

# MAKING OF AN ENTREPRENEUR

By Aayush Narang

## ABOUT THIS COURSE

Want to run a business of your own?

Taking that idea in your mind, turning it into a solution that solves a real-world problem, and helping millions around the world. Is that the dream?

Welcome to the journey of an Entrepreneur.

It's all about learning the same things as everyone else but coming up with solutions that no one else can think of. What is an entrepreneur? How viable is an idea as a business? How to get investors to invest in the business? This and much more is explained in this exclusive course.

MyNT believes in creating opportunities for all. And as a part of this course, every student that enrolls is guaranteed an internship at a start-up where they get to further their learning experience in a live environment.

## WHO IS THIS FOR

15 or 50, this course is for any visionary who believes that their idea could be the next big thing. Our curriculum is tailored to explain and train those who are interested in learning the A to Z of Entrepreneurship!

## WHAT ALL WILL YOU LEARN?

### BASICS OF ENTREPRENEURSHIP

Who is an entrepreneur? What kinds of entrepreneurs are out there? What's the difference between an entrepreneur and a wantrepreneur? Explore everything basic about entrepreneurship.

### THE IDEA: CHEAP BUT IMPORTANT!

As the saying goes, "Ideas are cheap. Execution is key." But there is no execution without that idea. Learn how to turn your innovative idea from just a thought to the point of execution.

### PLANNING & RESEARCH

Before execution an entrepreneur has to validate the idea. This is where research and planning come in. Understand the mechanics of assumption and validation while learning how to draft your business plan.

## ABOUT THE MENTOR



### Aayush Narang

Founder and CEO, Spark Eighteen

Aayush founded Spark Eighteen at the young age of 18.

Having belief in the idea and power of entrepreneurship, he ventured across domains of Digital Marketing, Web Development, Brand Building through Spark Eighteen. Today, having serviced 70+ clients across continents and establishing Spark Eighteen's presence in multiple countries, Aayush feels it's time to help budding entrepreneurs in turning their idea into a reality!

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## DEFINING YOUR C-TEAM & KRAS

You are as good as the people you invest in. Learn how to go about building your core team and define clear key responsibility areas for everyone, all of this and more while bootstrapping your way through.

## START UP: THE START!

Now that you have the team in place, it's time to build the brand. From registering your company to understanding compliances, learn how to smartly tackle it all without wasting a dime or a minute.

## PROOF OF CONCEPT

What's a proof of concept? Why do you need one? How do you attract the initial funds to finance your product? How do you pitch for these funds? A concoction of mantras to further your business.

## UNDERSTANDING INVESTORS & INVESTMENT PROCESS

Your investors are your backbone. Grasp the culture of investments and of understanding what makes a good investor while you traverse through the stages of your start-up.

## INVESTMENT PROCESS

How exactly do you go about fetching investments from your potential investors? From pitching to onboarding, excel the know-how of the investment process.

## SHAREHOLDERS AGREEMENT & THE CAP TABLE

Every time somebody invests in your company, there's a certain share of it that you dilute. Learn what all you need to be cautious of while you journey through those rounds of investments.

## EXIT STRATEGY

Till now we've learned how you can convert that idea into a successful business. Once the business succeeds, you need to know how to reward yourself for the risks you've taken! Secure your interests.

## ELEVATOR PITCHES

Time to put the money where your mouth is! Pitch your brave idea in front of the world while utilizing all that you've learned so far.

## THE CO-WORKING VISIT

Expose yourself to the start-up culture. Come, talk, explore, and spend a day in the lives of entrepreneurs!

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## FAQS

### > WHY SHOULD I PURSUE THIS COURSE?

This course is based on freshly curated curriculum to inform and motivate someone who's looking to build a product or business. It serves as the perfect first step for anyone who's looking to start their entrepreneurial journey!

### > IS THERE A TRIAL PERIOD TO THIS COURSE?

No, there isn't a trial period, however, our executives are happy to answer any queries that you may have regarding the course. Also, to help you make an informed decision, the overview of the curriculum can be downloaded where the curriculum is listed.

### > DOES THIS COURSE PROVIDE ANY SORT OF MENTORING?

Yes, our faculties are few of the most well-known faces across industries and are systematically selected. They mentor all the attending strength for till the end of the duration of the course with a direct emphasis on immersive learning experiences.

### > WHAT WILL I GET UPON COMPLETING THE COURSE?

At MyNT, every (school/college) student is given the opportunity to strive beyond the classrooms. As a part of their program, each student is provided a guaranteed internship at a start-up where they get real-world experience and exposure to the world of entrepreneurship!

### > ARE THERE ANY PREREQUISITES FOR THIS COURSE?

There are no prerequisites for this course. Anyone and everyone who's inclined towards learning about Entrepreneurship can pursue it.

### > WHAT KIND OF WEEKLY OR MONTHLY COMMITMENT IS EXPECTED DURING THE DURATION OF THE COURSE?

Depending on what's decided with the concerned institution or individual(s), the sessions are planned and scheduled to suit the availability of all those attending it.

### > HOW IS THE COURSE STRUCTURED?

This course spans across 12 sessions which need to be completed within the mutually agreed time frame.

### > IS IT POSSIBLE TO PAUSE THE COURSE AT ANY POINT IN TIME?

No. The structuring of this course does not allow us to pause the course and adheres to a consistent, pre-decided schedule that the individual or institution may agree to at the time of finalizing.

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> IS THIS COURSE BASED ON SELF-PACED LEARNING?

No. The course's start and end date are fixated before its initiation. All classes and assignments are to be completed in the provided time frames so as to ensure equal opportunity for all those attending the course. However, the timelines are decided with the concerned individual(s) or institutions so there's flexibility provisioned prior to the beginning of the course.

> DO I LOSE ACCESS TO THE SHARED CURRICULUM IF I'M UNABLE TO COMPLETE THE COURSE?

No, you don't lose access. If due to any reason, a student of the course fails to complete it in said time then they're still provided complete access to the curriculum.

> DO I LOSE ACCESS TO THE SHARED MATTER ONCE I SUCCESSFULLY COMPLETE THE COURSE?

No, you don't lose access. Once a student completes the courses, they're still given access to the entire curriculum so they can easily refer back to the modules they've covered.