HOW TO CULTIVATE AN ENTREPRENEURIAL MINDSET?

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3RD UNESCO – APEID MEETING ON ENTREPRENEURSHIP EDUCATION,
KUALA LUMPUR, MALAYSIA
WHAT DO YOU DESIRE?
MISSED OPPORTUNITY

• NOT FINDING KIDS WITH ENTREPRENEURIAL TRAITS

• GO ON FEEDING THEM A FISH

• ENFORCED CURRICULUM

• PREPARING THEM FOR EMPLOYERS MARKET
ENTREPRENEUR?

... A PERSON WHO SEARCH FOR A CHANGE, IDENTIFIES AN OPPORTUNITY, MOBILIZE ALL HIS RESOURCES TO ORGANIZE, OPERATES AND ASSUMES THE RISK OF A BUSINESS VENTURE ...
... IF WE CAN TEACH OUR KIDS AT YOUNG AGE TO BE ENTREPRENEURIAL, WE CAN CHANGE EVERYTHING IN THE WORLD THAT IS A PROBLEM ...
I can do it!
ENTREPRENEURIAL TRAITS

TRAITS
Negotiations
Sales
Introspection
Leadership
Networking

SKILLS
Bootstrapping
Digest Failure
Independence
Interdependence
Resilience

Problem Solving
Making Money
Doing Good
Public Speaking
Never Give Up

Ask Questions
Be Creative
Save Money
Ask for Help
See Solutions
GLOBAL ISSUES

- INEQUALITY
- POVERTY
- HUNGER
- EDUCATION
- HEALTH
- GLOBAL WARMING
- POPULATION
- SANITATION
20% of the world population are consuming over 80% of the earth's natural resources.
POVERTY
Malaria Kills A Child Every 30 Seconds Somewhere in the World
GLOBAL WARMING

Positive proof of global warming.

POPULATION

Danica May Camacho, Born Manila October 31st in Manila.

World Population 2050
9.5 Billion

Rest of World
5.3 Billion

India
1.8 Billion

China
1.4 Billion

Developed Countries
1 Billion
SANITATION

2.6 Billion

People don’t have access to sanitation
SOCIAL INNOVATION
+
ENTREPRENEURSHIP

SOCIAL IMPACT + ECONOMIC SUSTAINABILITY
SOCIAL ENTREPRENEURSHIP

Lahore University of Management Sciences
Social Entrepreneurship

- Society
- Business
- Environment
- Preservation
COURSE COMPONENTS

• Module 1:
  – SOCIAL INNOVATION

• Module 2:
  – ENTREPRENEURSHIP & MINDSET

• Module 3:
  – SOCIAL ENTREPRENEURSHIP

• Module 4:
  – IDEA FACTORY
SOCIAL INNOVATION

• Learning Outcomes

– How Innovation Works

– Understanding Problems and Context

– Millennium Development Goals

– Bottom of the Pyramid and Market Opportunities
• Learning Outcomes

  – Understanding Entrepreneurial Mindset
    • Role in Economic Growth

  – How To Startup

  – Entrepreneurship & Leadership
    • Personal Assessments
    • Art of Pitching

  – Failure, How to Attack It?
SOCIAL ENTREPRENEURSHIP

• Learning Outcomes
  – Social Entrepreneurship
    • Philanthropy/ Charity/ Social Work/ CSR/ NGO/ Soc Ent
  – Global Examples on Social Entrepreneurship
    • Innovation models + Business Models
  – Local Problems in Context of Pakistan
    • Understanding need for solutions
IDEA FACTORY

• Learning Outcomes
  – Playing With Ideas
  – How To Validate Ideas
  – Litmus Test To Determine Scale
  – Develop Workable Social Venture Models
IDEA FACTORY

• KEY COMPONENTS
  – Designing for Impact and Role of Technology
  – Exposure to the Problem – Diagnosing and Framing the Problem
  – Generating Solution and Building Theory of Change
  – Effective Operating / Financial Models – Developing Viable Source Strategy
  – Measuring and Investing for Social Impact
  – Planning for a Pilot and Moving Beyond
THE BEST WAY TO PREDICT THE FUTURE IS TO CREATE IT.

BREED ENTREPRENEURS