

## Definitions to understand

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| Accelerators                    | Startup Accelerators design programs in batches and transform promising business ideas into reality under the guidance of mentors and several other available resources.   |
| Angel Fund                      | An angel investor is a wealthy individual who invests his or her personal capital and shares experiences, contacts, and mentors (as possible and required by the startup in exchange for equity in that startup). Angels are usually accredited investors. Since their funds are involved, they are equally desirous in making the startup successful. |
| Cash flow management            | Cash flow management is the process of tracking how much money is coming into and going out of your business.  |
| Co-Creation                     | Co-creation is the act of creating together. When applied in business, it can be used as an economic strategy to develop new business models, products and services with customers, clients, trading partner or other parts of the same enterprise or venture.   |
| Compulsory Equity               | An equity share, commonly referred to as ordinary share also, represents the form of fractional or part ownership in which a shareholder, as a fractional owner, undertakes the maximum entrepreneurial risk associated with a business venture. The holders of such shares are members of the company and have voting rights.                         |
| Corporate Social Responsibility | Corporate social responsibility (CSR) is a self-regulating business model that helps a company be socially accountable – to itself, its stakeholders, and the public.  |
| Cross-disciplinary practices    | Cross-disciplinary practices refer to teaching, learning, and scholarship activities that cut across disciplinary boundaries.  |
| Entrepreneurial culture         | A culture/ society that enhance the exhibition of the attributes, values, beliefs and behaviors that are related to entrepreneurs.   |
| Experiential learning           | Experiential learning is the process of learning through experience, and is more specifically defined as learning through reflection on doing.   |
| Financial management            | Financial Management is the application of general principles of management to the financial possessions of an enterprise.   |
| Hackathon                       | A hackathon is a design sprint-like event in which computer  |

programmers and others involved in software development, including graphic designers, interface designers, project managers, and others, often including domain experts, collaborate intensively on software projects.

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| Host Institution        | Host institutions refer to well-known technology, management and R&D institutions working for developing startups and contributing towards developing a favorable entrepreneurial ecosystem.  |
| Incubation              | Incubation is a unique and highly flexible combination of business development processes, infrastructure and people, designed to nurture and grow new and small businesses by supporting them through the early stages of development.  |
| IPR Licensing agreement | An agreement between licensor (IPR owner) and the licensee (who wants to use the technology for a period of time as per agreement).   |
| Pre-incubation          | It typically represents the process which works with entrepreneurs who are in the very early stages of setting up their company. Usually, entrepreneurs come into such programs with just an idea of early prototype of their product or service. Such companies can then graduate into full-fledged incubation programs. |
| Prototype               | A prototype is an early sample, model, or release of a product built to test a concept or process.  |
| Seed fund               | Seed fund is a form of securities offering in which an investor invests capital in a startup company in exchange for an equity stake in the company.  |
| Special Purpose Vehicle | Special purpose vehicle, also called a special purpose entity, is a subsidiary created by a parent company to isolate financial risk. Its legal status as a separate company makes its obligations secure even if the parent company goes bankrupt.   |
| Startup                 | An entity that develops a business model based on either product innovation or service innovation and makes it scalable, replicable and self-reliant and as defined in Gazette Notification No. G.S.R. 127(E) dated February 19, 2019.  |

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| Technology Business Incubator  | Technology Business incubator (TBI) is an entity, which helps technology-based startup businesses with all the necessary resources/support that the startup needs to evolve and grow into a mature business.   |
| Technology                     | Technology commercialization is the process of transitioning technologies from the research lab to the marketplace.  |
| Technology licensing Agreement | Whereby an owner of a technological intellectual property (the licensor) allows another party (the licensee) to use, modify, and/or resell that property in exchange for compensation.   |
| Technology management          | Technology management is the integrated planning, design, optimization, operation and control of technological products, processes and services.   |
| Tinker Labs                    | Tinker lab is a space where a person with innovative concept can work on to develop a design or a model. ATAL Tinker lab is an example.  |
| Venture Capital                | It is the most well-known form of startup funding. Venture Capitalists (VCs) typically reserve additional capital for follow-up investment rounds. Another huge value that VCs provide is access to their networks for employees or clients for products or services of the startup. |