

INDIAN INSTITUTE OF MANAGEMENT RANCHI



YOUNG ENTREPRENEURS PROGRAMME

Transform Your Venture into an
Investment-Ready Enterprise

10 DAYS INTENSIVE LEARNING
1.5 MONTH IMPLEMENTATION BRIDGE

Residential Programme
at IIM Ranchi Campus

#18 NIRF
RANKING
2025



WHY THIS PROGRAMME MATTERS NOW

The Indian Startup Ecosystem - 2024

1,25,000+

Startups in India (2024)
2830% growth since 2016

45%

From Tier-2/3 Cities
56,000+ Emerging Entrepreneurs

₹1.13T

Funding in 2023
200% Growth in Tier-2/3 cities

WHO SHOULD ATTEND



Entrepreneurs

- Early-stage founders seeking structure and frameworks
- Growth-stage entrepreneurs hitting plateaus
- Serial entrepreneurs building larger ventures
- Women entrepreneurs seeking networks and funding access



Business Leaders

- CEOs/Founders of established SMEs (5-15 years)
- Family business successors modernizing operations
- Professional managers in family businesses
- Corporate entrepreneurs driving innovation

PROGRAMME JOURNEY

PHASE 1: ENTREPRENEURIAL FOUNDATION	
5 Days • From Concept to Investment-Ready Venture	
Day 1: Entrepreneurial Mindset & Business Ideation	Entrepreneurial psychology & opportunity recognition
	Systematic idea generation & validation
	Design thinking & innovation framework
	Business model design & revenue strategy
Day 2: Market Strategy & Customer Development	Market analysis & competitive positioning
	Customer development & acquisition strategy
	Marketing & brand development strategy
	Sales strategy & revenue generation
Day 3: Financial Mastery & Investment Preparation	Financial planning & management systems
	Investment strategy & funding preparation
	Investment readiness & due diligence preparation
	Pitch development & investor communication
Day 4: Operations, Technology & Leadership	Operations design & process optimization
	Technology strategy & digital infrastructure
	Team building & organizational development
	Performance management & growth systems

Day 5: Advanced Strategy & Investment Readiness	Strategic planning & long-term vision
	Presentation mastery & communication excellence
	Mock investment presentations & feedback
	Action planning & Phase 2 preparation
1.5-MONTH IMPLEMENTATION BRIDGE	
Building Investment-Ready Ventures	
Participants implement their business plans with ongoing mentorship support focusing on business model validation, MVP development, customer acquisition, revenue generation, team building, and investment preparation.	
PHASE 2: SCALE & INVESTMENT EXCELLENCE	
5 Days • From Growing Venture to Market Leader	
Day 1: Business Excellence & Strategic Growth	Business validation & performance analysis
	Advanced strategic planning & competitive intelligence
	Market expansion & growth strategy mastery
	Advanced business model innovation & revenue optimization
Day 2: Investment Mastery & Financial Excellence	Advanced financial management & analysis
	Investment strategy & valuation mastery
	Due diligence excellence & investment preparation
	Alternative funding & capital strategy diversification



Day 3: Operations Excellence & Technology	Operational excellence & process automation
	Technology strategy & digital transformation
	Advanced customer experience & market domination
	Innovation management & R&D strategy
Day 4: Leadership Excellence & Organization	Executive leadership & strategic communication
	High-performance organization building
	Change management & transformation leadership
	Corporate governance & risk management
Day 5: Investment Presentations & Future Vision	Investor psychology & pitch excellence mastery
	Live investor pitch sessions - Round 1
	Live investor pitch sessions - Round 2 & individual meetings
	Long-term vision & alumni excellence integration



PROGRAMME INVESTMENT

Complete Programme

₹80,000 plus GST

What's Included (Both Phase 1 & Phase 2)



Premium Learning Experience

60+ hours of intensive training, frameworks & templates



Expert Faculty

Faculty with extensive experience in the startup ecosystem



Residential Experience

Accommodation & all meals at IIM Ranchi campus



Expert Mentorship

Post-program mentoring & support



IIM Ranchi Certification

Official certificate from IIM Ranchi



Elite Network

Lifetime access to entrepreneur & investor community



EXPECTED RETURN ON INVESTMENT

01

Revenue Growth

Through advanced strategies & connections

02

Funding Access

Real investment opportunities

03

Lifetime

Network value, Elite entrepreneurs & investors

04

Executive

Leadership Skills, Worth multiples of investment

PROGRAMME DIRECTORS



PROF. KUSHAGRA SHARAN

Faculty, IIM Ranchi

A PhD from IIM Kozhikode, he is the sole recipient of Australia India Research Fellowship across all IIMs, an awardee of the UGC-SAP fellowship & selected for the Indian Academy of Sciences & JNCASR fellowships.

A published author of multiple books, he delivers guest lectures at IRITM for civil servants & various institutes. Recognized as 'Distinguished Alumni' of BIT Mesra & among the Top-100 Global Education Leaders, he combines rigorous scholarship with consulting and start-up experience, advising organizations on strategic transformation. He has delivered sessions in MDPs for SAIL DGMs, NFLP (GoI Funded Programme), and ABFRL Pantaloons.



PROF. MANISH BANSAL

Faculty, IIM Ranchi

He serves as the Chairperson of the Doctoral Programme & Research, Executive Education & Consulting, and Institute Ranking at IIM Ranchi. A Fellow (Ph.D.) of IIM Kashipur, he has a strong academic and research background.

He is actively engaged in corporate training and consulting, and serves as Programme Director for various executive education initiatives for PSUs such as SAIL, Coal India & DVC etc. His research focuses on IFRS, Earnings and Audit Quality, Forensic Algorithms, and Corporate Reporting in emerging markets, with publications in leading international journals.

PROGRAMME PARTNERS

Investment Partner

Middha Ventures

Startup Curation Partner

Pitch Den and Start-up Community, Navi Mumbai

READY TO TRANSFORM YOUR VENTURE?

Limited to 30 participants for
personalized mentoring



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