

# YEA! 2016 - 17 WE ARE IN 2 CITIES, 4 CENTRES AND HAVE 120 STUDENTS FROM 30 SCHOOLS !



YEA! American School of Bombay Cohort-1 launched on August 6<sup>th</sup>



YEA! American School of Bombay Cohort-2 launched on August 6<sup>th</sup>

## AUGUST WAS A BUSY AND EXCITING MONTH FOR YEA! INDIA.

On 6<sup>th</sup> August, we launched two centres at The American School of Bombay. Our course is divided into three segments, The Big Idea, The Pitch and The Launch. Our ASB centres had a great time in the sessions planned in the Big Idea segment. This is where students from various schools across Mumbai get to know each other through fun ice breakers and activities and set the ground for lasting networks and friendships! This is also the segment where they are helped to identify their talents, passions, and interests. Our teachers help students discover what they are great at doing, and, what they love to do, and where that all intersects with a business opportunity. Students come up with that Big Idea that they are passionate and excited about!

Our Cathedral and Shri Ram School students moved on to the second segment - The Pitch. This is the phase where they finalized the business ideas that will be presented at the “shark tank” style investor panel. They formed teams based on common interests and required competencies. They learned the basics of a business plan, market research and financials. With guidance from our teachers and the YEA! USA team, they started refining and thinking through the details of their plans.

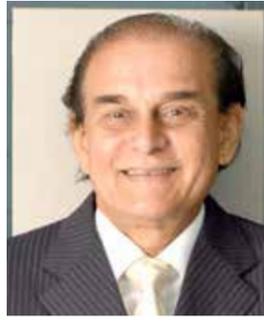
We strongly believe that the Young Entrepreneurs Academy is not only a wonderful tool to teach students about business, but also a great way to build confident leaders with values. We hope they will build valuable life skills by listening to our speakers and visiting various businesses through field trips. August was full of such amazing speakers and field trips that inspired our students and that will shape their work ethic and value system for years to come.



### National Sponsors

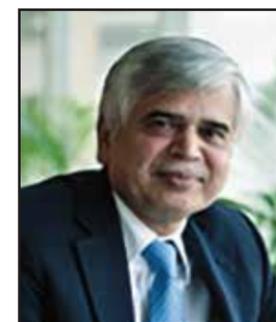


## YEA! Speakers



**Mr. Harsh Mariwala**, one of the leading captains of Indian industry, spoke to our Mumbai students. He talked about the importance of consumer insights, market research and innovation through engaging stories of Saffola, Parachute oil, Mediker and other Marico products. He taught the kids his four mantras of success - right to win, team and culture, growth and governance. He also spoke about his journey from "doing" as a sales rep to "getting it done" as a CEO to now "influencing" as the Chairman. He spoke about the importance of giving back through Corporate Social Responsibility, Marico Innovation Foundation and Ascent, an organisation that helps mentor entrepreneurs. As always, what our speakers love the most are the enthusiastic and brilliant questions asked by our budding entrepreneurs!

**Kiran Mazumdar Shaw**, Padma Shri and Padma Bhushan, spoke about her journey from being the first indian female brewmaster to founding Biocon, a global major in biotechnology. She shared in her trademark style - direct and passionate, what it was like being a woman entrepreneur in the 70's with no money, no business background, entering into an unknown and high risk business like biotechnology. For her, a blockbuster drug is not about making a billion dollars but about touching a billion lives. She urged our students to ask themselves – what is your sense of purpose. Affordable access and putting indian biotech research on the global map is her higher purpose. 38 years after starting Biocon, it is this sense of purpose which keeps her excited and passionate about her business even today. She spoke about having a strong ethical system and asked our students to focus not on “wealth creation for self” but rather “value creation for many”. Her stories and candid discussions on failure made a complex topic like biotechnology extremely simple and fascinating for our students.



**Richard Rekhy**, CEO KPMG has helped several entrepreneurs pan India put their strategy and systems in place. He shared his unique perspective through multiple stories and examples on what are the traits of successful entrepreneurs, what makes an enterprise succeed vs fail. He spoke candidly about his own career path across various accounting firms, his own mistakes and errors of judgement and how important it is to pick yourself up after a failure. He urged our students to work hard and give 10 % extra effort every year. He asked to dream big, be passionate, read everyday, have a strong moral compass and like a true accountant ended his talk with his key message "salary is your current account but higher purpose is your capital account"

**Sahil Barua**, CEO of Delhivery, one of the fastest growing logistics enabler in the ecommerce space, spoke to our Delhi students. From engineer, to gold medalist at IIM Bangalore, consultant at Bain to giving it all up to enter the start up world, Sahil spoke with passion and his signature humour and wit about his entrepreneurial journey. How he hired his first 8 employees from a neighbourhood restaurant that was shutting down to now managing 15,000 employees who deliver around 3 lakh parcels a day to 450 cities! He explained beautifully how they deal with the negative feedback, around 17,000 late deliveries (6% failure rate much lower than peers) as learning and not failure. He spoke about cutting edge and innovative technology being his differentiator in this B2B business - his tracking system, cash on delivery management system and multiple screens at his Gurgaon warehouse that monitor all deliveries real time. He heard several business ideas that our students were working on and left very impressed with how smart and motivated our Delhi cohort is !



## YEA! field trips

### Fortis field trip



Our Delhi class visited the flagship Fortis hospital in Gurgaon. They were amazed to see a hospital with a movie theater, bakery, crèche, multi cuisine food hall, innovative lighting in the new born wing – an overall ambience and service model created to reduce patient anxiety. Mr Gagandeep Bedi, CFO, spoke to our students and gave away prizes to Naksh, Aryan and Jai for top 3 questions.

### AZA field trip



Our students from ASB visited the AZA store in Bandra and spent time with promoter Devangi Nishar. Kevin, Siddharth and Navika were the winners of best questions.

### Restaurant 145 field trip



Ritik Bhasin, owner, 145 Café spoke to our students from Cathedral School about the dynamics of restaurant business in India and his own journey. Rishi, Saikrishna, Shaina and Nikita won prizes for their unique questions.

## YEA! recommends

### Interesting facts\*

Did you know  
 Bill Gates reads 50 books per year  
 Mark Cuban reads more than three hours every day  
 Warren Buffet spends five to six hours per day reading various newspapers and corporate reports  
 Mark Zuckerberg reads at least one book every two weeks

\* post by entrepreneur Michael Simmons on Inc.com

### Must read books



### Must watch movie

