

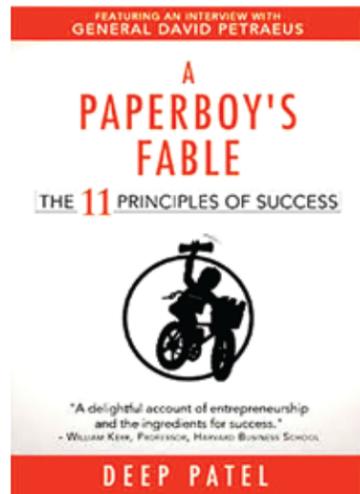
# YEA! 2016 - 17 WE ARE IN 2 CITIES, 4 CENTRES AND HAVE 120 STUDENTS FROM 30 SCHOOLS!



Delhi students with ShopClues co-founder, Radhika Aggarwal

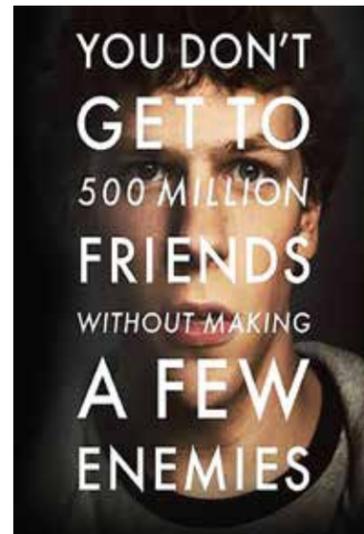
## YEA! recommends

### Must read book



Book on entrepreneurship written by a 16 year old

### Must watch movie



## National Sponsors



It has been four months since YEA! India started and what a fun and inspiring journey it has been!

We are now getting into the heart of the program. The students have been working hard and we have about 60 ideas across our 4 centres. We have unique and interesting product, service and philanthropic ideas, mostly inspired from our students personal experiences and observations. Most students are working in teams and a few are working as sole proprietors. They are learning to step out of their comfort zone, ask questions fearlessly, think creatively and effectively articulate their thoughts, all important life skills. Since several business concepts have been taught in class, the speaker sessions are more meaningful as students can now relate speaker stories and examples to what has been taught in class. With the guidance of our mentors, they are applying all these learnings to their business plans and having fun while doing so!

What is soon emerging as a unique strength of this program is the fact that our students are from thirty different schools. They not only learn from our teachers, speakers and mentors but also from each other. We hope that this is the beginning of several long lasting and lifelong friendships and networks!

We would like to take this opportunity to thank our sponsors Cello, Luxor and Quikr whose funds will be used at the investor panel in January to sponsor the student ideas.

Thank you Mr Rathod, Karishma, Pooja Jain, Sonali Madhbhavi and Pranay Chulet for being believers and pioneers in promoting entrepreneurship education in our children.



Mr. Ronnie Screwvala with our Mumbai students.

## YEA! Speakers



**Ronnie Screwvala** - Ronnie is a first generation entrepreneur, investor, educationist, sports enthusiast and philanthropist. With such diverse experiences, his stories and insights covered a wide range of topics and were truly fascinating!

He shared his catchwords for success -clarity, confidence, choices, collaboration and curiosity.

His most important advice "failure is a comma and not a full stop" and the numerous stories on failure he so candidly shared, will uplift and motivate our students for years to come as they face life's many challenges and disappointments.

**Adam Khorakiwala** - Adam, a dynamic 23 year old entrepreneur spoke about his venture M guru, a startup in the ed tech space. He spoke about startling statistics, the large percentage of 5th graders in government schools who have math and science skills of a 2nd grader. His start up aims to build an app that is India centric, fun and easy to use and changes these dismal statistics in India. He taught our students important concepts like customer acquisition cost, life time value of a customer, freemiums and how to promote an app and make it habit forming. Our students enjoyed listening to our young and high energy entrepreneur.



**Karishma Rathod** - Karishma is a young lawyer with ALMT Legal. She taught our students about the importance of law for young entrepreneurs. She spoke at length about the Start Up Bill launched by PM Modi. She also elaborated on how to handle disagreements, exits, funding and equity ratios for students who are choosing to work in partnerships vs sole proprietorship. She explained various contracts, copyrights, patents, trade secrets and trademarks by giving interesting examples. Most importantly, she spoke about her journey- how she had decided to join her family business after her IB and how an internship at J Sagar and Associates made her realize what a larger impact lawyers can have! I am sure after seeing our young and smart lawyer, many YEA! students may consider law as a serious career option.

**Radhika Aggarwal** - Radhika is the first woman co-founder to make it to the unicorn club, an outstanding achievement. She spoke about ShopClues which inspite of being the 35th entrant quickly scaled to become the fourth largest ecommerce market place in India with a funding of only 190 million, significantly lower than its competitors. Founded in 2011, it has 1100 employees, half million merchants across India, 5 crore product offerings and ships 4 million orders a month! Radhika spoke about the initial years and the learnings from unreliable merchant partners, inadequate logistics and tech capability and lack of funding. She explained to the students ShopClues differentiators, especially their focus on Tier 2 and 3 cities, unique offerings like the Sunday flea market and their vision going forward. Our students loved the various ShopClues goodies she got for them!



## YEA! field trip



ASB students had a field trip at restaurant "Social". Riyaz Amlani spoke to the students. They enjoyed his talk and also the amazing food he offered - sandwiches, milkshakes and so much more. Thank you Ateet Sanghavi, Suneera Madhok, Sumeer Kalmadi and Amit Bhosale for your help. Congrats to prize winners Sanya, Arya and Hriday.



## October memories:

