

Entrepreneurial Mindset

by Sushil Mungekar



For ages 9-14

Your child's road to success starts here!

A Future Tycoon's Guidebook



Entrepreneurs are not born that way, they are raised to cultivate a very specific mindset that empowers them to become independent leaders.

An entrepreneurial mindset is not just for students who wish to become businesspeople. Skills like **financial literacy, quick decision making, strategic communication and adaptability** will guarantee success for your child in the 21st century, regardless of the career they choose to pursue.


Entrepreneurial Mindset by Sushil Mungekar will take your child on a journey that empowers them to build **critical, creative thinking skills to challenge the status quo and become radical changemakers!**

This course, for students between **9 to 14 years old** will equip them with life and career skills like **brainstorming, problem solving, prototyping, design thinking, creativity, communication and collaboration.**

By the end of **6 weeks**, they'll have the toolkit to **adapt, innovate and truly persevere and succeed**, despite any curveballs the rapidly changing job-market may have for them.

At the final live showcase, they'll even present their complete business proposal in front of a jury and audience, demonstrating confidence and an entrepreneurial spirit eons from where they began!

Meet your Mentor

A portrait of Sushil Mungekar, a man with dark hair, wearing a light-colored blazer over a dark shirt. He is smiling slightly and looking towards the camera. The background is a blurred blue and white.

Sushil Mungekar is an **entrepreneur, educator,** and the **founder of ENpower**--India's first entrepreneurship & life skills focussed company for young children. He has helped over **27,000 students** across the country become **'future-ready'** by equipping them with the entrepreneurial mindset through **gamification**. He also runs the nationwide competition platform **India's Future Tycoons (IFT)**

The Proven Entrepreneurial Mindset Formula

Toolkit for any 21st Century Career

At the core of the entrepreneurial mindset lies **21st century skills like critical thinking, creativity, collaboration and most importantly communication**. This course is designed to help your child establish a strong foundation in these skills and set them up for success in any career they may choose to pursue.

Expert Mentorship

Learning a critical foundational skill like entrepreneurship requires precise and expert guidance. Who better to learn from than an expert entrepreneur himself? With **over a decade of industry experience under his belt, Sushil will deftly guide your child through the course.**

Active Learning by Doing

Freedom Academy courses pride ourselves on helping children learn by doing. Entrepreneurial Mindset is designed so students can come up with ideas to **solve real world problems, transform them into lucrative products or services and finally transform them into plans for sustainable ventures, all from within a classroom!**

Life Skills Plus

Skills like **brainstorming, problem solving, adaptability and financial literacy** are not career specific, but are in fact crucial life skills needed to navigate the world. Students will also learn to **communicate complex ideas with articulation and confidence, giving them an extra edge over their peers.**

Mindset + Heartset

This course will not just help students develop a way of thinking, i.e a mindset, but cultivate a way of living, i.e a heartset. Students will learn to empathise with the world around them to build sustainable solutions. **They'll build resilience and perseverance to take on any challenge that comes their way and the ability to not let failure define them!**

The Complete Entrepreneurial Mindset

By the end of 6 weeks, students will:



Develop critical life + career skills like financial literacy, solution prototyping, creative ideation and communication



Complete short practical assignments where they'll apply what they have learned



Identify a problem statement and come up with their own creative solution to solve it



Build their own business venture pitch, complete with detailed research and analysis on the product, consumer and market!

The Full-Course Power Plan

In 18 sessions over 6 weeks, students will be transformed into young independent thinkers who will dictate their own success. Here's how:

Module No	Stage	Topic	Key Learning Objective
1	How entrepreneurs drive change?	Building a change driver mindset	<ul style="list-style-type: none"> ● How challenging the obvious is a start of change ● Importance of observation & listening skills ● Conscious observation of changes around us ● Understanding genesis of changes ● Understanding how different people react to changes & change adoption ● Introduction of change drivers ● Building change driver's mindset
2		Introduction to entrepreneurship & entrepreneurial mindset	<ul style="list-style-type: none"> ● Define the concept of entrepreneurship ● Understanding how entrepreneurship is different from doing business ● Difference between entrepreneurship & entrepreneurial mindset ● How entrepreneurial mindset is effective in managing changes of future
3	How great ideas are built	Acknowledging world of products & services around us	<ul style="list-style-type: none"> ● Understanding products & services and why do they exist ? ● Understanding needs & wants of people ● Introduction to consumers & customers and genesis of transactions ● Understanding 'need -gap' ● Introduction to user's perspective
4		Why empathy is a starting point of good entrepreneurial journey?	<ul style="list-style-type: none"> ● Introduction to empathy ● Difference between empathy & sympathy ● Understanding how empathy leads to understand user problems ● Learning to use observations, listening and questioning skills more effectively ● Building user empathy maps
5		Techniques of problem identification	<ul style="list-style-type: none"> ● What is the problem? ● How do we define a 'good' problem statement? ● Learning various user experiences gathering techniques ● Introduction to problem identification techniques ● Articulation of problem statement

The Full-Course Power Plan

Module No	Stage	Topic	Key Learning Objective
6	How great ideas are built	Identification & Assessment of entrepreneurial opportunity	<ul style="list-style-type: none"> ● What is an opportunity? Learning techniques to assess & convert problems into 'opportunities' ● Introduction to risk and payoffs ● Approach to minimize risk in problem solving ● Learning opportunities shortlist techniques
7		Shortlisting opportunity for 'me' through self-reflection	<ul style="list-style-type: none"> ● Introduction to self-reflection to understand one's passion & drive ● Understanding how to set larger goals and build plans to achieve them ● How to identify opportunity that aligns with self goals
8		Techniques of innovative thinking & problem solving	<ul style="list-style-type: none"> ● Introduction to innovation & innovative thinking process ● Learning ideation techniques ● Building habit of working on multiple ideas ● Learning how multiple ideas help to create larger ideas
9	How ideas transit into useful products/services?	Converting ideas into useful solutions	<ul style="list-style-type: none"> ● Understanding five sensory techniques ● Listing benefits to the users derived from our idea ● Learning framework to convert benefits into product/ service features
10			<ul style="list-style-type: none"> ● Understanding product development stages ● Building simple product architecture ● How to validate product features using user feedbacks
11		Understanding customers	<ul style="list-style-type: none"> ● Understanding when a user gets converted into a customer ● Introduction to customer mapping ● Understanding customer decision making process and their influencers ● Building detailed customer profiles

The Full-Course Power Plan

Module No	Stage	Topic	Key Learning Objective
12	How ideas transit into useful products/services?	Solution prototyping	<ul style="list-style-type: none"> ● Introduction to normal prototyping and its importance ● How & why prototyping is different from building final product ● Learning the process of prototyping
13		Building value proposition	<ul style="list-style-type: none"> ● What is value & value proposition ? ● How entrepreneurs build and articulate value propositions of their solutions ● Why product value proposition is important ● Techniques of building value proposition
14	How great product ideas transit into sustainable ventures?	How to model great business?	<ul style="list-style-type: none"> ● What is business modelling ? ● How great products build their business models? ● Learning simple business modelling techniques ● Introduction to business model canvas
15		How to make money, Honey! (Revenue modelling)	<ul style="list-style-type: none"> ● Introduction to revenue modelling & its integration with business modelling ● Mapping product ecosystem – who all are needed to deliver the product to the end user
16		What's there in name? (brand communication)	<ul style="list-style-type: none"> ● Importance of brand communication ● Components of brand communication & their alignment ● How effective brands are built? ● Considerations to make effective brand communication
17		Understanding money	<ul style="list-style-type: none"> ● Value & price of our product/ service ● When products make money (simple product economics) ● Introduction to revenues, costs, profits & loss
18		Pitching my venture	<ul style="list-style-type: none"> ● Understanding my first set of customers ● Power of building effective pitch ● Different ways of communicating your venture story ● Understanding why would people love your venture story

Help your child take the first step towards success!



Build the Entrepreneurial Mindset Now!

A Stones2Milestones Initiative
Reach us: go@getfreedom.com

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