

State Council of Educational Research and Training
Varun Marg, Defence Colony, New Delhi- 110024

File No.: F/12(288)/Acad/SCERT/2019-20/Entrepreneurship Curriculum ¹¹¹⁵⁷⁻¹² Dated: 4/11/19

PUBLIC CIRCULAR

INVITATIONS FOR SUGGESTIONS ON 'ENTREPRENEURSHIP CURRICULUM' IN
DELHI GOVERNMENT SCHOOLS

In reference to the advertisement published in the leading newspapers on 5th January 2019 regarding **Invitation for suggestions on 'Entrepreneurship Curriculum' in Delhi Government Schools**, proposals/entries are invited from Organizations/Individuals to work on development and implementation of the same.

Across the world, Education Administrators are realizing the need for bringing about the Aspirational and Capability shift in students which will prepare them to be Entrepreneurs.

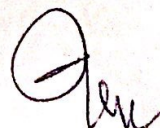
The Government is in the process of developing an activity based Entrepreneurship Curriculum for this purpose. The said Curriculum will instil key elements of Aspirations and Mindsets needed for problem solving, decision making, risk taking abilities which leads to the spirit of Entrepreneurship. The curriculum may be based on four fold framework:

- Inspire through stories and case studies of entrepreneurial journeys.
- Educate through self designed micro Research and projects
- Involvement through participation with local community
- Facilitate by supporting in developing ideas into projects

The Concept Note on Entrepreneurship Curriculum is in Annexure 1 (enclosed).


In this connection, **Suggestions/Entries are invited from Organizations/Individuals on voluntary basis which can be shared at <https://goo.gl/forms/1sozMa2l05L0yST12>**

The inputs will be examined by the stakeholders and selected organizations/individuals will be invited to participate in the curriculum/resource material development and further effective implementation of the curriculum.



①

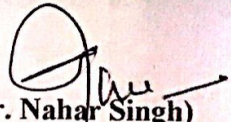
Note: Selected entries may be invited to present their proposals in the Workshop which will, most likely, be organized in the last week of January in Delhi


(Dr. Nahar Singh)
Joint Director, SCERT

F. No.: F/12(288)/Acad/SCERT/2019-20/Entrepreneurship Curriculum | 11/07-13 Dated: 4/1/19

Copy to:

1. PS to Secretary, Education
2. PS to Director, Education
3. Addl. DE (Schools)
4. All DD's
5. All RDE's/ DOE's (Districts and Zones)
6. Guard file
7. OS (IT to upload on MIS)


(Dr. Nahar Singh)
Joint Director, SCERT

For any information please contact at leaderinyou.scert@gmail.com

Annexure 1

Concept Note

(Entrepreneurship Curriculum)

Background

Over the last four years, Delhi Government has made significant strides in providing quality infrastructure (classroom, sanitation, sports, safety and technology), school governance (SMCs, Parent Teacher meetings), teacher and principal training and key pedagogical interventions like the Happiness Curriculum etc. Achievements over this front have created an opportunity to take a deeper look at the quality issues confronting the current schooling systems and respond more decisively.

The question that we face now is that after at least 15 years of formal education, if large numbers of youths are not feeling confident about creating something on their own which can give them gainful return and add value to the economy then as a society, we are failing to nurture their full potential. Therefore, we need to instill confidence among our children in school right from the beginning of secondary education that after completing their education, they should aspire to be job providers and not only job seekers.

At present, barring few exceptions, once the child completes elementary schooling and joins the secondary class, his/her entire orientation, which is largely shaped by the teachers and parents, is to secure good marks in exams, get admission in a good college and get a job with decent pay package. This is considered a right trajectory for achieving success in life and anyone who either secures less marks or fails to join college or fails to secure a job is deemed as “a failure”.

This trajectory is obsolete in today's day and age when new ideas and technologies are driving our way of life. If our schools and colleges continue to churn out batches of students who are going to join the queue with the mindset of job seekers, we will soon be left with very small number of job givers. To break this unsustainable and monotonous approach and propel our students to pursue excellence and innovation, we should introduce “Entrepreneurship Curriculum” in the schools from academic year 2019-20 onwards. This

curriculum will be for the students of classes 9 to 12 with the vision that every child should have the confidence of being “creator rather than just being a consumer”.

Target Group

- Students in Grade 9-12

Basic Assumptions

Through Entrepreneurship curriculum, our schools shall be embarking on bringing about an aspirational and capability shift in their students which will prepare them to be entrepreneurs.

Entrepreneurship is an approach consisting of Aspiration, Mindset and Skills.

Aspiration

It all starts with the belief and a dream. To begin with, we need to help children believe that they can think out of the box, and any successful entrepreneurial outcomes are not out of reach for them.

Mindset

Example of this mindset – Steve Hawking - Small setbacks depress us. He lost his whole body, but he continued his quest and passion. The key difference between an entrepreneurial mindset and others may be illustrated through the table below.

1. _____ Unexpected surprises irritate me
2. _____ I am good at adapting to changing circumstances
3. _____ I prefer to have specific instructions on how to complete a task
4. _____ I should use my age to my advantage
5. _____ Being smart means having all the answers
6. _____ If something isn't working, I keep trying
7. _____ I do best my when I have a consistent routine
8. _____ I love to figure things out as I go
9. _____ The idea is the most important part of a startup
10. _____ I am comfortable making a long-term commitment
11. _____ Success will come easily
12. _____ I am comfortable taking calculated risks
13. _____ When I have an idea, I want everyone to like it
14. _____ Problems are exciting to me
15. _____ My goal is to get funding

Skills

Curiosity is an inborn trait and a skill one can acquire. Curious people have a higher chance of questioning the status quo. This gives them an advantage to see or sense and uncover opportunity. Entrepreneurs need basic skills, like

- Identifying and assessing opportunity
- Making – being deft at prototyping/building solutions with a wide palate (e.g., processes, experience design, industrial design, software/hardware prototyping etc)
- Branding, attracting customers, selling
- Building business operations

Key components of engagement with students through the curriculum

1. **Inspire** – get entrepreneurship into their circle of aspirations and develop the feeling that it is worthwhile and attainable
 - a. Stories from those who come from backgrounds like them who have done it, e.g., Bala, Syed, founder of 6-hourly.com etc.
 - b. Exposure to the Indians who have taken the World Stage in the Business world, e.g., Satya Nadella, SundarPichai, Kiran Mazumdar Shaw, Indra Nooyi et al.
2. **Educate**– impart basic knowledge and skill through a world classcurriculum
 - a. The starting point, language, etc of this curriculum should be tailored to the audience at hand (high school students in Delhi Government school)
3. **Involve** – Provide platforms for Ideation, Business plan, prototyping, but on paper only
 - a. E.g., this is the focus of the Columbia University high school student entrepreneurship and other similar programs
 - b. Can culminate with B-Plan competitions
4. **Facilitate** – *An ecosystem to help them take their venture to the Real World*

Basic Design

In the Year # 1:

Both 9th and 10th grade, in 2019-20 will do the Junior High School Year#1 of the Entrepreneurship Curriculum which may include ~10-20 stories and ~10-20 activities to focus on these two elements.

⑤



Both 11th and 12th grade, in 2019-20 will do the Senior High School Year#1 of the Entrepreneurship Curriculum which may include higher order ~10-20 stories and ~10-20 activities to focus on these two elements.

These stories will need strong production support in order to make them clear, useful and inspiring for children. Stories would draw out the key differentiators of the entrepreneur's mindset. In most cases, these stories would be of entrepreneurs whose backgrounds are similar to those of typical children in Delhi Government schools.

35-45 minute class daily for Grade 9-12, amounts to about 150-180, hours per year. There are 30,000 classrooms for these grades which will require ~10000 teachers for the purpose of entrepreneurship training.

During 2019-20, the Junior High School Year#2, and Senior High School Year#3,4 curriculum will be developed and be ready for the 2020-21 school year.

Over the 4 years, it would also cover:

- Body Language, Personality Development
- Communication skills
- Spoken English
- One foreign Language (e.g., Japanese)
- Small Entrepreneurial journeys
- Business Plan development
- Business strategy, Marketing, Sales and Business Operations Basics
- Draw from well-established practices of real businesses of India.
- Launch of real ventures; mentor supported

Timelines

The first year Curriculum for academic year 2019-20 will need to be ready by 15th February 2019. It will be pilot in April in some schools and after modifications and ToT, will be rolled out in all schools from July 2019.

