakistan
The basic knowledge of entrepreneurship and how an individual can be a good mentor/coach when it comes to entrepreneurship.
It was informative
I found it very helpful
It was nice a good learning environment. Discussions were healthy.
It was great
The event is good and engaging.
Great
Really interesting
It went really good; a good learning experience.
Very effective
To be a conference from where we can learn about entrepreneurship and relevant information
It was an informative event on whole.
It was an amazing experience especially starting up a new FABLAB foundation
It was good and Informative
Emphasis on importance of entrepreneurship and providing a platform to study.
The event was well organized and fruitful.
It was great overall enhanced my knowledge
It was useful.
The session to cultivate entrepreneurship
It was well organised and informative
The event was very informative, engaging and encouraging in terms of Entrepreneurship development and understanding.
A very useful workshop to create awareness among students and staff of partner HEIs regarding Take-up project focus and to get them introduced with various open opportunities, upcoming activities/plans and achievements at partner universities so far in relation to the project.
Good motivation for all.
That was good
Entrepreneurship approach



<b>Liked: What did you like the most?</b>
Yes Motivation
Discussion
The speakers were very professional. They were my favorite part of the whole program.
I liked the presentation of Dr. Shoaib a lot, it was very motivating and fascinating.
I liked the scholarship program most
Pinch us a feeling to think and apply.
People & Interactions
The roundtable discussion
The overall course and the certification process was fun
Yes, the thing that the speakers were all over from the globe which really helped us to understand it according to different perspectives.
Include activity of innovative idea. There was more of their company advertisement
Round table discussions
It was amazing and informational
The way speakers made everything clear in easy way.
The conversation with all these interesting people
Everything was perfect
Topics were clear, hospitality was great
Yes, a lot of things. The organizing team was very nice and warm.
The round table discussion
It gave a more clear and vivid idea about entrepreneurship.
Interactive and friendly environment. No language barrier.
Rountables
The panel discussions
The awareness about entrepreneurial skills
Tea and lunch
Yeah specifically the topic of association of entrepreneurship and finance was great
Topics
Diversity
Attitude of speakers was very positive
Yes many things
The question and answer session with all the speakers.
Interactive discussions, networking and awareness over new open opportunities.
Conference, round table
Experts from academia
Speaker was well mannered
Well organized and managed
Good motivational directions



<b>Improvement: What improvements do you suggest?</b>
No
More workshops and activities
The program was amazing
Please resize the duration of the conference.
More and more business ideas should be discussed to open ways for us and broaden our way of thinking and taking new challenges.
More hands on workshops
Not really, the time was was prolonged though
Yes,I believe that there should also be some intermediate speaker which could also be referred to as a mature student or a fresher entrepreneur.
Everything seemed fine
The timing.
It was great
The event discussiom should be among students more rather than between educators.
No
Keep it up
It would be perfect if we had some more inspiring speeches from market specialists
I believe more activities should be conducted to enhance exposure.
More hands on activities
It was very good on whole.
Please make these kindo of events very often
You have our support.
None
No, every thing was good
Should happen more often and derive more results.
Time of event should be reduced.
Yeah all clear
None
The management could be more keen and vigilant.
It was well organized! :)
Good
Longer time duration
Venue could be improved
It was amazing



# Annexure-D Participants of the Conference

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**International Conference**  
Transforming Academic Knowledge to Develop Entrepreneurial Universities in Pakistan  
Saturday 17<sup>th</sup>, December 2022 at COMSATS University Islamabad, Lahore Campus  
Seminar Hall (09:00-12:30)

Attendance Sheet

Sl#	Name	Designation/Student	University	Signatures
1.	Dr. Tahira Rashid	AM (R&D) Project Staff	University of Gujrat	
2.	Dr. Khalid Iqbal	DM (R&D) Project Staff	"	
3.	Dr. Safdar Malik	Addl. Treasurer Project Staff	"	
4.	Dr. Muhammad Ismail	Assistant Professor	University of Gujrat	
5.	Ghulam Abbas	Chairperson Associate Prof.	Gujrat University	
6.	Dr. M. Yaw	Associate Prof.	CU I LHR	
7.	Dr. Asif Jang Misran	Associate Prof.	University of Gujrat	
8.	Saba Raheem	Student	GCU	

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✓	18.	Tooba Chitani	Student	Comsats	
✓	19.	Arooj Naveed	Student	Comsats	
✓	20.	Laiba Baggum	Student	COMSATS	
✓	21.	Fatima Batool	Student	COMSATS	
	22.	Sobia Ali	Assistant Treasurer Project Staff	University of Gujrat	
	23.	Dr. Zehrahim Shahbin	DR / Staff project	University of Gujrat	
✓	24.	Muhammad Najam Zafer	X-COMSIAN Real Estate Business	COMSATS	
✓	25.	M. Saleem	Comsats Student	COMSATS	
✓	26.	Shahriya Shahid	LUMS Frewery	LUMS	

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	9.	M. Junaid	Student	GCU	
	10.	Ashim Mirza	FabLab Incharge	LUMS	
✓	11.	Uzair Akhtar	Student	Comsats	
✓	12.	Zakria Akram	Student	Comsats	
✓	13.	Umar Ali	Student	Comsats	
✓	14.	CH. AHSAN ARBAS	Student	COMSATS	
✓	15.	Abdul Baggum	Student	COMSATS	
✓	16.	M. Danish Khan	Student	COMSATS	
✓	17.	Hassan Akid	Student	Comsats	

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	27.	NOMAN JAVED	STUDENT	LUMS	
✓	28.	Omar Akbar	Student	Comsats	
✓	29.	ZAIN KHALID	STUDENT	COMSATS	
	30.	Sajjad Ahmad Hameed	guest	University of Science and Technology Faisalabad	
✓	31.	Zoya Saleem	Student	Comsats	
✓	32.	BOHA AREET	student	Comsats	
✓	33.	Muhammad Ibrahim	student	COMSATS	
✓	34.	Hammad Ali	student	Comsats	
✓	35.	M. Omar Saifraz	Student	Comsats	



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✓ 36	TAHA NAVEED	Student Researcher CIIS President Miankhan	Consats Lahore	<i>Taha</i>
27	HANER SULTAN	Student of BS Management	GCU, Lahore	<i>Haner</i>
38	Hassan Ammar	MBA	GCU, Lahore	<i>Hassan Ammar</i>
37	Abdulh Jamsheed	MBA	GCU, Lahore	<i>Abdulh</i>
40	Taha Yous	MBA	GCU, Lahore	<i>Taha</i>
41	Salama Sajid	HAF president	GCU Lahore	<i>Salama</i>
42	Niesha Sardan	UOG Lecturer	UOG	<i>Niesha</i>
43	Kiran Ali	UDS Project Manager	UDS	<i>Kiran</i>
✓ 44	Prof. Dr. M. ASIF	Professor Head Physics	CONSATS LHR	<i>Asif</i>

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✓ 55	Laba Tariq	Take up participant	CUI	<i>Laba</i>
✓ 56	Hessa Ghull	Take up participant	CUI	<i>Hessa</i>
✓ 57	MUBASHER MAJED	Take-up Participant	Consats University Lahore (CUI)	<i>Mubasher</i>
✓ 58	Ayesha Ayub	Take up Participant	CUI	<i>Ayesha</i>
✓ 59	Shameen Khizar	Take up Participant	CUI	<i>Shameen</i>
✓ 60	Uswah-e-Husna	Take up participant	CUI	<i>Uswah</i>
✓ 61	Saba Khan	Take up Participant	CUI	<i>Saba</i>
✓ 62	Sorosh Ali	Take-up Participant	CUI	<i>Sorosh</i>
✓ 63	Ghoom Jafal	Take-up Participant	CUI	<i>Ghoom</i>
✓ 64	Syed Zamin Kazmi	Take-up Participant	CUI	<i>Syed</i>

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SR	Name	Designation/Student	University	Signatures
✓ 45	Dr. Nazim Sheikh	Associate prof. faculty	CUI	<i>Nazim</i>
46	Dr. M Anwar Uppal	Director MSD	GCU Vii LHR	<i>Anwar</i>
47	Zarina Zahid	Faculty member MSD	GCU Vii LHR	<i>Zarina</i>
✓ 48	Mariam Fatima	Take up Participant	CUI LHR	<i>Mariam</i>
49	Muhammad Halim Ali Shahzad	Take-up Participant CUI	CUI Lahore	<i>Muhammad</i>
✓ 50	Rumaisa Nasir	Participant consats University	CUI Lahore	<i>Rumaisa</i>
51	Moeza Nisar	Project Manager/ Lecturer (LUMS)	LUMS	<i>Moeza</i>
52	Aseel Samran	Take up Participant	GCU LHR	<i>Aseel</i>
53	Nayab Ali	Take up Participant	GCU Lahore	<i>Nayab</i>
54	Fatima Iqbal	Take up Participant	GCU Lahore	<i>Fatima</i>

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✓ 65	Muhammad Usman Haidar	Take-up Participant	CUI	<i>Muhammad</i>
66	Andreas Zerkowlis	Take-up Participant	ACE in AUEB	<i>Andreas</i>
67	Angela Athanasiou	Take up Participant	ACE in AUEB	<i>Angela</i>
68	Yasmin Choudhry	Take up Participant	ACE in AUEB	<i>Yasmin</i>
69	Ponnynglas Karamanidou	Take up Participant	ACE in AUEB	<i>Ponnynglas</i>
70	GAHAR MOHAMMED	Take up Participant	AP in UOG	<i>Gahar</i>
✓ 71	Dr. Usama Iqbal Raja	Participant	CONSATS UT, Lahore	<i>Usama</i>
72	SHANAZA BASHIR	MANAGER CIIS PRESIDENT TAKE-UP	UNIVERSITY OF GUJARAT	<i>Shanaza</i>
73	Theresa Sumar	Project leader	Seoul National University	<i>Theresa</i>
✓ 74	Gottulani Jilani	MSK TAKE UP	CUI	<i>Gottulani</i>



**ORGANIZER Team**

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75	Hadiya Gul SAI-660-116	Management Team A-I	CUI	
76	Maryam Saeed CC	Management Team A/I	CUI	Msaad
77	Munammad Wasil Shanzad	Management Team A-I	CUI	
78	JazilAhmad Khan	Management Team A-I	CUI	
79	HASEEB AHMED	" "	CUI	Haseeb.
80	Syeda Faris Baqir Naqvi SAI-660-274	" "	CUI	
81	Kashf Asad BAF	Management team A-I	CUI	Kashf
82	Hira Idrees BAF	Management Team B	CUI	
83	Ayesha Nadeem BAF	Team B	CUI	Ayesha
84	Muaz Shabbir BAF	Team B	Comsats	

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13.	Usman-e-Hussain	Take up Participant	CUI	
14.	Hessan Gull	Take up participant	CUI	Hessan
15.	JANA NAVEED	President CICS President Member	Comsats Lahore	
16.	Hassan Ammar	MBA	GCU	Hassan Ammar
17.	Abdullah Junaid	MBA	GCU	
18.	HADER SULTAN	Student of BS Management	GCU, Lahore	Hader
19.	Hira Idrees	organizer at Take-up	CUI	
20.	Kasaf Asad	Organizer at Take-up	CUI	Kasaf
21.	Ayesha Nadeem	Organizer at take up	CUI	
22.	Tooba Qilani	Take up Participant	CUI	Tooba
23.	Usman Ali	Take up Participant	LUI	
24.	Ranjul Khan	Take up Participant	CUI	Ranjul
25.	Hassan Abid	Take up Participant	CUI	
26.	Fizza Nadeem BAF	Panelist	Peervert LUMS	Fizza
27.	Tajul Alam	Panelist	Peervert Global (CUI)	Tajul

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85	Rain-ul-Abideen SPA-BAF-024	Team D	CUI	
86	Hamza Qasim SPA-BAF-010	Team D	CUI	
87	Ghulam Abbas VOG		VOG	
88	Zarfshan Shabbir		VOG	
89	Dr. Faiz		GCU	

**International Conference**

Transforming Academic Knowledge to Develop Entrepreneurial Universities in Pakistan  
Saturday 17<sup>th</sup> December 2022 at COMSATS University Islamabad, Lahore Campus  
Session with External Stakeholders, Seminar Room Block-A (16:15-16:45)  
Attendance Sheet

Moderator-Keynote Speaker: Dr. M.A. Farooqui \_\_\_\_\_ Dr. I.H. Naqvi \_\_\_\_\_ Mr. G. Jilani \_\_\_\_\_

S#	Name	Designation/Student	University/Organization	Signatures
1.	Dr. Touqir Khan Lodhi	CE/President Global Offices	AGL Supply Chain (Pvt)Ltd	
2.	Dr. Ali Nawaz Khan	CEO	Tech4Life (Pvt) Ltd	
4.	Engr. Jibran Shahid	Director	Tech4Life (Pvt) Ltd	
5.	Engr. Mobeen Sohail	Director	Tech4Life (Pvt) Ltd	
6.	Mrs. Yousaf	Director	Fortune Estate and Builders (Pvt) Ltd	
7.	Muhammad Masoom Zafar	CEO	Real Estate Consultant	
9.				
10.				
11.				
12.				

