



THAPAR INSTITUTE  
OF ENGINEERING & TECHNOLOGY  
(Deemed to be University)

# Business Model Canvas for Developing Critical Thinking and Reflection in Students

**Key Partners (8):**  
Who can help us to make our students more effective ?

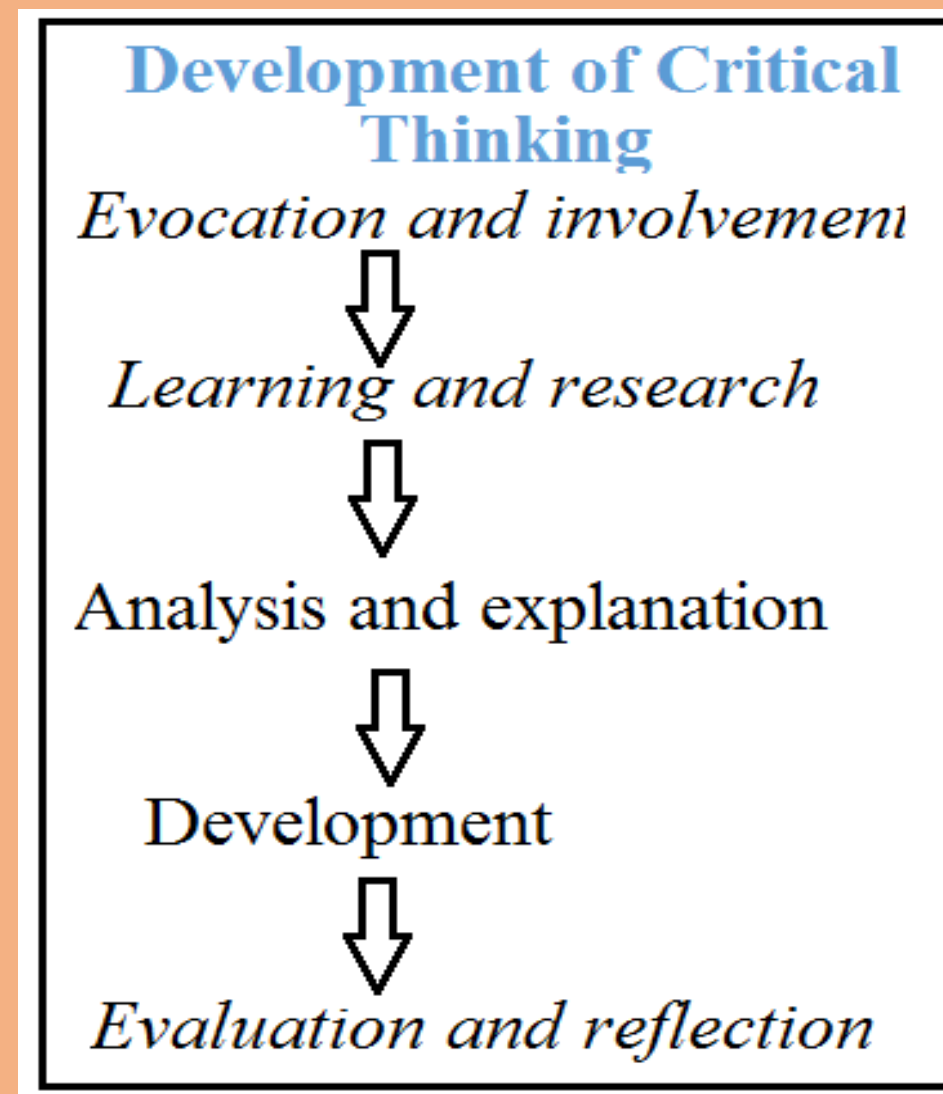
a) Trinity College (Expert/ Practitioner )



b) Govt.  
c) Organizations



**Key Activities (7):**  
Developing and implementing the Critical thinking and Reflective Programme Marketing



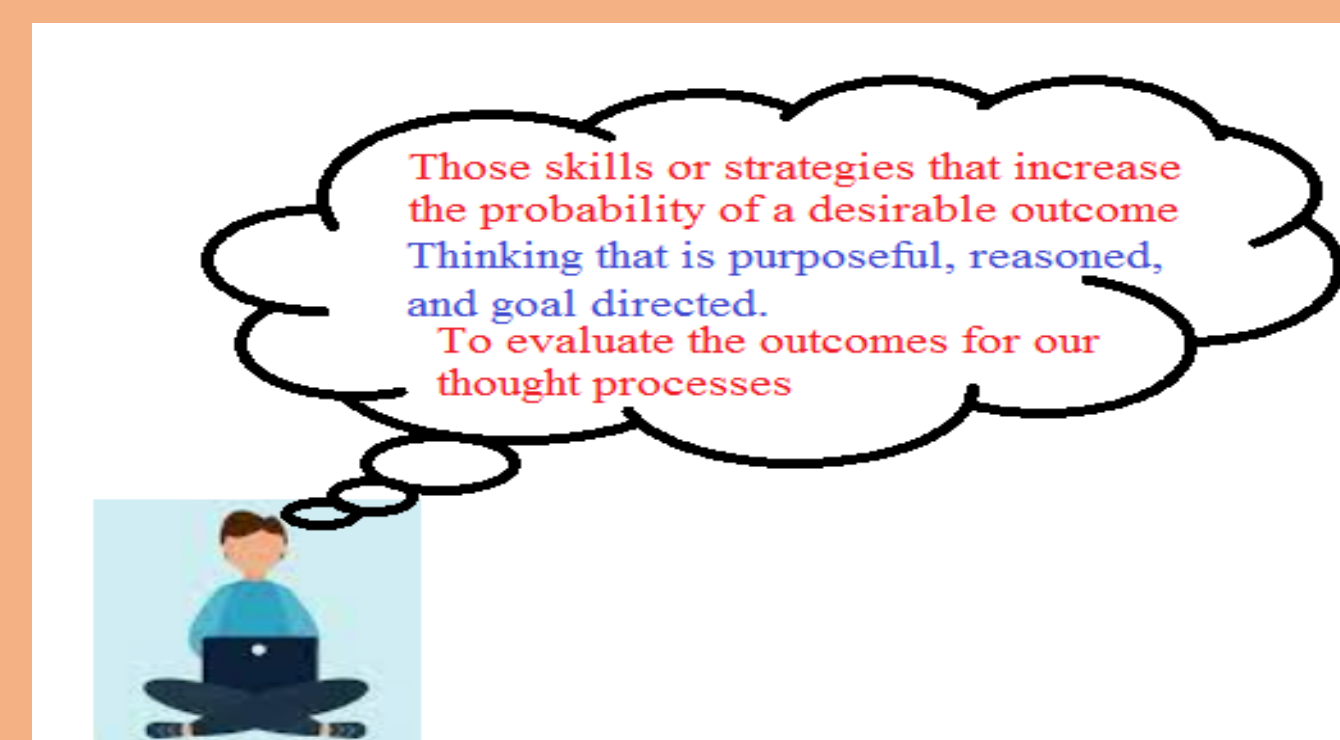
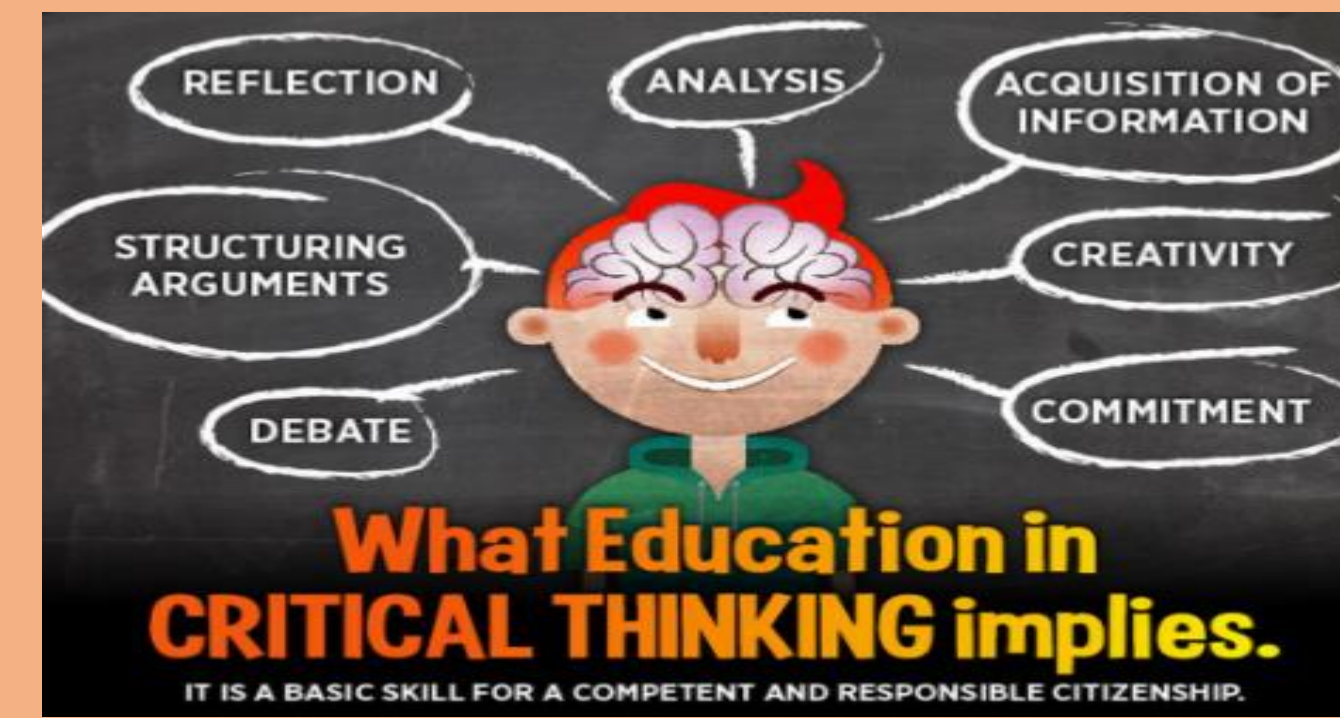
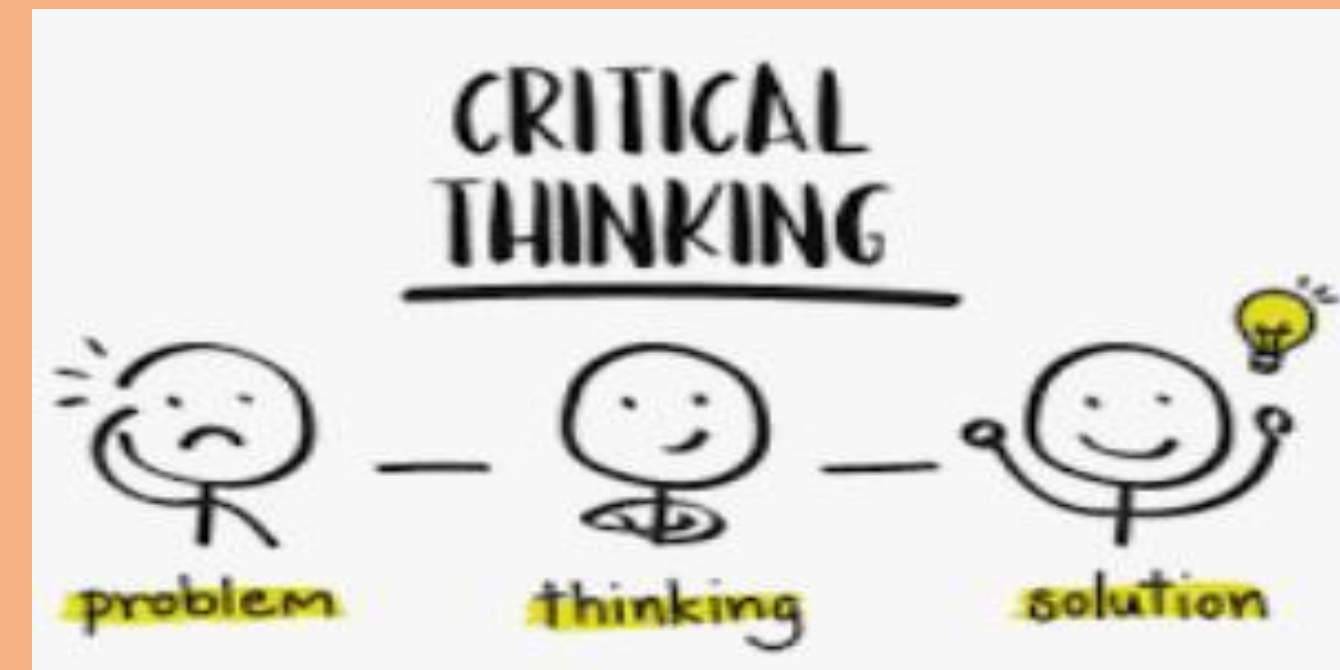
**Development of Critical Thinking and Reflection**  
Collaborative group work, Muddy Cards, Peer Instruction, Quizzes for reflection, Visual Diagrams, Project based learning, Case studies, Journals and portfolios

**Key Resources (6):**  
What are the various resources required to make student reflective critical thinkers?

- a) Manpower: Faculty/ Experts/ Trainer
- b) Labs: Machines, Materials, methods
- c) Different buildings: Open air theater, Auditorium, competition parks
- d) Internet, Electricity, etc.
- e) Contingency items

**Value Propositions(1):**Aim

- a) Critical thinkers
- b) Self- reflection
- c) Enhancing the employability

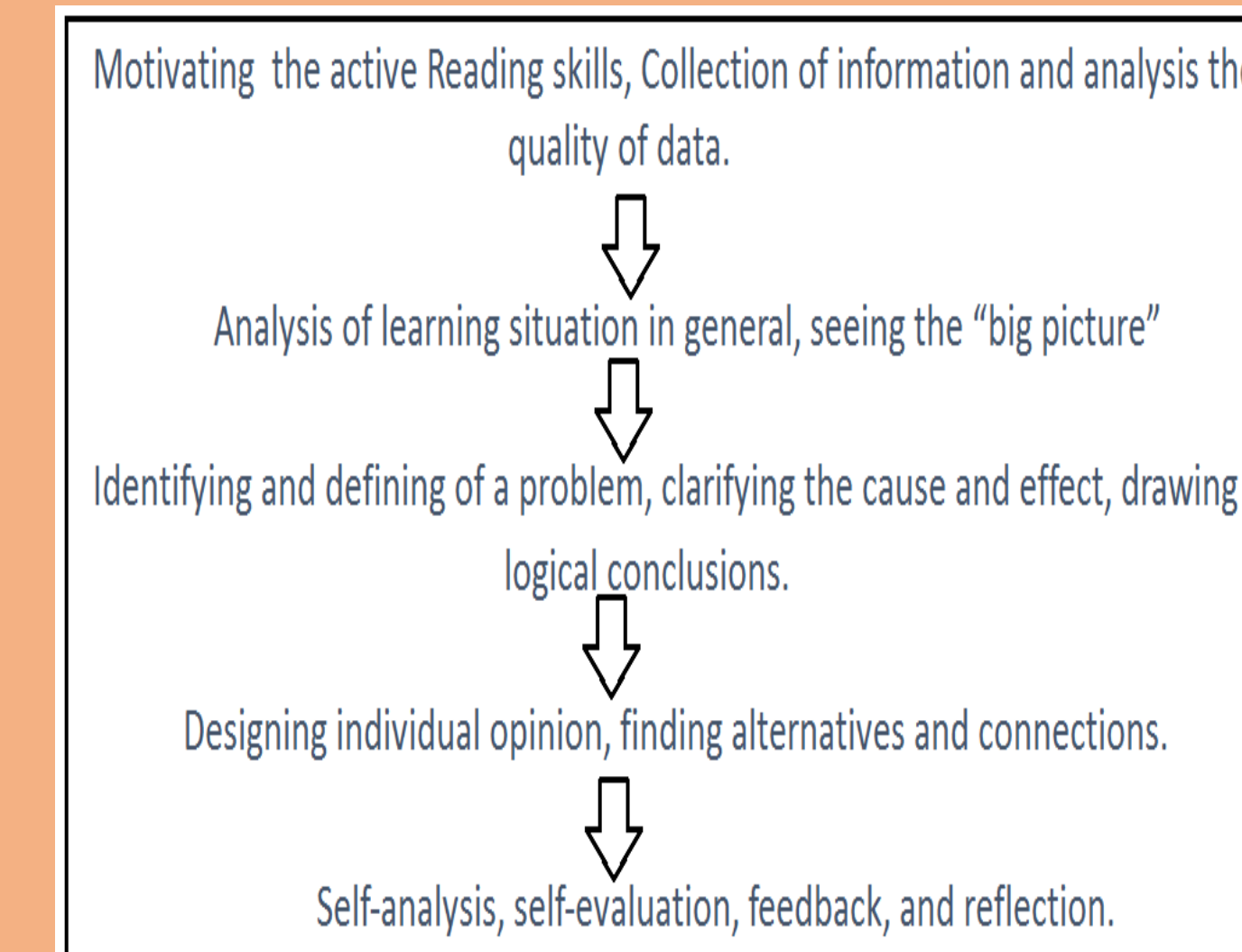


**For better Education, Research Societal impact**

**Customer Relationship (4)**  
24\*7 online support through LMS.  
Timely feedback

**Channels/ Methods (3)**  
**Programme & Training**

- a) Active class engagement ( online/ offline mode)
- b) Data contents available in 24\*7 in LMS



**Customer Segmentation/ Stakeholder (2)**

- a) Management
  - b) Teachers
  - c) Students
  - d) Society
  - e) Focused stakeholder : Students
- B. Tech, B.E., M. Tech, M. Sc, MBA, BBA, Ph. D students etc.



**Cost (9):** What will be the cost?

**Capital Expenditures:** Lab + Buildings + Machines +



**Operational Expenditures:** Salaries of the staff + Bills

**Benefits (5) :** What will be the impact?

- a) To solve today's and future challenging engineering problems
- b) To evaluate their decisions and to continue learning through their whole life.
- c) To cope with their job in emerging dynamics in the market
- d) To become a leader in their respective fields



References:

1. Elder, L., Paul. R. (2017). Critical Thinking Development: A Stage Theory. The Foundation of Critical Thinking. <http://www.criticalthinking.org/pages/critical-thinking-development-a-stage-theory/483> (Accessed on 30.05.2018)  
2. Eelis Rytkönen & Suvi Nenonen (2014) The Business Model Canvas in university campus management, Intelligent Buildings International, 6:3, 138-154, DOI: [10.1080/17508975.2013.807768](https://doi.org/10.1080/17508975.2013.807768)