



# **CONFERENCE DETAILS**



On Completion, students get a Completion Certificate from the Mentor and the Ivy Learning Lab.



Opportunity to get Letter of Recommendation from the course instructor.



8th - 12th July 2024 9:30 am - 3:30 pm



Sydney, Australia



Grades 8-12



# Why Innovate NOW?

# **Pioneering Pedagogy:**

Immerse in a well-rounded curriculum crafted by a former Columbia Business School faculty member, blending theory and practical application for a comprehensive understanding of entrepreneurship.

# **Cutting-Edge Curriculum Components:**

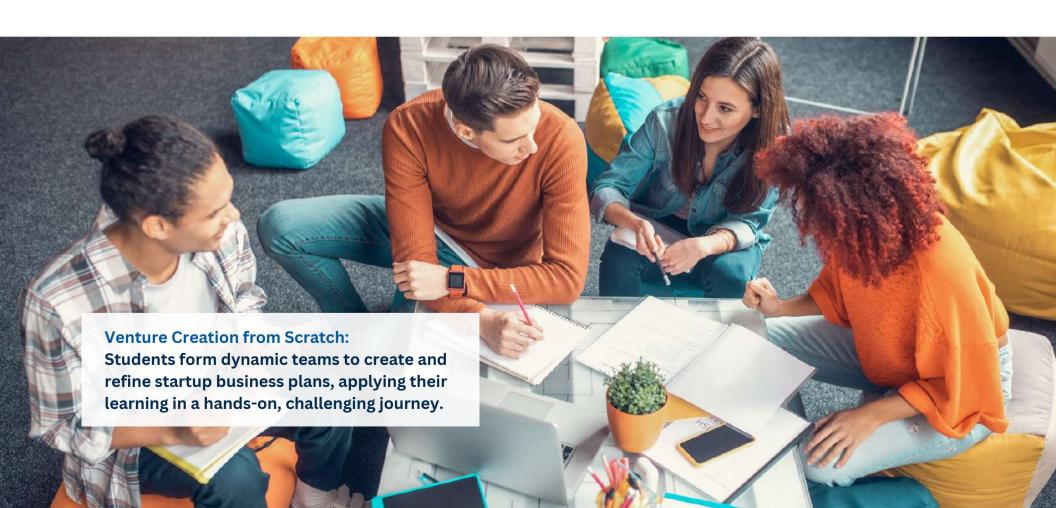
Explore modern entrepreneurial trends like digital transformation, sustainability, and global market strategies in an adaptive curriculum.

# **Guest Insights from Industry Titans:**

Enrich your learning experience with sessions from industry-leading guest speakers. Gain firsthand insights into the real-world challenges and triumphs of entrepreneurship.

# **Shark Tank-Style Showdown:**

The course culminates in a creative, highstakes pitch to eminent judges using interactive games, digital displays, or theatrical skits.



# **Idea Exploration:**

Unleash creativity to dream up world-changing innovations.

## **Idea Development:**

Transform concepts into projects with prototype building and planning.

### **Idea Momentum:**

Enhance your project with marketing and networking strategies.

# **Hands-on Entrepreneurship:**

Experience the full entrepreneurial journey from concept to launch.

# Our Approach



# Entrepreneurship & High schoolers

**Future Orientation** 

**Risk Taking** 

**Creativity & Innovation** 

Critical Thinking & Problem Solving

Communication & Problem Solving

Opportunity Recognition

Initiative & Self-Reliance Flexibility & Adaptability

# **EARLY ENTREPRENEURSHIP**

FUTURE LEADERS

Studies show that exposure to innovation and entrepreneurship during childhood has significant effects on children's propensities to become inventors or entrepreneurs by up to 60%.

# Columbia Business School Faculty



Daniel McQuade is a Senior Marketing and Advertising Executive with over three decades of experience in developing and implementing strategies for retail industries. He has also served as a Business Instructor at the Columbia-Harlem Small Business Development Center and is a Co-Founder at Know Seafood which is on a mission to transform seafood supply chains and make sustainable, accessible, and transparent seafood products.

His expertise includes new product development, cultivating brand affinity and loyalty, and cause marketing programs. He has handled every aspect, from product design to retail launch and the development of a national sales network.

# **Daniel McQuade**

Director, Ivy Learning Lab
Business Instructor,
Columbia-Harlem Small Business
Development Center (Columbia
Business School)

#### **Idea Generation:**

Under this module, students learn to stimulate their creativity, understand the process of coming up with new ideas, and learn how to get inspiration from what others are doing. Students are given tools and techniques to gain an innovative mindset.

## **Market Research:**

The Mentor guides students through the process of market research for their idea: what's currently being used in the market, who the top competitors are, and what needs to be done to turn an idea into a reality. Students learn techniques to test, refine and select their idea.

## **Design Thinking:**

Students learn the process of creative thinking, logical thinking, and experimentation. Mentors share strategies adopted by them for testing and prototyping in order to achieve the perfect product/service for the end-user.





#### **Business Model:**

Once the student has developed an idea of the product or service startup, they learn what a business blueprint is and how to draw one for their start-up. They delve into information like target markets, competition, anticipated expenses, pricing, and other aspects of a business canvas.

# **Social Entrepreneurship:**

Students learn about start-up companies that develop, fund, and implement solutions to social, cultural, or environmental issues. The Mentor shares the story of his social entrepreneurship journey and the ups and downs he faced to form a business for the greater social good and not just the pursuit of profits.

# **Elevator Pitch & Raising Funds:**

Students delve into the costs involved in a business and how it impacts the product/service price. They learn to calculate the total fund required for running the business and what funding sources are available. Students then move on to crafting an elevator pitch for their business plan.

**Shark tank-style Final Pitch Day** 

THE CURRICULUM

# Pitch Day & Graduation

On our grand finale, teams ascend to the entrepreneurial battleground for their momentous Shark Tank-style showdown. They will confront an assembly of business juggernauts, primed to dissect their entrepreneurial blueprints with a fine-tooth comb.

Our judges bring diverse expertise, offering targeted feedback to propel entrepreneurs forward.

Teams showcase their visions, under pressure, aiming to impress with innovation and strategic thinking.

The stakes are high as teams vie for validation. Judges deliver insightful feedback, highlighting strengths and weaknesses.

It's about learning and refining strategies in the competitive landscape of entrepreneurship.



# InnovateNow: Startup Creation Challenge

- Focus: In-depth development of a startup business plan.
- Purpose: Unleash and showcase your entrepreneurial talents.
- Process: Guided journey from innovative ideation to strategic execution.
- Mentorship: Expert insights from a former Columbia Business School faculty member.
- Challenge: Overcome obstacles to refine and perfect your business idea.
- Presentation: Pitch your startup concept to a panel of seasoned industry professionals.
- Goal: Aim for not just validation, but acclaim and admiration for your innovative solution.
- Impact: Transform this challenge into a cornerstone of your entrepreneurial legacy.
- Opportunity: A unique platform to lead, innovate, and turn dreams into actionable realities.





**Idea Generation Market Research Design Thinking Business Model** Social Entrepreneurship Elevator Pitch & Raising Funds Your Idea

"At such a young age, Appalla Saikiran has been chosen as one of the top 11 successful teenage entrepreneurs in India by a renowned edtech firm known as The Big Red Group. In addition, he has won the Global Kids Achiever's Award for designing the SCOPE App. He also created a place for himself at the Junio CEO program, certified by Brown University."

-Financial Express.com

Scope App

The app to create a unified platform for all your business and entrepreneur needs

"My vision for the SCOPE App is extensive. I aim to make it one-stop-shop solutions that cater for the needs of all start-ups in the Indian market"

-Appalla Saikiran



UIL

B Y

B R G

A L U M

Petpals focuses on allowing Pet families to Travel stress-free with their pets.





Petpal provides ready-made and customizable pet friendly packages. It also delivers food and medicine for the pet to your hotel.



**Explore the world with your pet by your side** 



The Ivy Learning Lab isn't just an educational consortium; it's a beacon of knowledge and innovation. Led by a visionary director and a dedicated board, it consistently delivers unparalleled learning experiences. With a blend of academia and innovation, it brings together scholars from top institutions, fostering a diverse educational environment.

At its core, the Ivy Learning Lab aims to develop, curate, and deliver world-class educational experiences. From impactful short courses to comprehensive workshops, it enlightens learners across diverse backgrounds, from high school students to Fortune 500 executives.

In collaboration with institutions and governments, the Ivy Learning Lab strives to make educational resources widely accessible, nurturing a global community of lifelong learners united in their pursuit of knowledge and growth.

# **InnovateNOW:**

**Entrepreneurship BootCamp** 



Lead . Inspire . Solve . Share



**Apply NOW!** 













