Wadhwani NEN

Empowering students with knowledge and skills to create high-potential start-ups
Wadhwani Mission

Creating Jobs
Through entrepreneurship, innovation and skills development.

Changing Lives
Through creating high-value jobs and empowering individuals to command those jobs.

Scaling Impact
Through technology, networks, and partnerships across Asia, Africa and Latin America.

Accelerating economic development in emerging economies through large-scale job creation.
Wadhwani Initiatives

Wadhwani Advantage
Wadhwani Entrepreneur
Wadhwani Opportunity
Wadhwani Innovate
Wadhwani AI - a partner program

Wadhwani Catalyst

Wadhwani Technology Platform • Wadhwani Global University • Wadhwani Market Research and Policy
Wadhwani Entrepreneur
Inspiring, educating, and enabling startup entrepreneurs

- Wadhwani Venture Fastrack (WVFT) maximizes success rates of early-stage startups
- Wadhwani NEN (WNEN) empowers students with knowledge and skills to create high-potential startups
- Wadhwani Inspire establishes a culture of entrepreneurship at a national level
The Wadhwani Way

Entrepreneurship learning and doing

<table>
<thead>
<tr>
<th>LEARN</th>
<th>PRACTICE</th>
<th>STARTUP</th>
<th>GROW</th>
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<tbody>
<tr>
<td>Learn on the Cloud with faculty facilitation (LEARNWISE™)</td>
<td>Practice on Campus through Startup Club and Events</td>
<td>Start a Company (FIRST VENTURE)</td>
<td>Grow through Connections (WF Genie)</td>
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- **Knowledge**
- **Skills**
- **Connections**

- Student development driven by ‘doing’ of entrepreneurship through Curriculum + Practicums
- Transformation typically achieved through gradual process of engagement, exploring & practice
- The Wadhwani way enables & supports systematic exposure, exploratory learning, practice and connections
Job Scenario

• By 2030, India is expected to have a 1 BILLION people strong labor force, which equates to 1 MILLION new entrants per month

• 12 MILLION people will get added annually to the workforce for the first time in the next decade

• Current job creation in the Indian Economy is only 5.5 MILLION per year in organized sector jobs

• We need more job creators rather than just job seekers

• Creating jobs through new enterprise creation has become a necessity
Asia, Africa, MENA and LatAm undergoing youth boom

These regions experiencing massive youth population explosion

NEET at 27+% in India; 20+% in Nigeria

Very large number of youth are neither in Education, Employment or Training (NEET)

400M-800M jobs will disappear globally

McKinsey report estimates of job loss due to AI and Automation by 2030

Solution: Nurture large-scale, high-value entrepreneurship through developing strong city-based entrepreneurial ecosystems (ala mini-Silicon Valleys but with cross sectorial entrepreneurs)
Entrepreneurship Education: Benefits for the Institute

**KNOWLEDGE**
Building institutional capability for entrepreneurial leadership

**NETWORKING**
Connecting you to community resources

**BRAND VALUE**
Enhancing your profile and visibility

**PLACEMENT**
Improving your students’ employability

**FUNDING**
Generating new sources of funding
Entrepreneurship Education: Benefits for Students

Cultivate an entrepreneurial mindset & skills

- Establish their own ventures
- Develop ability to work in teams
- Enhanced job opportunities
- Develop new ideas, and ability to innovate
State of Entrepreneurship Education: Current Offerings & Challenges

**Offerings**

- MOOCs
  - Self consumption or self-paced courses

- Institutes & Incubator-run programs
  - One/two-year executive diploma/MBA
  - AICTE mandated courses

**Challenges**

- Learning by doing
  - No Experiential Learning
  - Limited ecosystem connects

- Operations
  - Lack of latest tools
  - Theoretical, lack of structured program
  - Lack of experienced entrepreneurship educators and mentors
  - Sustained tracking of progress
Wadhwani NEN: High-level 360 degree solution

Empower students with knowledge and skills through Courses and Startup Labs in College to create HiPOs

WNEN APP:
- Personalized Connect
- Startup Case studies/Videos/Articles
- Templates, Framework, Checklists
- Search / Navigation
- Chat / Chatbots, Q&A Forum
- Scheduling / Calendaring with Connects
- Reviews / Ratings
- Supporting PV functionality like group formation, feedback and tracking of PV's

CORE - Foundational & Advanced Courses:
- Orientation/Psychometric test
- 4-5 months of a Practice Venture based structured course offered twice a year through faculty led classroom or D2C
- Pedagogy: Watch-Think-Do
- Assignments are centered around the PV

Supplemented by Start-up Labs:
- Advanced Course delivered through Start-up Labs in colleges
- Run by Startup Lab Managers
- Combination of guided and self-service content

Supplement - Real-world exposure:
- Daytrips to local startups
- Entrepreneurs/Master Faculty deliver scheduled sessions
- Internships
- Corporate Challenges
- Idea Bank
- Global community building

Inspired by:
- Wadhwani Takeoff reward of Silicon Valley Trip
- TV Appearance (ET NOW in India, WF App globally)

Mobilized by:
- TV and Print Ads (via Times Partnership)
- Social Media / Website / College Postings

Enhanced by Personalized CONNECTS:
- Faculty
- Coaches
- Peers
- Mentors/Advisors
Wadhwani NEN: College Program for Students

TARGET SEGMENT:
1. Aspiring student entrepreneurs
2. Existing student entrepreneurs at Idea Stage/Business Model

DELIVERY MODEL:
1. Institutes (D2F)
2. Direct to Classroom (D2C)
3. Direct to Student (D2S)

- Orientation & Diagnostic Tool*
- Foundational Course
- Advanced Course or Startup Labs

WF PLATFORM
On demand Content, Connects and Advisory Lifecycle

HiPOs

PRACTICE VENTURE POTENTIAL REAL VENTURE VALIDATED REAL VENTURE

• The Practice Venture (PV) is the seed to entrepreneurship and job creation
• Essence of WF curriculum with emphasis on ‘Do’ pedagogy through videos, activities and assignments and PV pitches
• Lays a clear road-map for venture creation right at the college-level
• Instills confidence in thinking deeply on the identified problem and motivates in converting into a business opportunity

*Under development
## Entrepreneur Creation Process

<table>
<thead>
<tr>
<th>IDEA</th>
<th>VALUE ADDED PRODUCT</th>
<th>MARKET PROVEN</th>
<th>SCALE</th>
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<tr>
<td><strong>STAGE 0</strong></td>
<td>Practice Venture (PV)</td>
<td><strong>Passion + Aptitude</strong></td>
<td>Potential Real Venture (PRV)</td>
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<td></td>
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<td><strong>FOUNDATION COURSE OFFERED THROUGH COLLEGES</strong></td>
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<td><strong>Zero Ent. Skills</strong></td>
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</tbody>
</table>
| **STAGE 1** | • Potential Real Venture (PRV)  
• Potential Entrepreneur (Lateral entry) | **Passion ++** | Validated Real Venture (VRV) |
| | | **ADVANCED COURSE OFFERED THROUGH STARTUP LABS AND PRE-INCUBATORS** | |
| | | **Ent. Skills+ and or a MVP and Business Model** | |
| **STAGE 2** | Validated Real Venture | **Passion +++** | Product-Market Fit |
| | | **VFT offered through Incubators** | |
| | | **Ent. Skills+ +** | |
| **STAGE 3** | Product Market Fit | **Passion +++** | Scale |
| | | **VFT offered through Accelerators** | |
| | | **Ent. Skills+ ++** | |
Wadhwani NEN: Real world learning

Supplementing the HiPO Enabler Program

**DAY TRIPS**
Day trip to nearby companies and startups
Day / weekend trips to meet entrepreneurs / companies where managers teach through real-life experiences

**FORTNIGHTLY ENTREPRENEUR SESSIONS**
Either live face-face sessions or web organized in campuses
To invite both successful and failed entrepreneurs so beneficiaries can learn from both
Practice Ventures to be supported through mentoring

**INTERNSHIPS & CORPORATE CHALLENGES**
In Startups or SMEs
Bridging relationships with corporates to bring in corporate challenges that can bring in interesting real-world challenges/problems for entrepreneurs to solve
Will also open-up doorways within corporates for internships

**GLOBAL COMMUNITY BUILDING**
For faculty and students
Exchange of best practices globally
Cross-border peer-to-peer learning
Opportunity for faculty members to be mentors
Enhanced student and faculty learning
Activities are the core of this program. Every session has an activity. Students work in teams on the activities using a specially designed worksheet/template.

All sessions start with conceptual videos. In addition, students have access to influencer and case study videos as part of the course.

The venture creation process is based on Lean Startup methodology, which at its core focuses on Build-Test-Learn.

Students submit their practice ventures as the final Capstone Project Presentation, which should include the Business Model and the MVP.
Practice Venture: Key features

- The actual seed to innovation, entrepreneurship and job creation
- Essence of WF curriculum with emphasis on ‘Do’ pedagogy
- Lays a clear road-map for venture creation right at the college-level
- Instills confidence in thinking deeply on the identified problem and motivates in converting into a business opportunity
- Well thought and planned experiment to experience entrepreneurship concepts taught in closed walls of a classroom
- Builds efficacy for venture creation and makes the entrepreneurial journey easy and fun with its structured and tracked approach

**Practice Venture**

- Team formation at the start of FC – 2 to 5 members with key roles
- Students select an idea
- PVs are tracked as per milestones.
- Students present their practice ventures at the course end

**Select PVs**

- Select PVs (which have potential to become real ventures) identified per region for further support

**Support**

- Booster Workshops
- Mentoring Clinics
- Webinars

**Handholding**

- One-on-one mentoring sessions for potential PVs through WE platform

**R&R**

- Top PVs to be showcased on WF global platforms, website, Leaderboards, Access to funders and investors
Wadhwani NEN Network

360-degree connects to strengthen and streamline the journey of startups

Governments  Educational Institutes  Corporates  Mentors  Industry Experts

Investors  NGOs  Industry Associations
Inspired by

Dr. Romesh Wadhwani
Founder and Chairman

• Silicon Valley entrepreneur and philanthropist
• Until 1999, built three successful companies, last of which was exited at over $9 billion
• Founding Chairman and CEO of $3.5 billion Symphony Technology Group
• Founder and Chairman of Wadhwani Foundation (2003)
• Founding Chairman of PE firm Symphony AI (2018)
• Member of the Gates Buffet Giving Pledge
• Padma Shri 2020 awardee
• President Obama appointee to the Board of Trustees of the John. F. Kennedy Center
• Board Member of Center for Strategic and International Studies, Washington, D.C.
• Expanded Foundation’s initiatives across 20 countries and enabled over $100M of Govt. investment during the past eight years
• Scaled startup Symphony Services to $175M with eventual exit at $780M
• Grew AutoCAD business from $170M to $850M during 10 years at Autodesk
• PhD research on computer graphics lead to multi-million dollar products at GE and Autodesk
• B-Tech, IIT Bombay, India and Ph.D from University of Rochester, USA

Lead by

Dr. Ajay Kela

President and CEO
THANK YOU!

https://www.wfglobal.org/entrepreneur/