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**CENTRE FOR CLIMATE CHANGE  
AND ENVIRONMENT ADVISORY**



## ***94<sup>th</sup> Foundation Course AIS/CCS offers***

**“\* Climate Change the Circular Economy and SDGs  
Connecting them for Survival and Sustainability?”**

**\***

**“**

**(A suggested actionable template)**

Sanjay Gadhalay  
Managing Consultant and  
COO  
SGC Enterprises

# The Agenda

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**Venue :MCHRD Conference Hall**

**Date 05.09.2019 Sat**

**Duration: Session is from 1240 to 1340hrs**

**Climate Change the Circular Economy and SDGs  
Connecting them for Survival and Sustainability?**

## **Introduction - Overview of the Overall session**

1240 To 1255 Hrs Reading out presenters Profile and Sessions

**Introduction Backgrounder**

1300 To 1330/40 Hrs

**Speaker Session**

1330/1400 Hrs onwards

**Questions & Answers .**

Vote of Thanks and winding up

Closure and follow through

# The Time Schedules for today

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before 1240 Ice Breakers/Warming up and Introductions

1240 - 1325

- The SMART space /scope /impact
  - **What ? Why ? Where ? When ? How ?** of getting into Action mode .
- The Opportunities and Pitfalls
- The Philosophy and Relevance Case and a commitment to Action.
- What can I do for this . and How ...!!
- Presentation /Video /Exercises/Experiences/Calls /Skype
- **Summing Up**

1330 - 1340 Questions and Answers Session

1340 - **Mentor Connects .online .or in person**

- Volunteer participants / Special Invitees Case **The Final Take aways** ..individual Actions  
/Commitments and Summing up to be the Change

# About the Format

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- We are in the program as both **Learners** and **Teachers !**
- Each of us is a participant and is a contributor through his/her experience and Contribution to the Whole (participation is the Key !)
- We follow a **Time bound** but **Structured** format with **mini un-structured sections** with planned inputs to Catalyse and internalise the learnings
- The Inputs here **will be** to shake you up to open up those grey cells to work on capacity and also enhance each other ..
- **So here ..goes ...**

# The Peace Invocation and Session imperative. Learning and Consideration of all Viewpoints

## KENOPANIṢAD

। ओ तत् सत् ।

## PEACE INVOCATION

ओं सह नाववतु । सह नौ भुनक्तु । सह वीर्यं करवावहे  
तेजस्वि नावधीतमस्तु । मा विद्विषावहे ॥

ओं शान्तिः । शान्तिः । शान्तिः ।

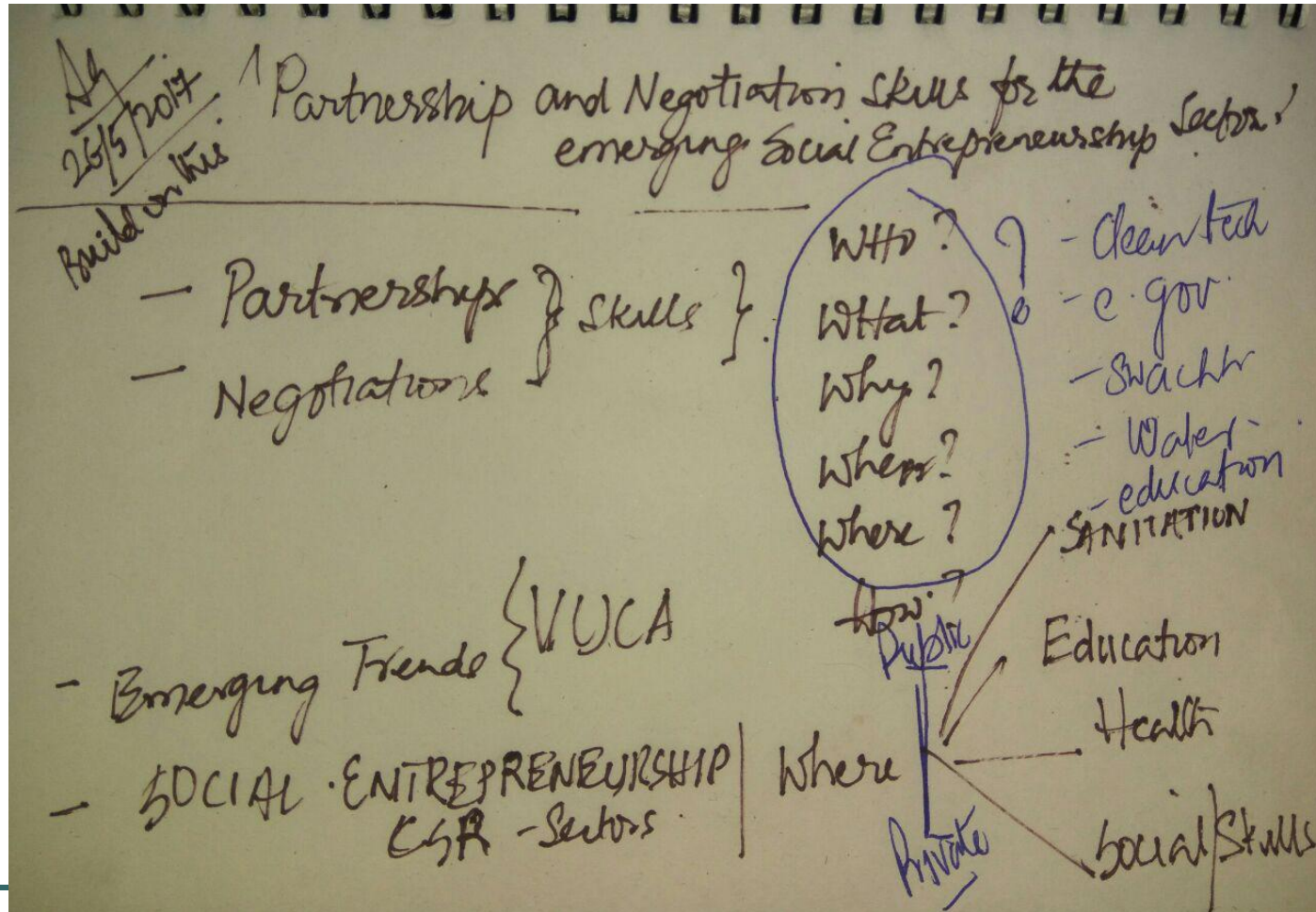
*Om saha nāvavatu. Saha nau bhunaktu. Saha  
vīryam karavāvahai. Tejasvi nāvadhītamastu. Mā  
vidviṣāvahai. Om śāntiḥ śāntiḥ śāntiḥ.*

सह *saha* Together नौ *nau* us both अवतु *avatu*  
(May He) protect. सह *saha* Together वीर्यं *vīryam*  
with great energy करवावहे *Karavāvahai* may work.  
तेजस्वि *tejasvi* Vigorous नौ *nau* of us both अधीतम्  
*adhītam* study अस्तु *astu* may be. मा *mā* Not  
विद्विषावहे *vidviṣāvahai* may hate each other. ओ *om*  
Om शान्तिः *śāntiḥ* Peace! शान्तिः *śāntiḥ* Peace!  
शान्तिः *śāntiḥ* Peace!

<https://youtu.be/Jx5P-FNyXC4>

<https://youtu.be/YiuOMu1S9Ws>

# The Schema .larger picture cc SDG circular economy connect



# **Climate change ...**

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**\*The six slaves to be always addressed...\***

**What ?**

**Why ?**

**Where ?**

**When ?**

**Who ?**

**How ?**

**\*And\***



# The Story and poem .. Rudyard Kipling

## THE TALE

### Six Honest Serving-Men

I keep six honest serving-men  
(They taught me all I knew)  
Their names are What and Why and When  
And How and Where and Who.  
I send them over land and sea  
I send them east and west;  
But after they have worked for me,  
I give them all a rest:

I let them rest from nine till five,  
For I am busy then,  
As well as breakfast, lunch, and tea,  
For they are hungry men;  
But different folk have different views:  
I know a person small –  
She keeps ten million serving-men,  
Who get no rest at all!  
She sends 'em abroad on her own affairs,  
From the second she opens her eyes –  
One million Hows, two million Wheres,  
And seven million Whys!

Rudyard Kipling, 'The Elephant's Child'

Reproduced with kind permission of A P Watt Ltd on behalf of the Nabu

# The SMART Opportunity map

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**\*Having these characteristics ....\***

- S imple Specific
- M easurable Methodical
- A chievable Aspirational
- R ealistic Replicable reviewable
- T imely truthful trustworthy

**\*Koshish karne Valon ki hi Jeet Hoti Hai\***

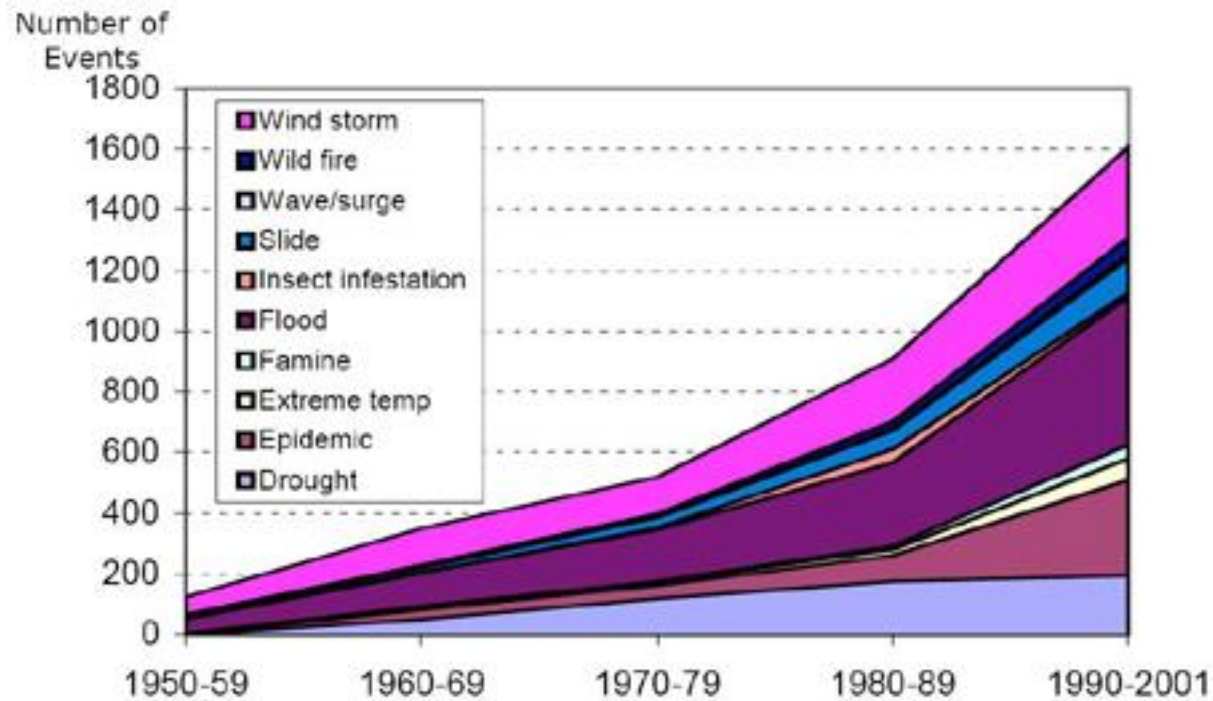
**\*Success is Destined for ONLY those who  
TRY....\***

# Climate Change

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- Climate change is simply the earth's reaction to untrammelled anthropogenic acts of commission and omission
- Climate change is a change in the statistical properties (principally its mean and spread)<sup>[4]</sup> of the climate system when considered over long periods of time, regardless of cause.
- Climate change was incorporated in the title of the Intergovernmental Panel on Climate Change (IPCC) and the UN Framework Convention on Climate Change (UNFCCC).
- Climate change is now used as both a technical description of the process, as well as a noun used to describe the problem.<sup>[2]</sup>

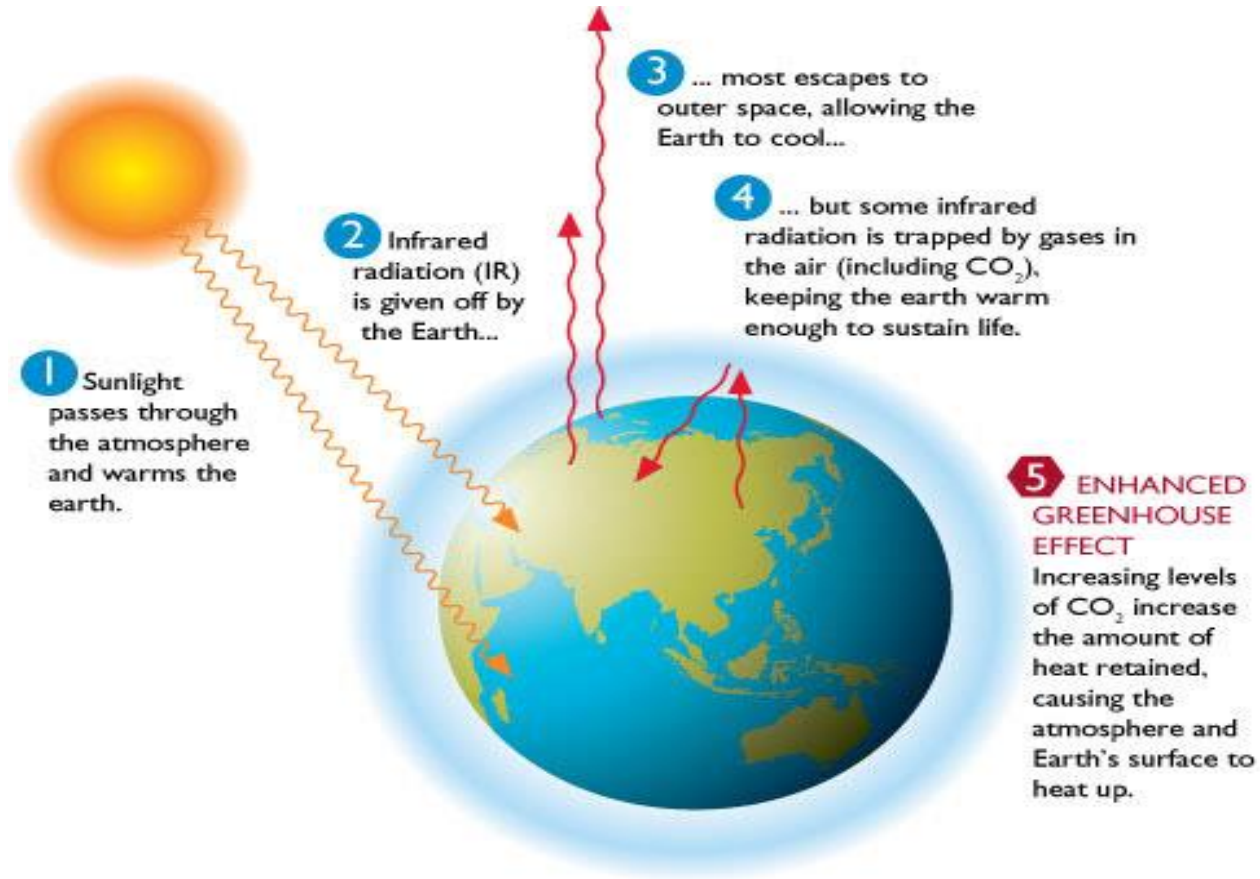
# CC- Events Connect



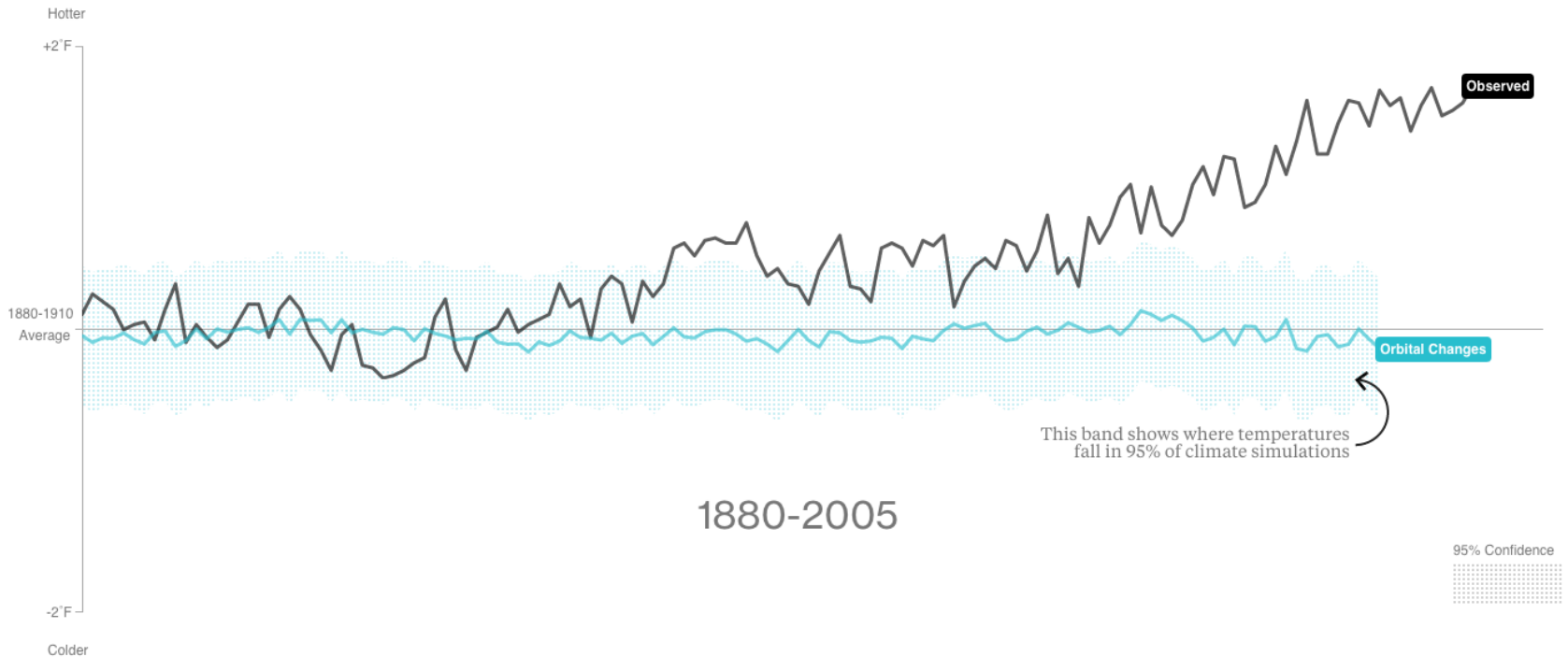
Source: Center for Research in the Epidemiology of Disasters (CRED)

Increase and Mix of Weather Climate Disasters

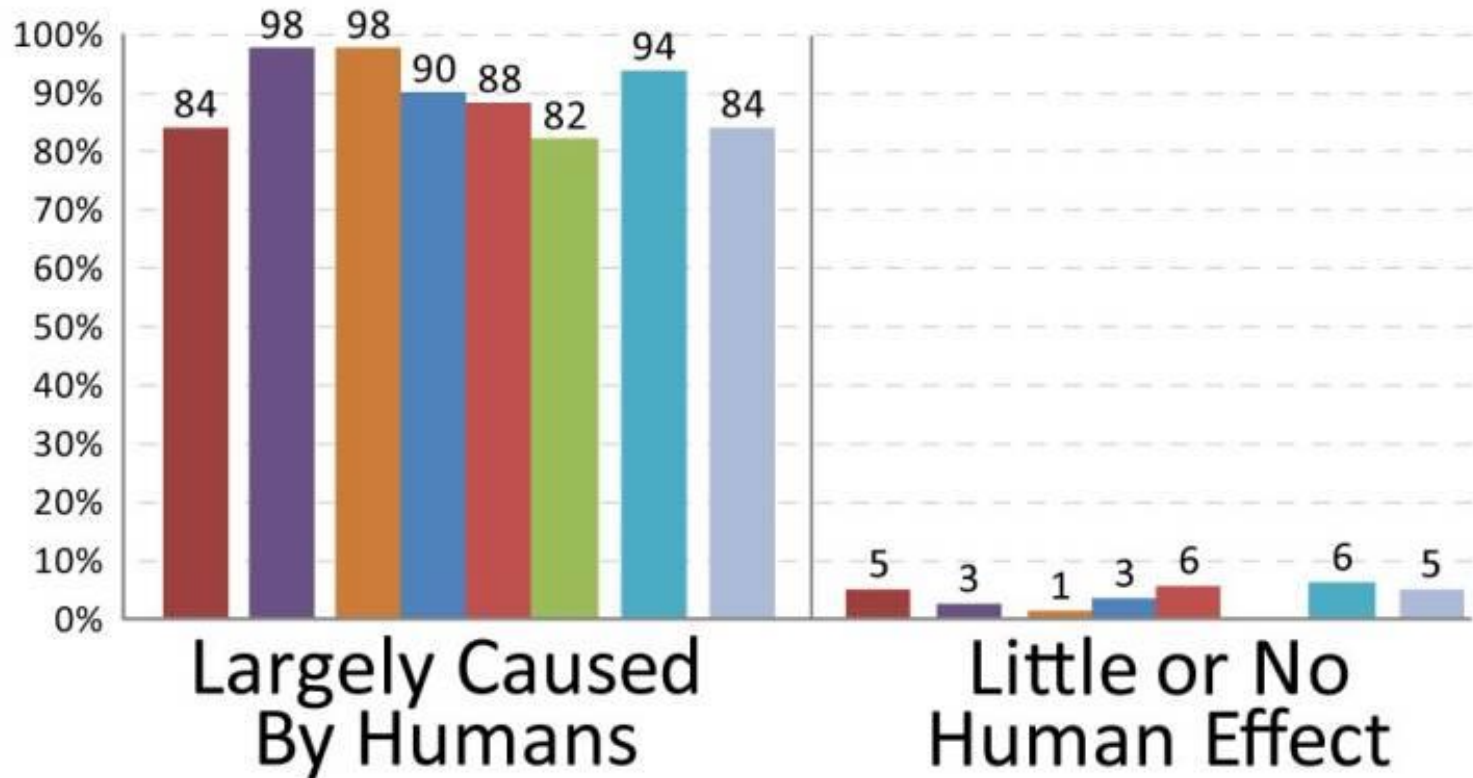
# CC - Causes pareto



# CC -increasing temperatures



# Opinions of Climate and Earth Scientists on Global Warming



Farnsworth & Lichter (2011)

AGU / AMS Member Scientists

Anderegg et al. (2010)

200 Most Published Climate Scientists

Doran & Zimmerman (2009)

Most Frequently Published Climatologists

Scientists Publishing on Climate Change

Climatologists

Earth Science Faculty / Researchers

Bray & Von Storch (2008)

Climate Scientists

STATS / Harris Interactive (2007)

AGU / AMS Member Scientists

## More Details Climate change

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- [https://en.wikipedia.org/wiki/Climate\\_change](https://en.wikipedia.org/wiki/Climate_change)
- CISM/BBC movie on Climate change
- <https://www.youtube.com/watch?v=Jb7xXH92DyA>
- [https://www.youtube.com/watch?v=cl4Uv9\\_7KJE](https://www.youtube.com/watch?v=cl4Uv9_7KJE)



# **Circular Economy**

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**\*The six slaves to be always addressed...\***

**What ?**

**Why ?**

**Where ?**

**When ?**

**Who ?**

**How ?**

**\*And\***

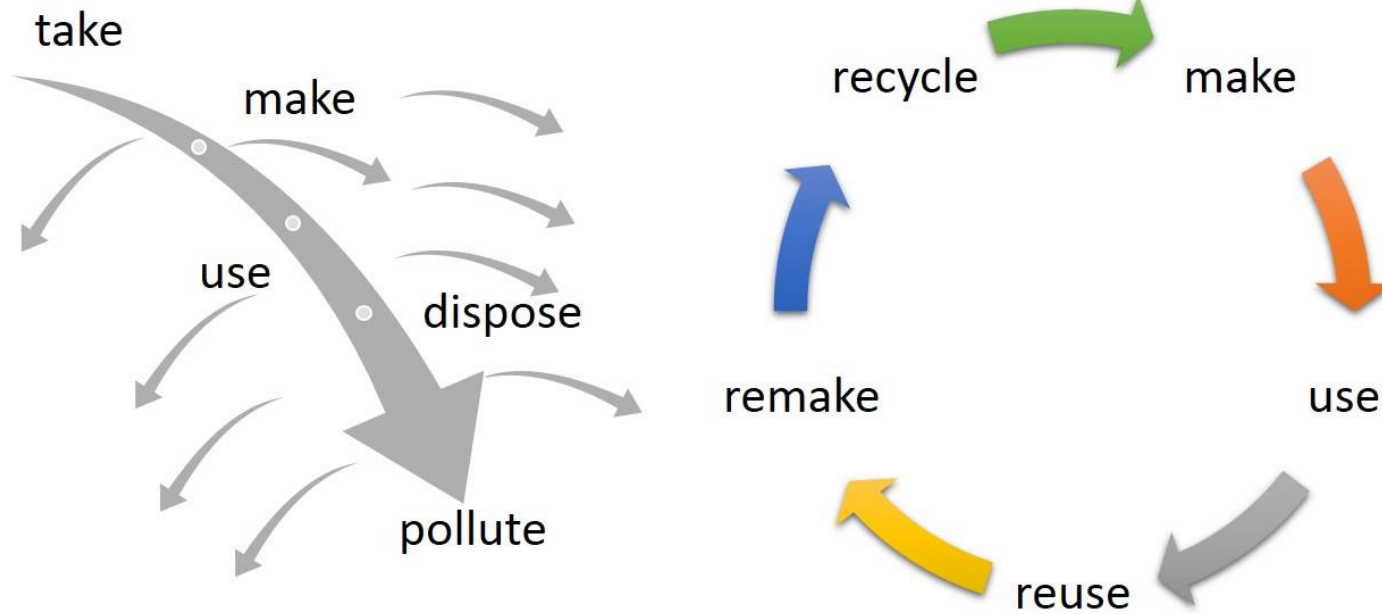
# Circular Economy

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- The Concept
  - <https://www.ellenmacarthurfoundation.org/circular-economy/concept>
- **What is a circular economy?**
- Looking beyond the current take-make-waste extractive industrial model, a circular economy aims to redefine growth, focusing on positive society-wide benefits. It entails gradually decoupling economic activity from the consumption of finite resources, and designing waste out of the system. Underpinned by a transition to renewable energy sources, the circular model builds economic, natural, and social capital. It is based on three principles:
  - **design out waste and pollution / Keep products and materials in use/Regenerate natural**
  - <https://www.youtube.com/watch?v=zCRKvDyyHml>

# basic

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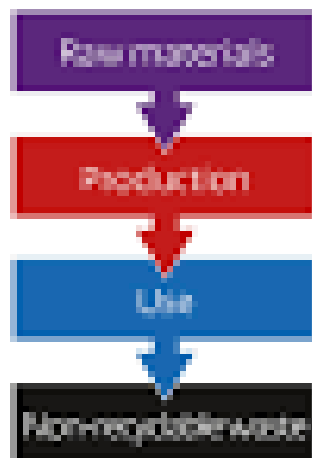
CC 3.0 Catherine Weetman 2016

# Historical ..transformation

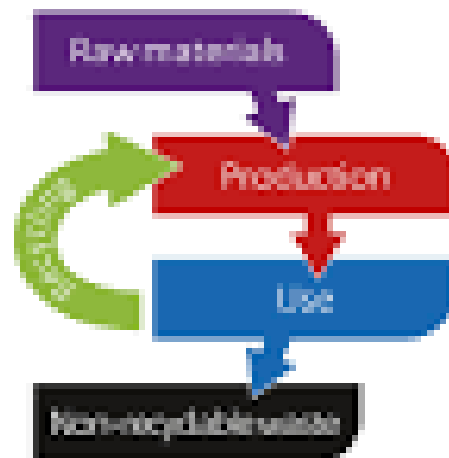
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## From a linear to a circular economy

Linear economy



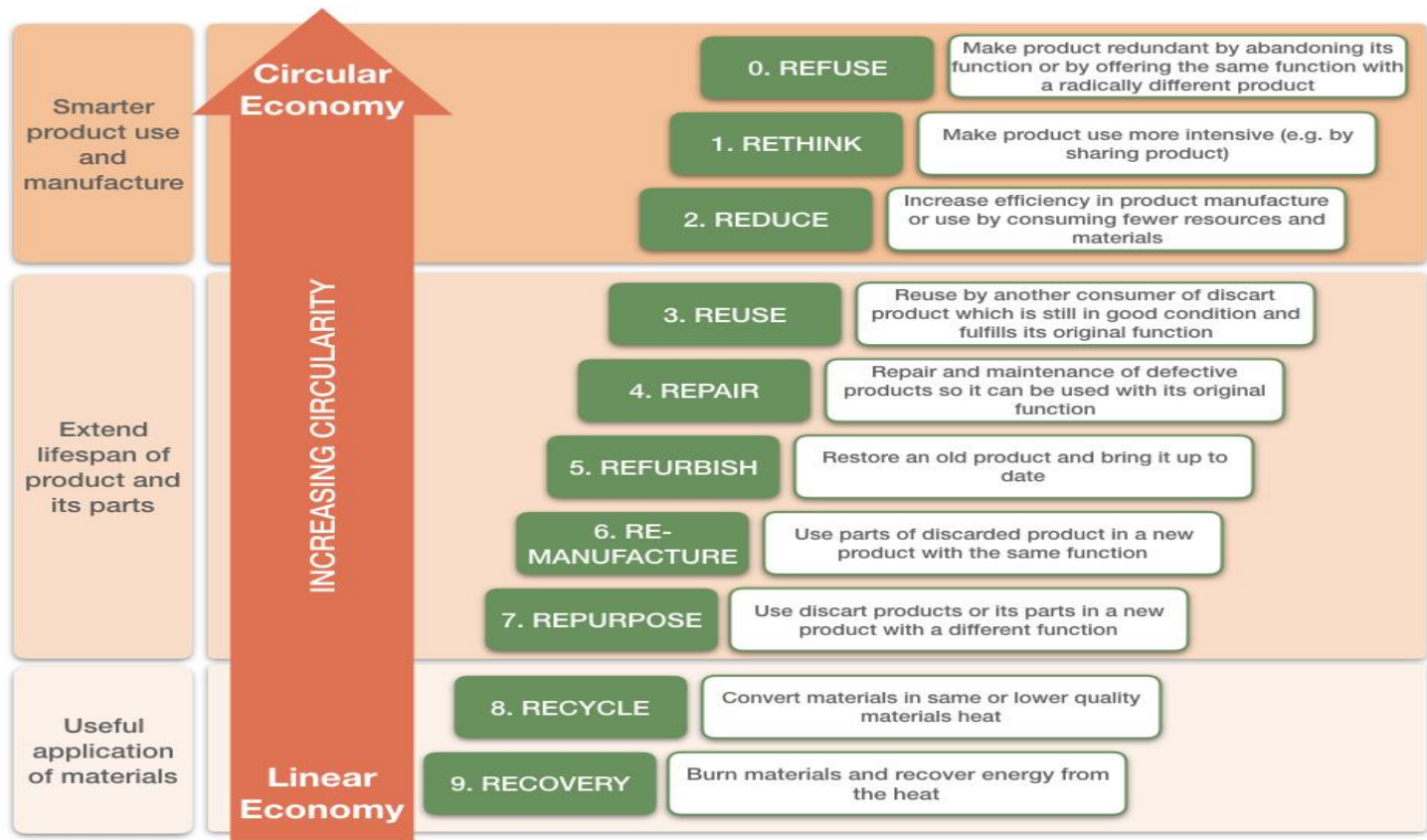
Reuse economy



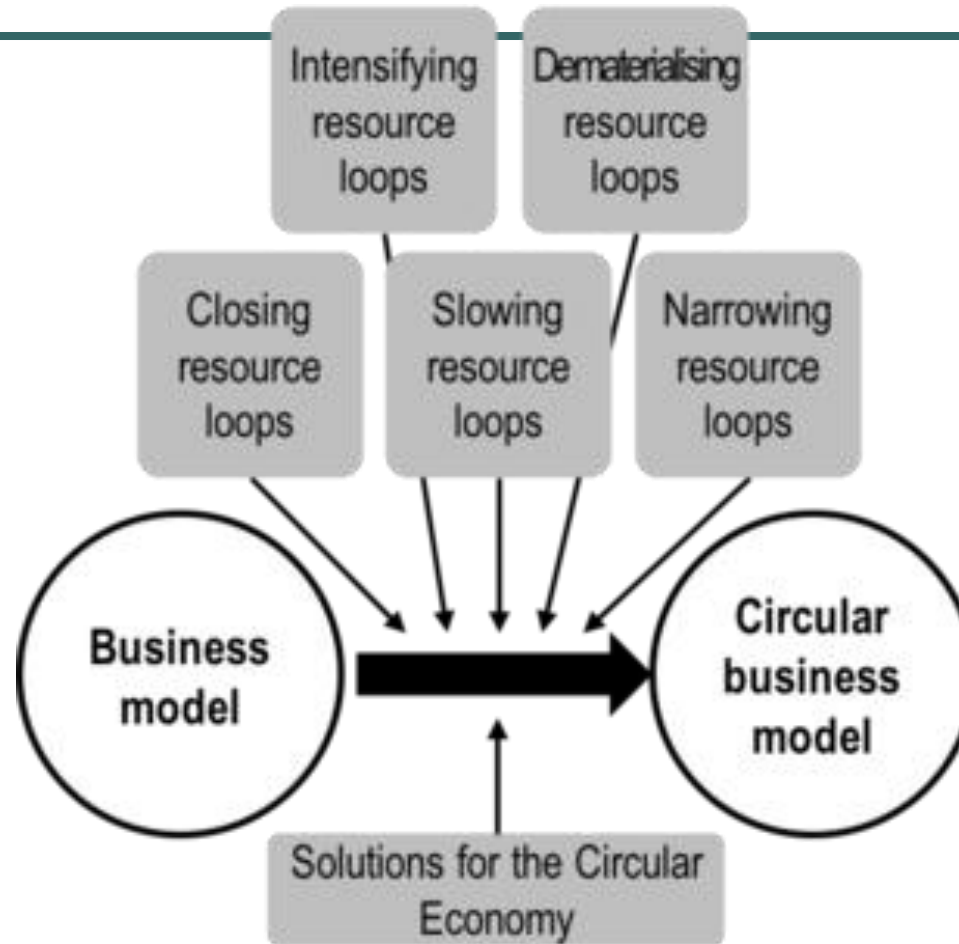
Circular economy



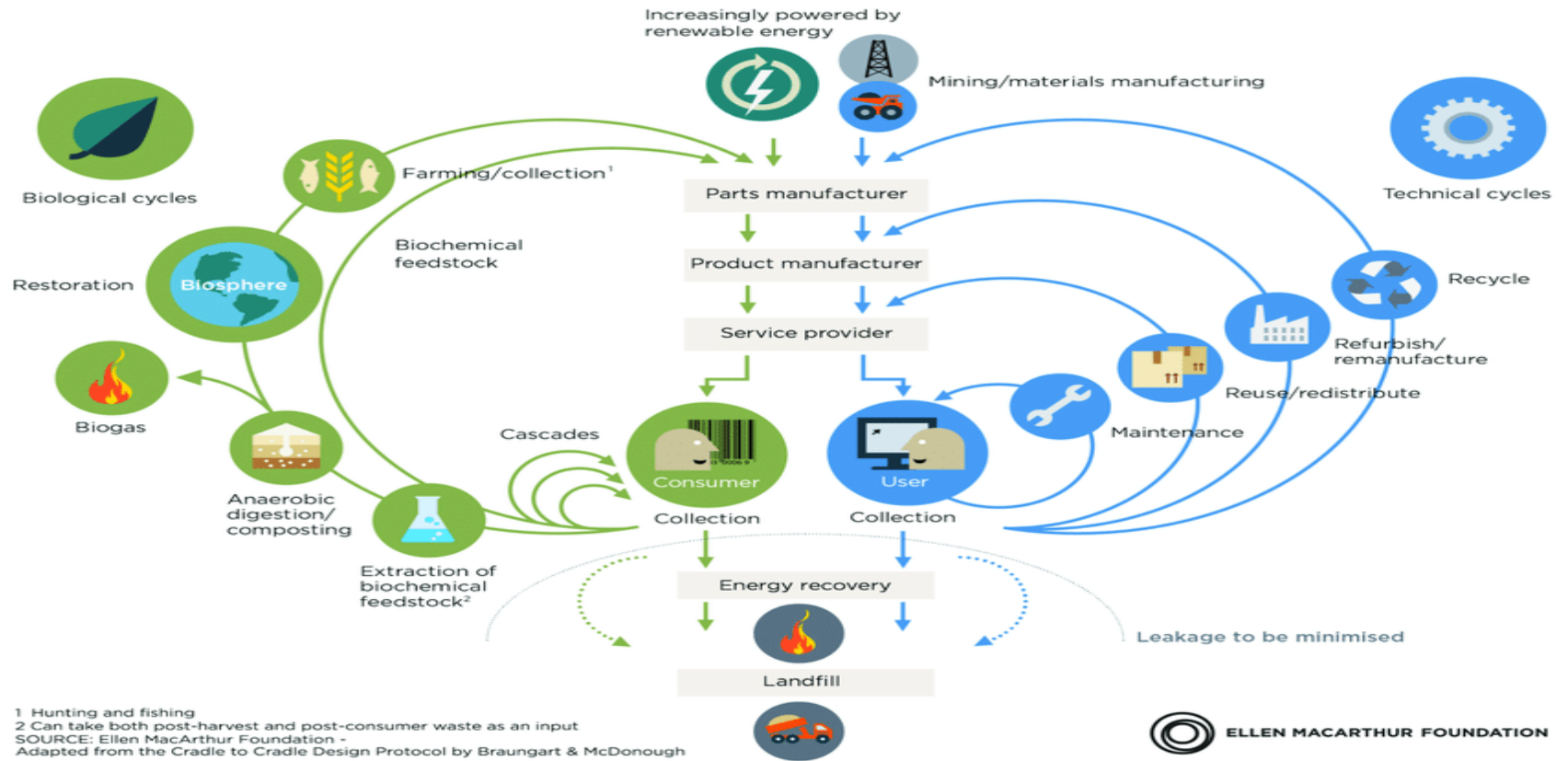
# Circular Economy ..Linear to Circular



# Schema



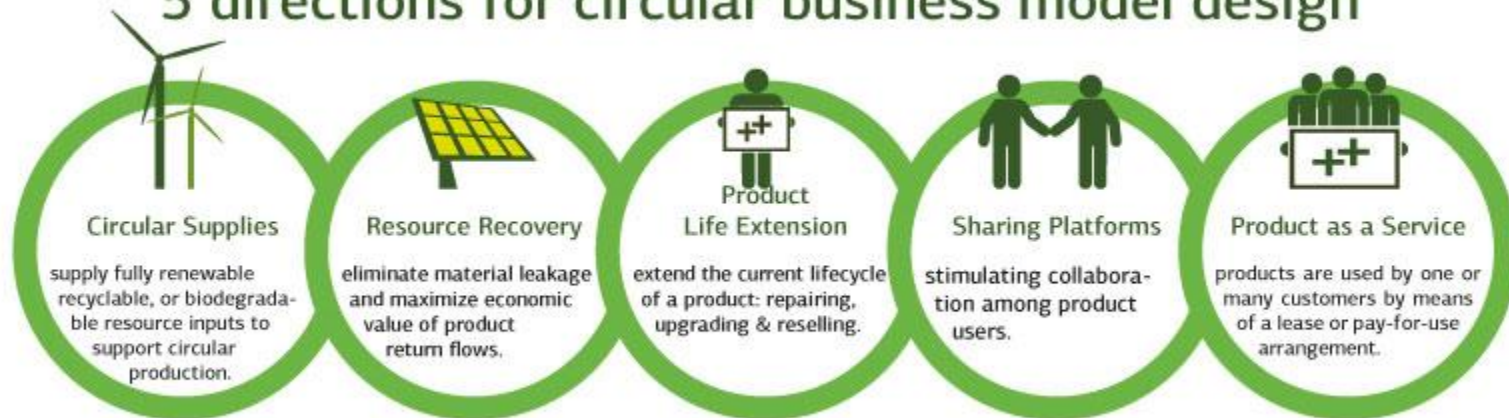
# Concept



# CBD - Models




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## 5 directions for circular business model design





# How ? RESOLVE .global

	Examples	
<b>RE</b> generate 	<ul style="list-style-type: none"> <li>Shift to renewable energy and materials</li> <li>Reclaim, retain, and restore health of ecosystems</li> <li>Return recovered biological resources to the biosphere</li> </ul>	    
<b>Share</b> 	<ul style="list-style-type: none"> <li>Share assets (e.g. cars, rooms, appliances)</li> <li>Reuse/secondhand</li> <li>Prolong life through maintenance, design for durability, upgradability, etc.</li> </ul>	   
<b>O</b> ptimise 	<ul style="list-style-type: none"> <li>Increase performance/efficiency of product</li> <li>Remove waste in production and supply chain</li> <li>Leverage big data, automation, remote sensing and steering</li> </ul>	     
<b>L</b> oop 	<ul style="list-style-type: none"> <li>Remanufacture products or components</li> <li>Recycle materials</li> <li>Digest anaerobic</li> <li>Extract biochemicals from organic waste</li> </ul>	       
<b>V</b> irtualise 	<ul style="list-style-type: none"> <li>Books, music, travel, online shopping, autonomous vehicles etc.</li> </ul>	      
<b>E</b> xchange 	<ul style="list-style-type: none"> <li>Replace old with advanced non-renewable materials</li> <li>Apply new technologies (e.g. 3D printing)</li> <li>Choose new product/service (e.g. multimodal transport)</li> </ul>	     

# CE - Integrated

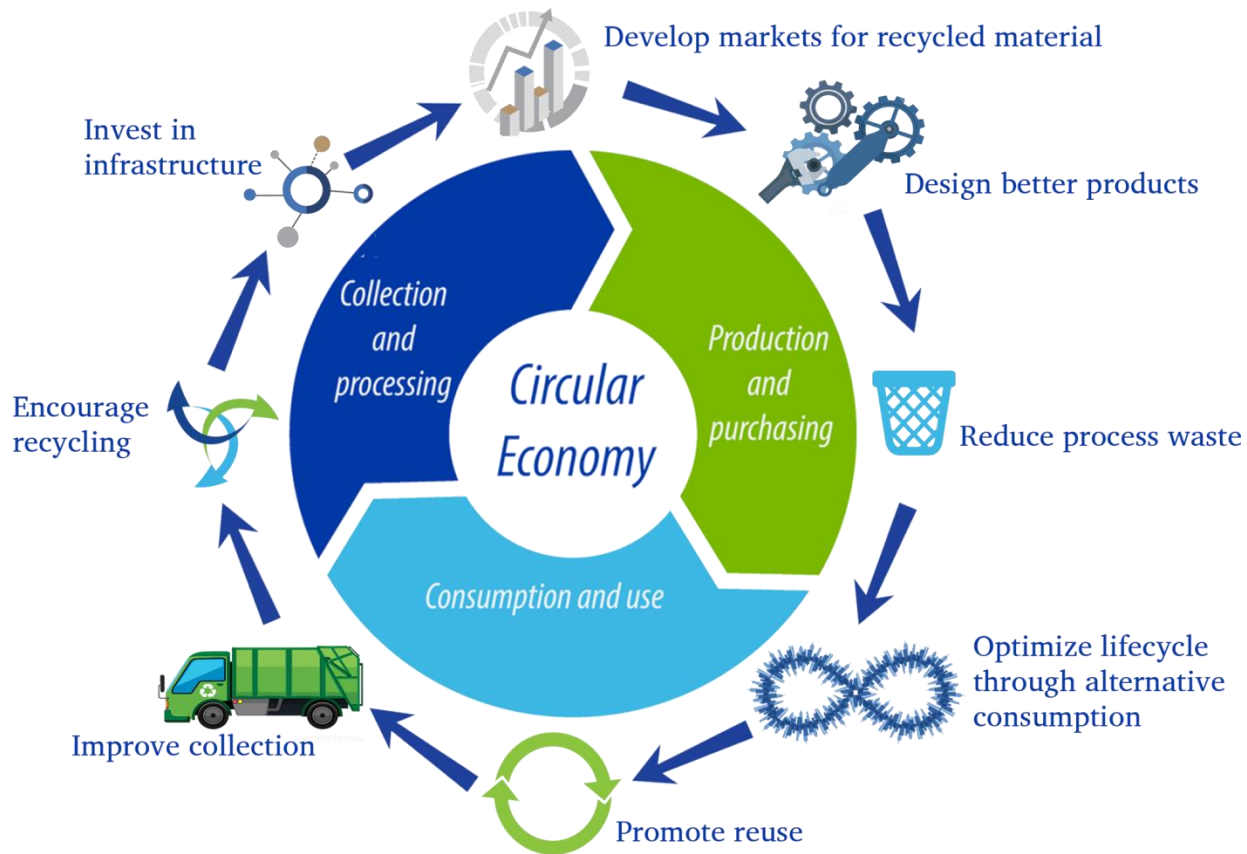


Image: Sustainable Global Resources Ltd.  
Recycling Council of Ontario

# **SDG ..**

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**\*The six slaves to be always addressed...\***

**What ?**

**Why ?**

**Where ?**

**When ?**

**Who ?**

**How ?**

**\*And\***

# SDG's What are they ?

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- The **Sustainable Development Goals (SDGs)**, otherwise known as the **Global Goals**, are a universal call to action to end poverty, protect the planet and ensure that all people enjoy peace and prosperity.
- These **17 Goals build** upon the successes of the **Millennium Development Goals**, while including new areas such as climate change, economic inequality, innovation, sustainable consumption, peace and justice, among other priorities. **The goals are interconnected** – often the key to success on one will involve tackling issues more commonly associated with another.
- <https://youtu.be/5G0ndS3uRdo>
- **Tedx Talk SDG .see**  
<https://www.youtube.com/watch?v=A7gZHZNQXBA>

# The SDG's 17 nos



<https://www.un.org/development/desa/disabilities/envision2030.html>

# SDG's Listed

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- GOAL 1: No Poverty
- GOAL 2: Zero Hunger
- GOAL 3: Good Health and Well-being
- GOAL 4: Quality Education
- GOAL 5: Gender Equality
- GOAL 6: Clean Water and Sanitation
- GOAL 7: Affordable and Clean Energy
- GOAL 8: Decent Work and Economic Growth

# SDG....

# List ..contd

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- GOAL 9: Industry, Innovation and Infrastructure
- GOAL 10: Reduced Inequality
- GOAL 11: Sustainable Cities and Communities
- GOAL 12: Responsible Consumption and Production
- GOAL 13: Climate Action
- GOAL 14: Life Below Water
- GOAL 15: Life on Land
- GOAL 16: Peace and Justice Strong Institutions
- GOAL 17: Partnerships to achieve the Goal

# **Climate Change –Circular Economy – SDG the connect**

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- What are the Correlation /Factors /Determinants ?
- Where are the Connects ?
- Why do they Concern us as Administrators AIS/CCS officers ?
- Who can make a difference ?
- When do we work on it ?
- How do we make a difference /impact ?



# **Effective Communication Template recalled ..contd**

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**\*The six slaves to be always addressed...\***

**What ?**

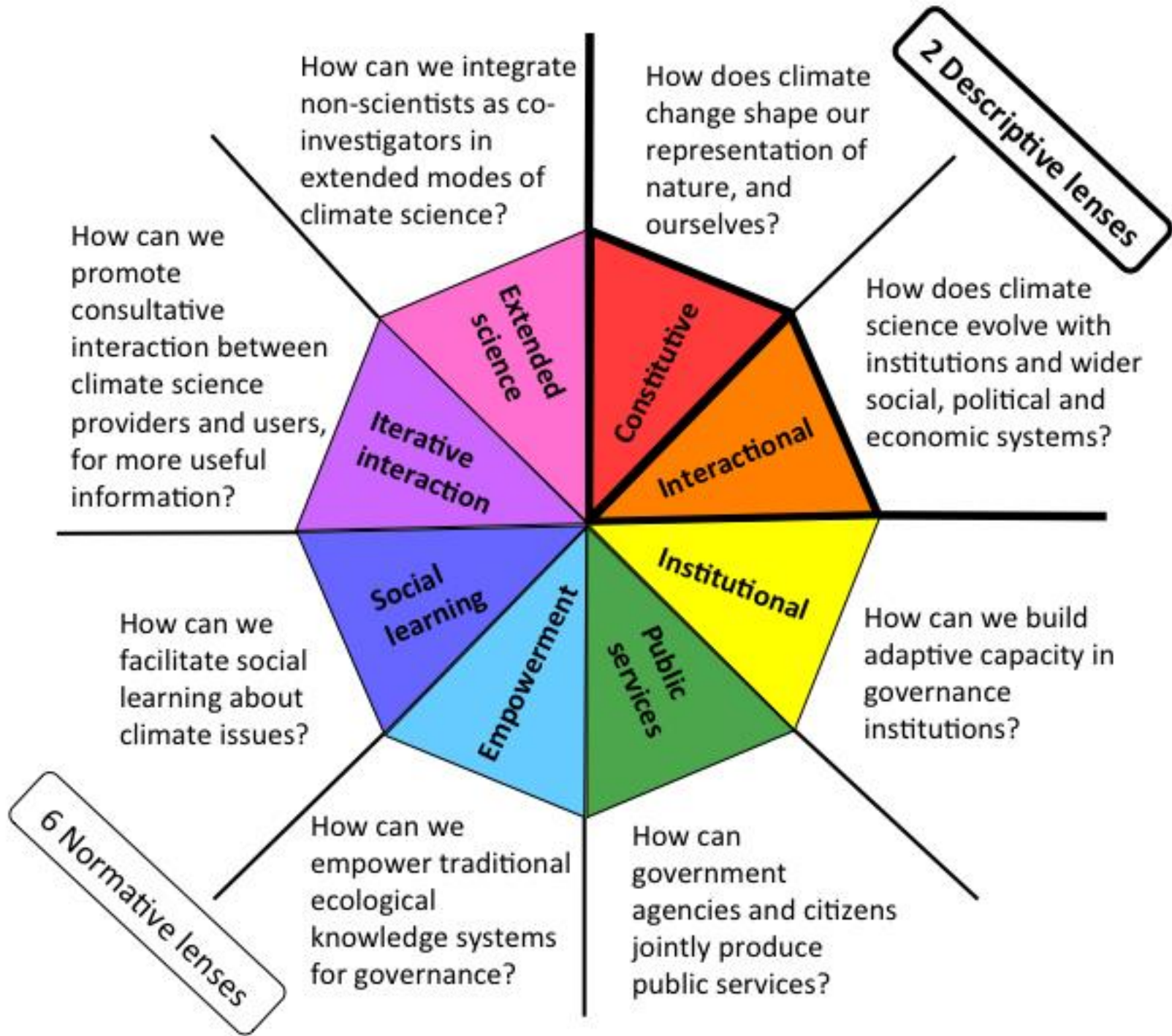
**Why ?**

**Where ?**

**When ?**

**Who ?**

**How ?**



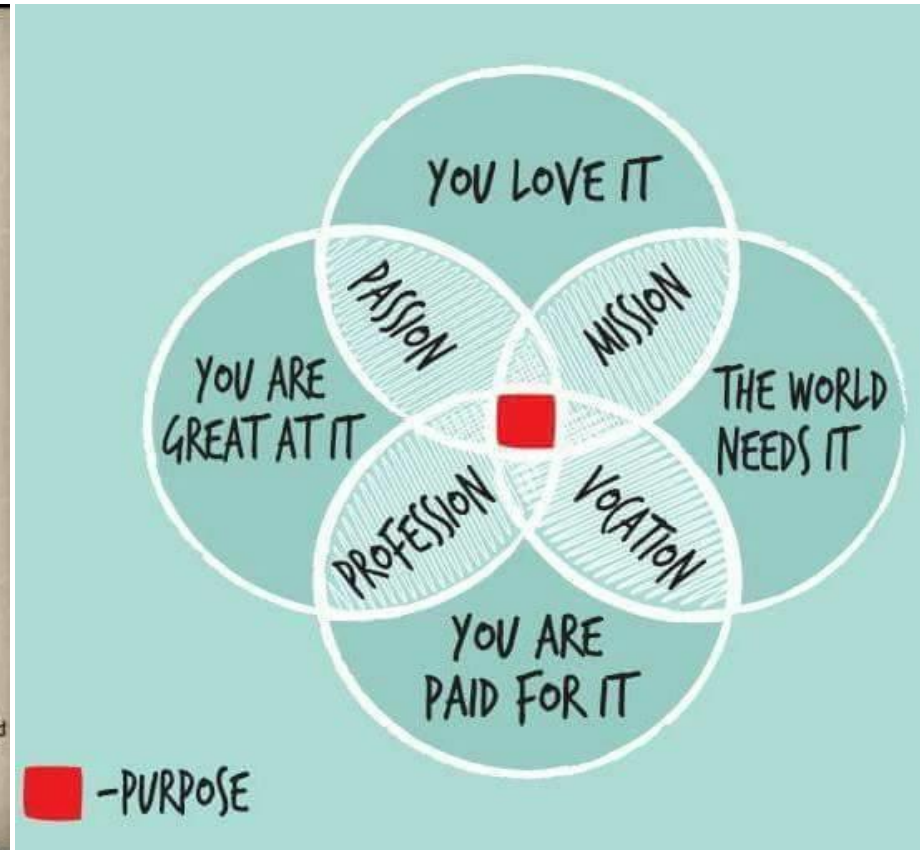
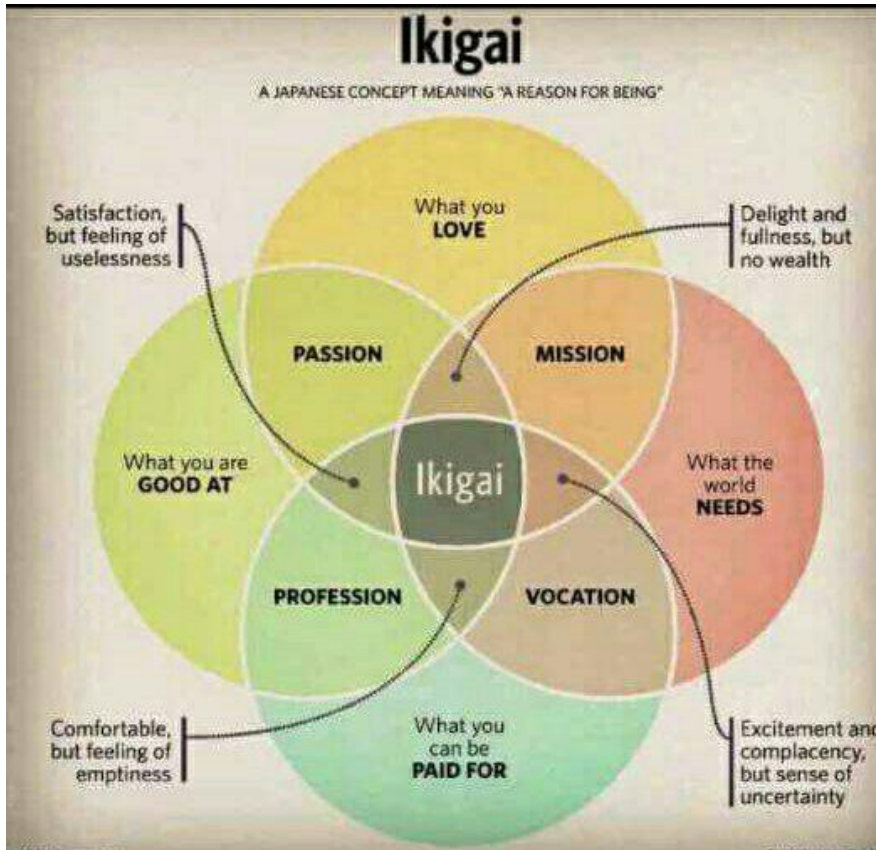
# Whats are the Skills to Nurture ?

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- VUCA world is upon us .
  - **Complex Problem Solving**
  - **Critical Thinking**
  - **Creativity and Quality Orientation**
  - **People Management**
  - **Coordinating With Others**
  - **Emotional /Social Intelligence**
  - **Judgement and Decision Making**
  - **Service Orientation**
  - **Negotiation Skills**
  - **Cognitive flexibility**

# Purpose in life .. Ikigai

## .the connect - Within .without



# Purpose and Ikegai ..

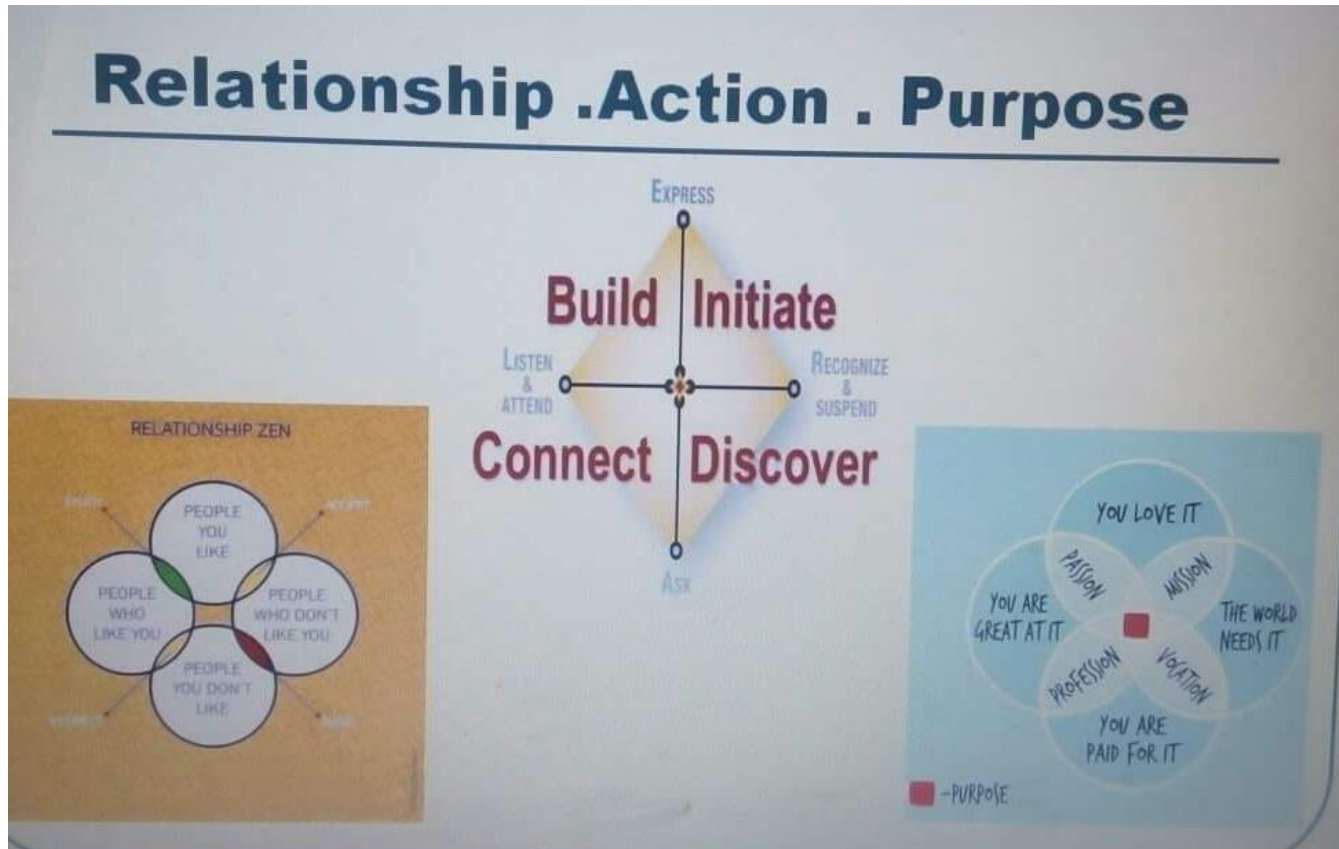
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## Our Work and our Responsibilities

Of all things that you do in your life .. the area are the duty bound and passion bound ...some we love to do , some we do because the worlds needs it ,some because we are great at it and the rest because we are paid for ...and sustains us and helps us keep our responsibilities .amongst these the ones that intersect what we love to do and are great at. We convert into our PASSION, Those we are really good at and we Get paid for , Useful to the SOCIETY atnlarge and the same we convert into our VOCATION and PROFESSION, those tasks the world needs and that you love ..becomes a MISSION IN LIFE .

ONLY that which converges all these into one becomes our PURPOSE in life ....beautifully shown in the venn diagram above ...what converges between profession vocation being great and being paid for becomes your areas of incubation , mentoring and teaching .

# Purposeful Action



# Associations .Choose wisely

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## Beautiful explanation by Swami Vivekananda on Association



Explaining the meaning of 'Association'. He said: "The rain drop from the sky: if it is caught in hands, it is pure enough for drinking. If it falls in a gutter, its value drops so much that it can't be used even for washing the feet.

If it falls on hot surface, it perishes. If it falls on lotus leaf, it shines like a pearl and finally, if it falls on oyster, it becomes a pearl. The drop is same, but its existence & worth depend on with whom it associates."

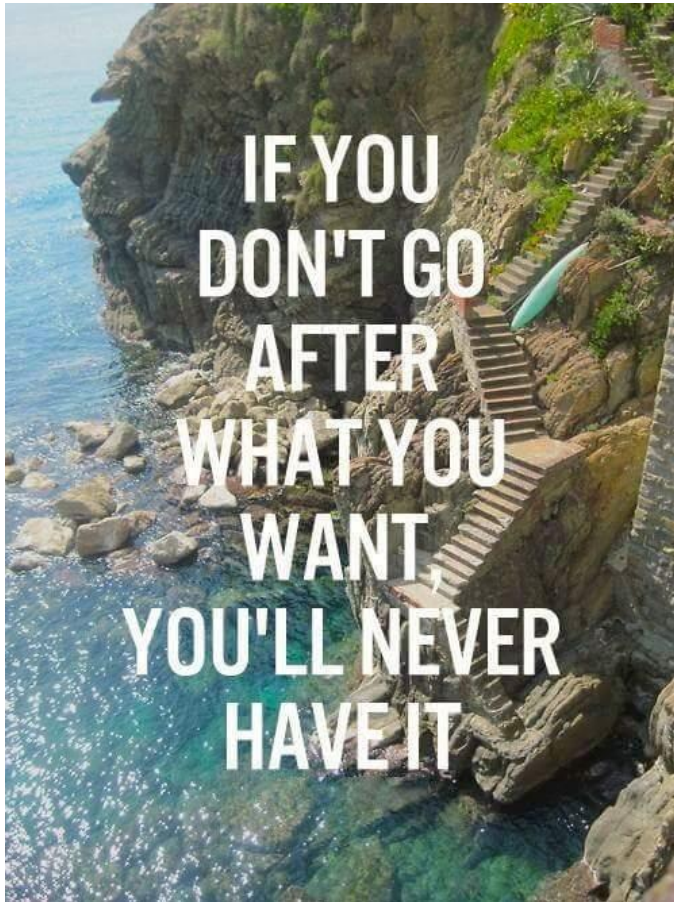
[fb/learningpetals](#)

Always be associated with people who are good at heart.

**Send this to all people with beautiful heart.**

# Being positive ...counts

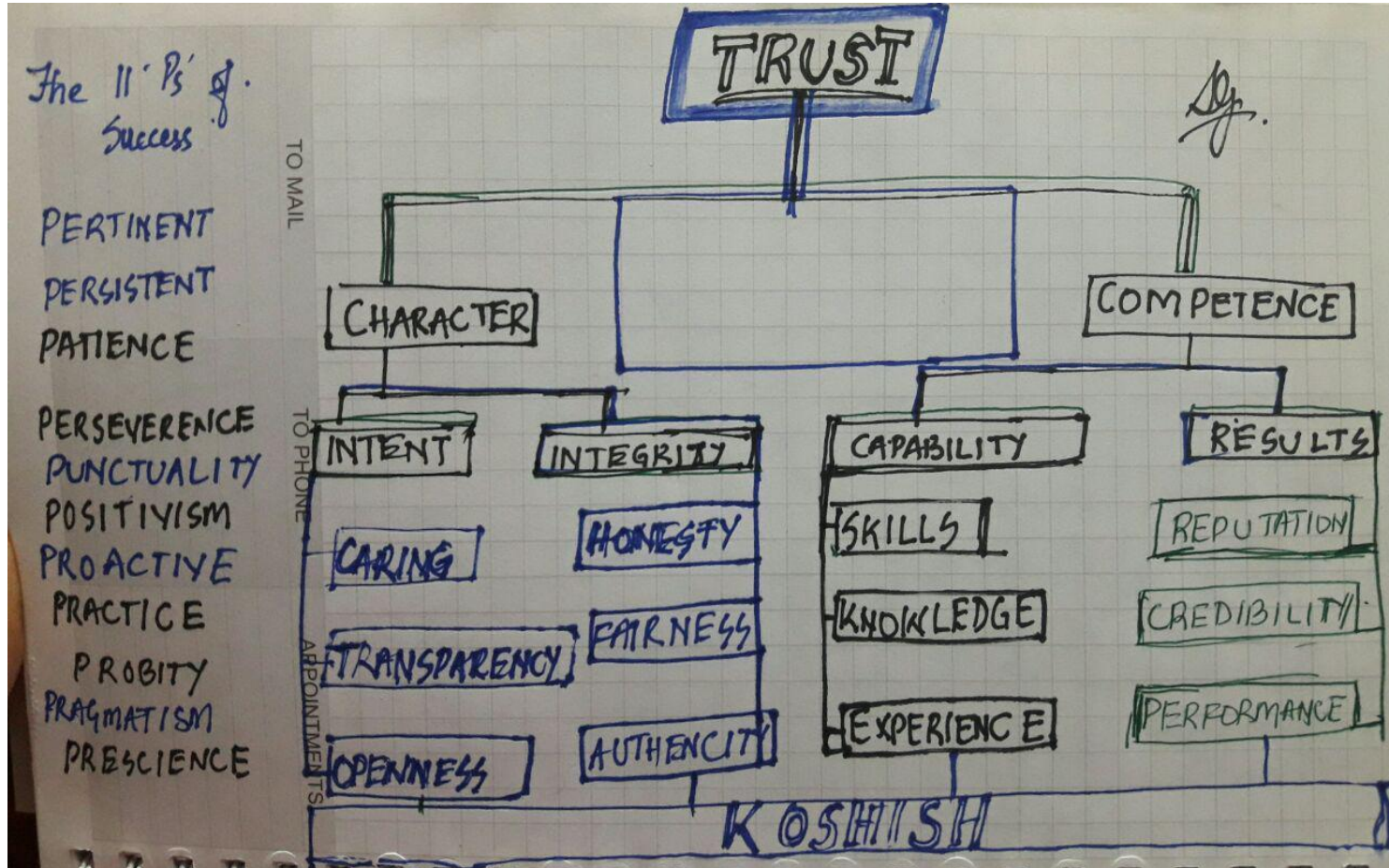
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TRAIN YOUR  
MIND TO SEE THE  
GOOD IN EVERY  
SITUATION.

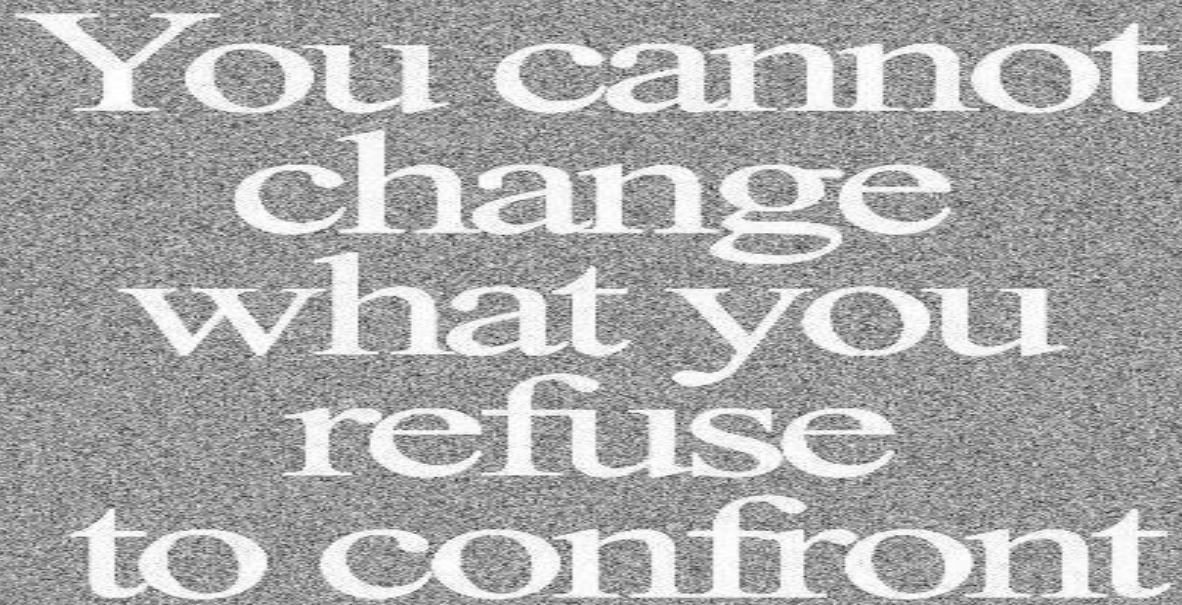


# 11 P's of Negotiated Success .. Driven By TRUST.. The critical 5 letter word ..



# **Change ..comes with taking a Stand !**

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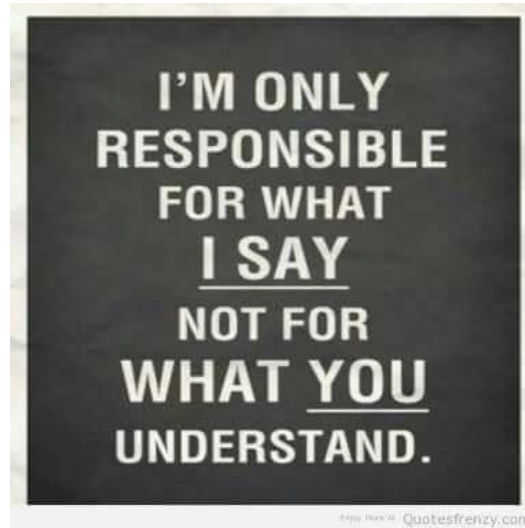


You cannot  
change  
what you  
refuse  
to confront

# What we learn ..is in our hands !!

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You cant get away with this in this Class...



It's a Learning Environment ..Enabled by  
COMMUNCIATION .. Two way !! /Any way  
!!

# Our Guiding Principle OF today

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## Boundarylessness

Regardless of who you are or what you have been, you can be what you want to be. – **W. Clement Stone**

## Bias towards Action

Coming together is a beginning;  
keeping together is progress;  
working together is success.

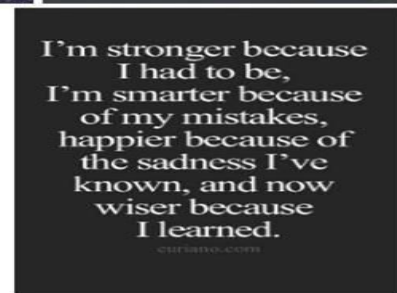
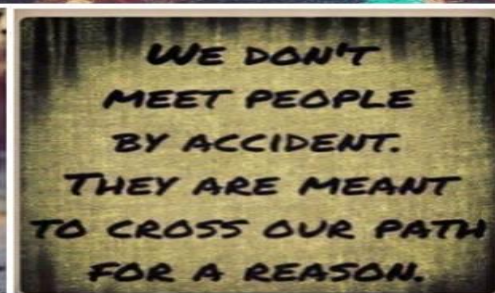
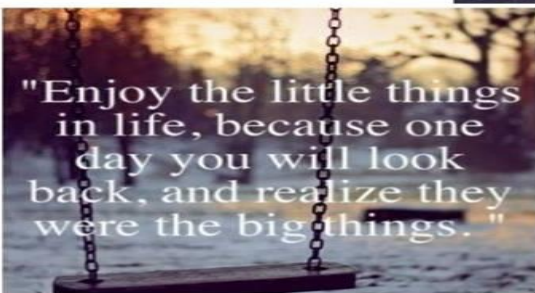
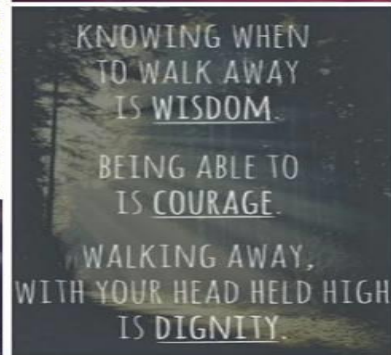
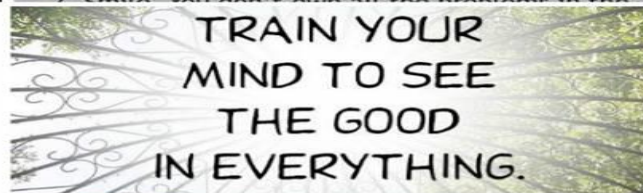
**Henry Ford**

# Finale



THE GREATEST GIFT YOU  
CAN GIVE SOMEONE  
IS YOUR  
**TIME.**  
BECAUSE WHEN YOU  
GIVE YOUR TIME,  
YOU ARE GIVING A  
PORTION OF YOUR LIFE  
THAT YOU WILL NEVER  
GET BACK.

2. What others think of you is none of your business.
3. Time heals almost everything, give it time.
4. Don't compare your life to others and don't judge them. You have no idea what their journey is all about.
5. Stop thinking too much, it's alright not to know the answers. They will come to you when you least expect it.
6. No one is in charge of your happiness, except you.
7. Smile. You don't own all the problems in the





*Thank you*  
**Questions and Answers**  
*welcome!*

It is always the start that requires the greatest effort. – **James Cash Penney**  
If you are not willing to risk the unusual, you will have to settle for the ordinary. – **Jim Rohn**







# Stay connected

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Sanjay Gadhalay

SGC Enterprises

+91 9849454569

## Vcard

All please create a simple intro v. Card as follows..

< Name > <education > <current role company. And designation>

<company name > <email id> <city location>

<core offering as a usp in role handled.. One-line description .>

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**Thank You!**

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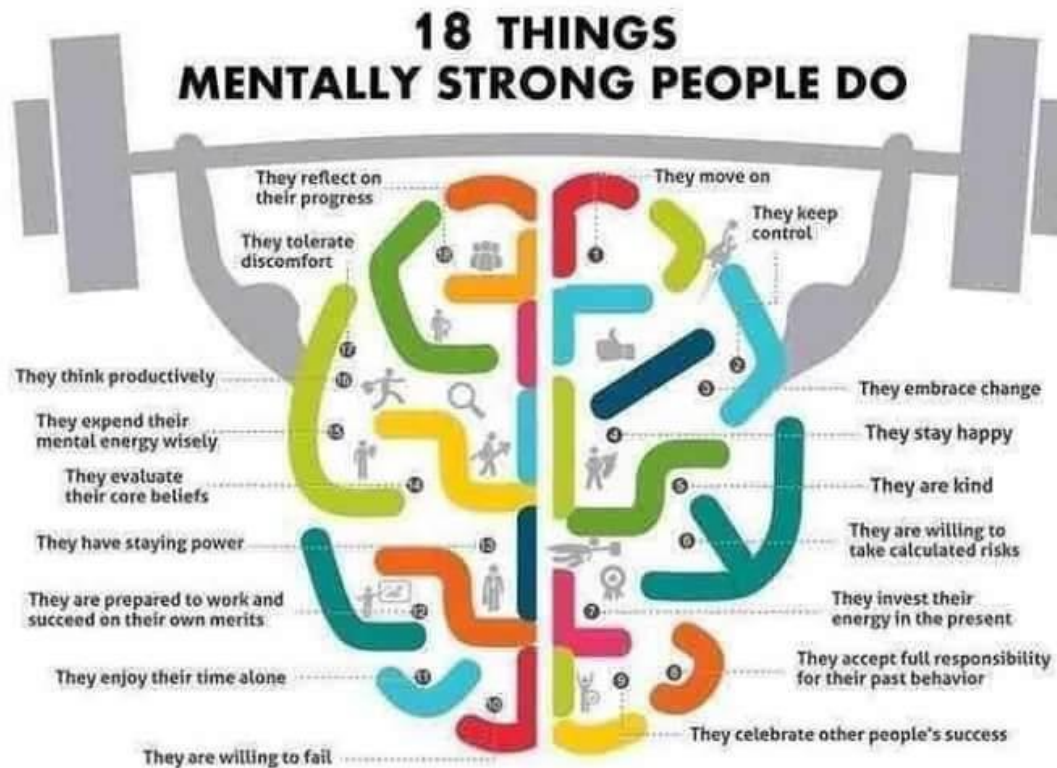
**CENTRE FOR CLIMATE CHANGE  
AND ENVIRONMENT ADVISORY**

# **Climate Change –Circular Economy – SDG the connect**

---

- What the Correlation /Factors /Determinants
- Where are the Connects ?
- Why do they Concern us as Administrators AIS/CCS officers ?
- Who can make a difference ?
- When do we work on it ?
- How do we make a difference /impact ?

# Internal Attributes .mental strength



# KEY Drivers in Any Workshop!

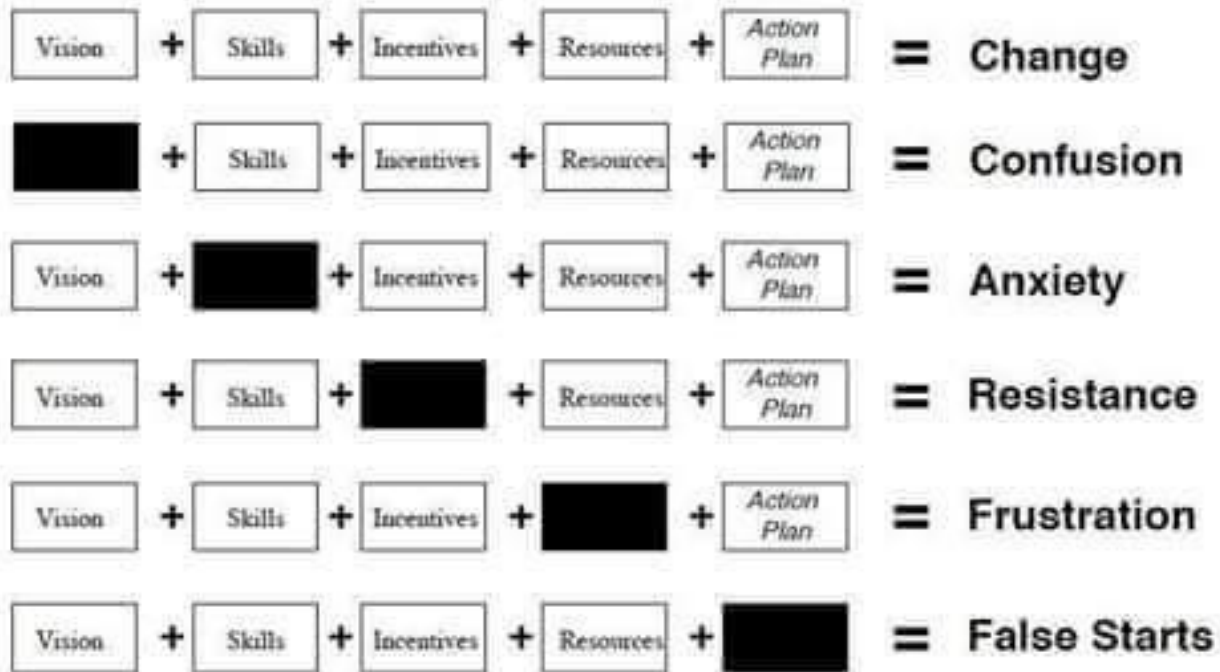
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# Vision to Success

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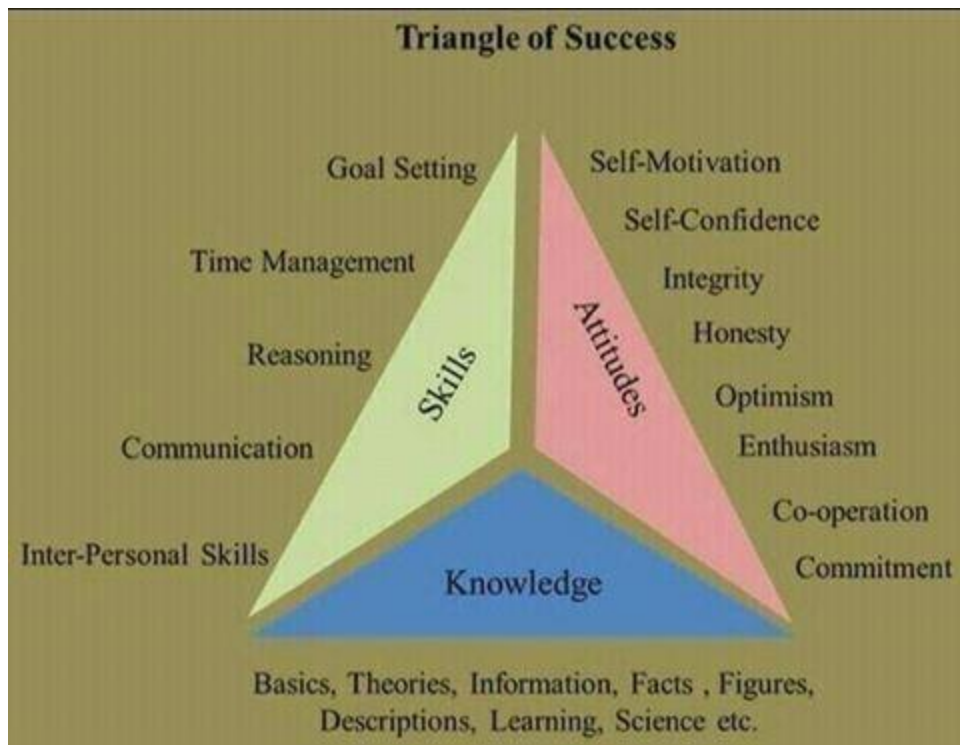
## Managing Complex Change



Adapted from Koster, T., Villa R., & Thousand, J. (2000). A framework for thinking about systems change. In R. Villa & J. Thousand (Eds.), *Restructuring for caring and effective education: Piecing the puzzle together* (pp. 95-126). Baltimore: Paul H. Brookes Publishing Co.

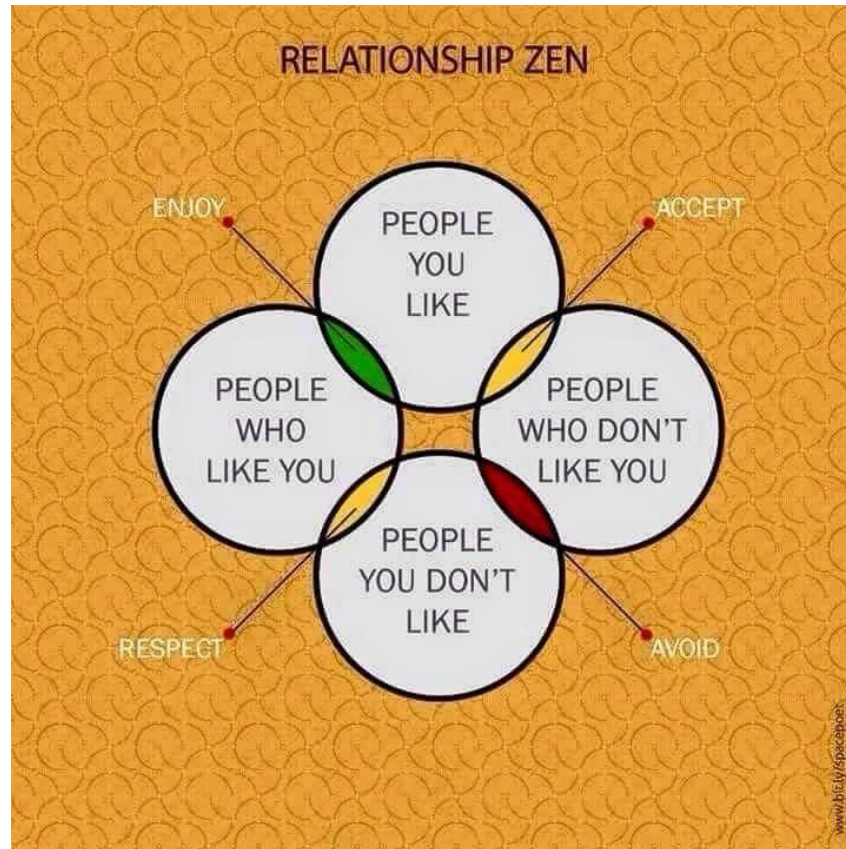
# Success is always planned !!

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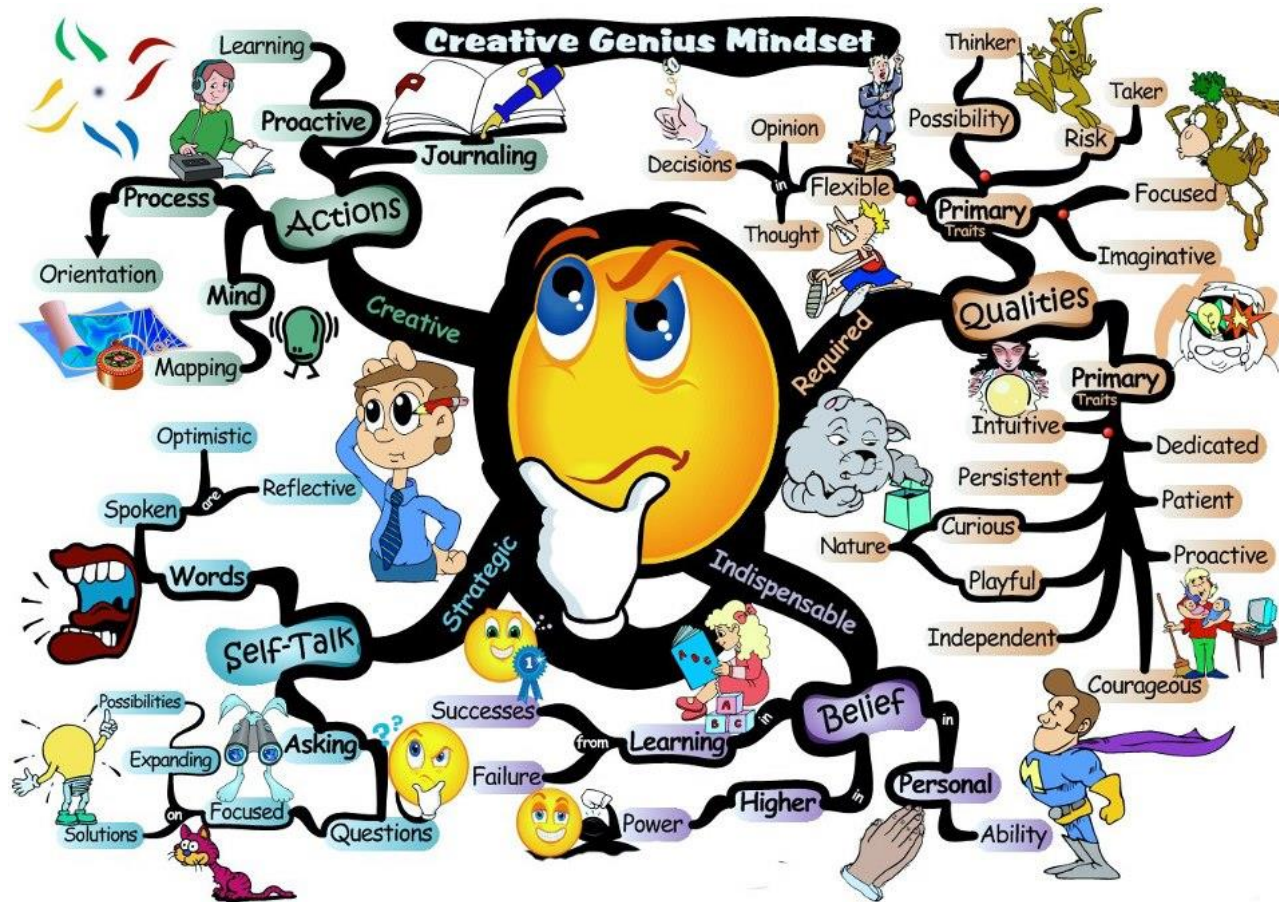




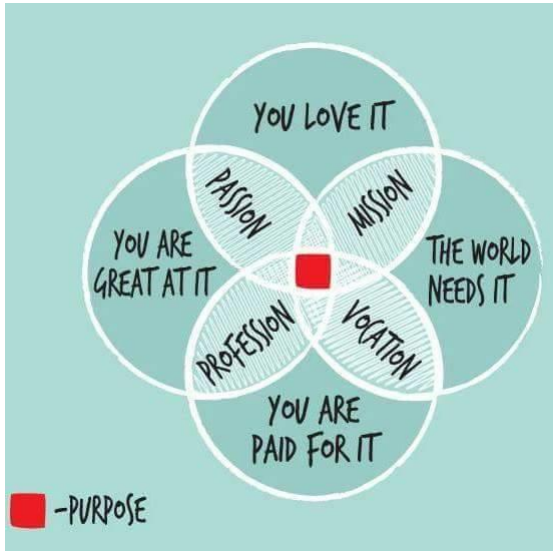
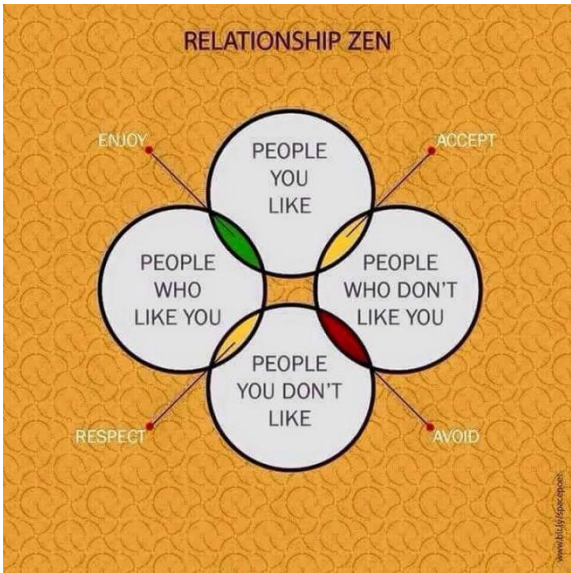
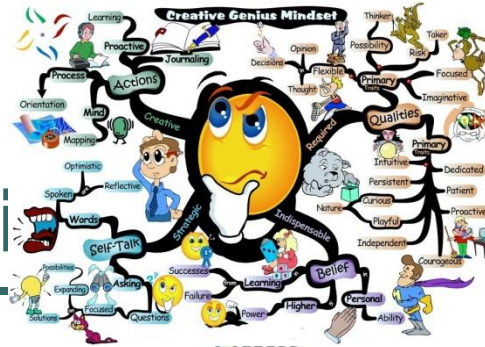
# Relationships



# Mindset for Creativity and Problem solving



# Relationships . Purpose



**Managing Complex Change**

Vision	+	Skills	+	Incentives	+	Resources	+	Action Plan	=	Change
■	+	Skills	+	Incentives	+	Resources	+	Action Plan	=	Confusion
Vision	+	■	+	Incentives	+	Resources	+	Action Plan	=	Anxiety
Vision	+	Skills	+	■	+	Resources	+	Action Plan	=	Resistance
Vision	+	Skills	+	Incentives	+	■	+	Action Plan	=	Frustration
Vision	+	Skills	+	Incentives	+	Resources	+	■	=	False Starts

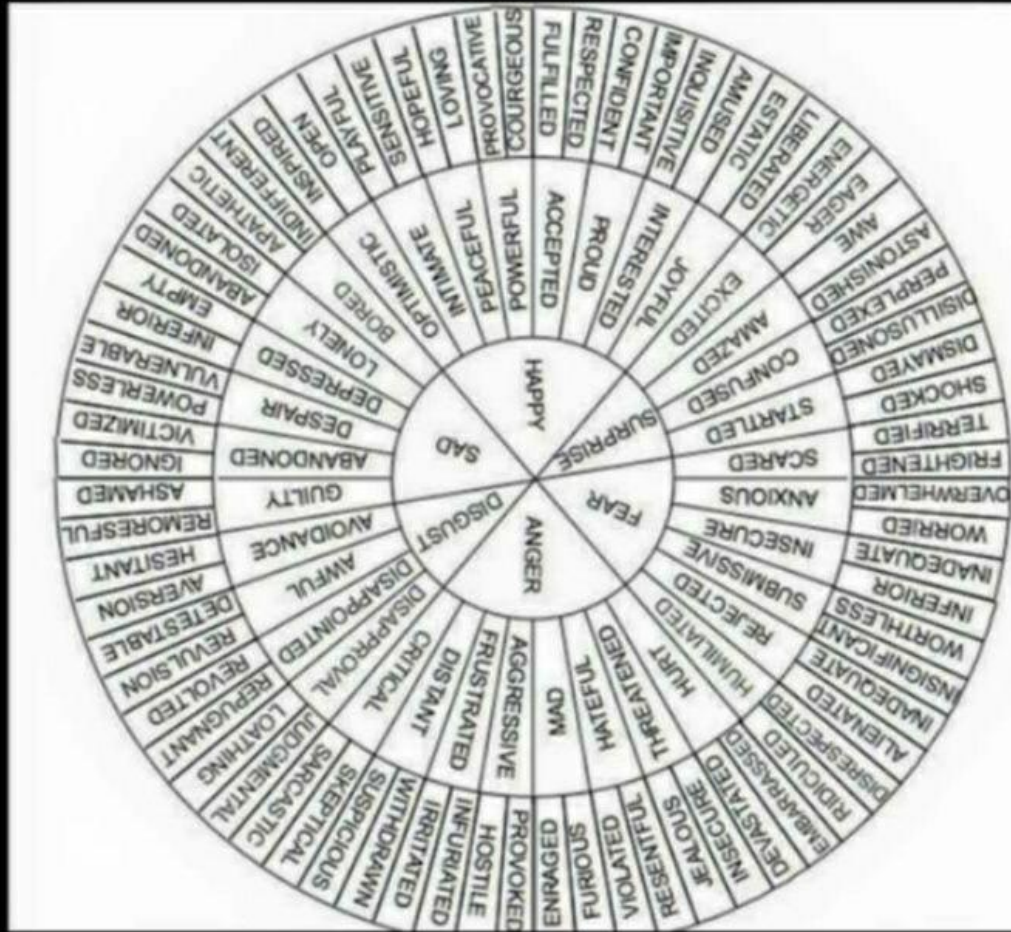
Adapted from Kegan, F., Villa R., & Thompson, J. (2000). A framework for thinking about systems change. In R. Villa & J. Thousand (Eds.), Remodeling for caring and effective education: Putting the puzzle together (pp. 83-128). Baltimore, PA: Brookes Publishing Co.

# Introduction - Overview of the underlying process

---

- The Six Slaves to deploy .....
- 5 W's and one H !!
  - Who (m)?
  - What ?
  - Why ?
  - When ?
  - Where ?
  - How ?

# Fear/Feelings the destroyers the vocabulary wheel by Ms Kaitlin Robbs ..



# The power of “Speaking Out “

---

## A letter of historic importance

Akhil Chandra Sen wrote this letter to the Sahibganj divisional railway office in 1909. It is on display at the Railway Museum in New Delhi .

It was also reproduced under the caption "Travelers' Tales" in the Far Eastern Economic Review.

"I am arrive by passenger train Ahmedpur station and my belly is too much swelling with jackfruit. I am therefore went to privy. Just I doing the nuisance that guard making whistle blow for train to go off and I am running with lotah in one hand and dhoti in the next when I am fall over and expose all my shocking to man and female women on platform. I am got leaved at Ahmedpur station.

This too much bad, if passenger go to make dung that dam guard not wait train five minutes for him. I am therefore pray your honor to make big fine on that guard for public sake. Otherwise I am making big report to papers."

**Any guesses why this letter was of historic value?..... ..**

## **Power of communication .**

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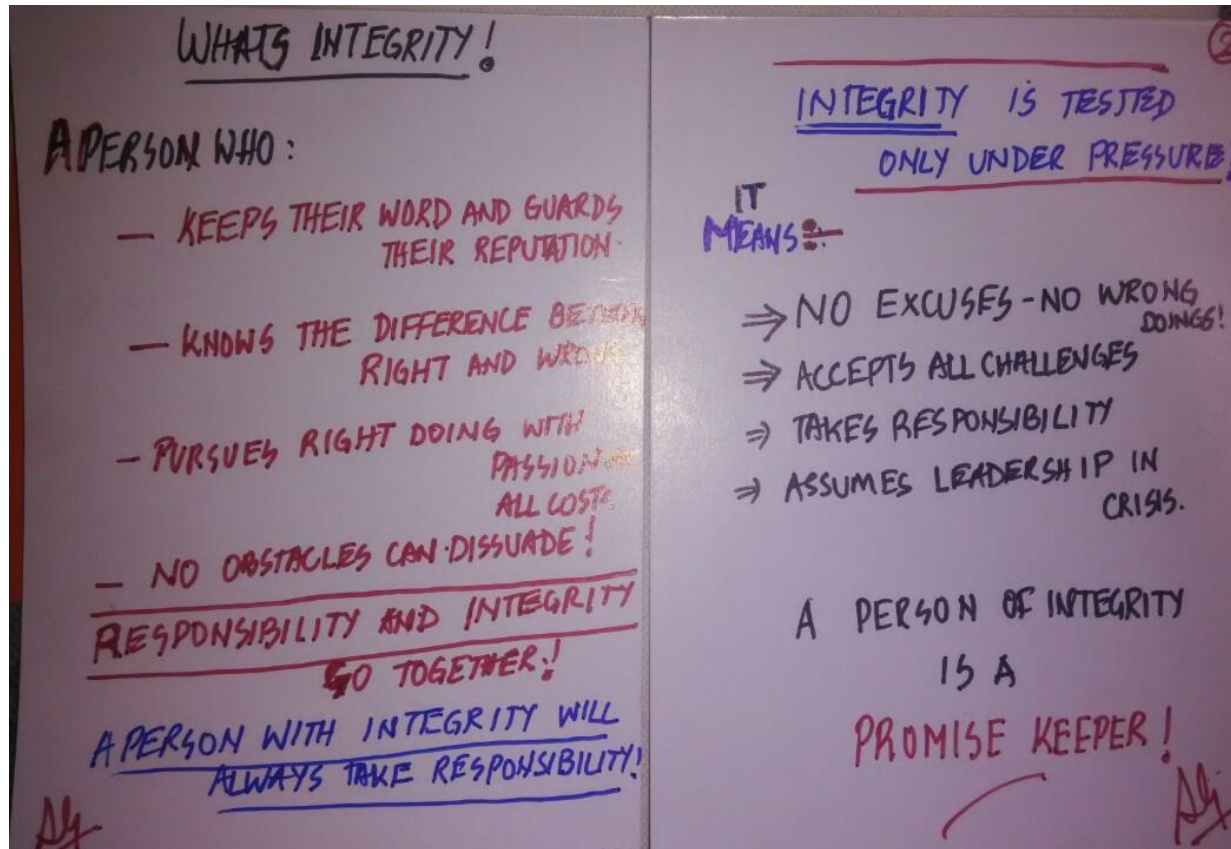
**It apparently led to introduction of  
toilets in trains!!!!**

**Imagine the Social Impact !!**

**Our Common citizen became the change agent !!**

**MAYBE ONE OF THE FIRST UNTOLD  
“SWACHH BHARAT “ initiatives!**

# Human Values / Integrity





# Human Values Driven by Creativity .Karma is Dharma

---

## **CREATIVITY TAKES NO EXCUSES**

**IF IT'S IMPORTANT ENOUGH, YOU'LL MAKE TIME FOR IT.**

**IF YOU DON'T KNOW WHERE TO START, START ANYWHERE.**

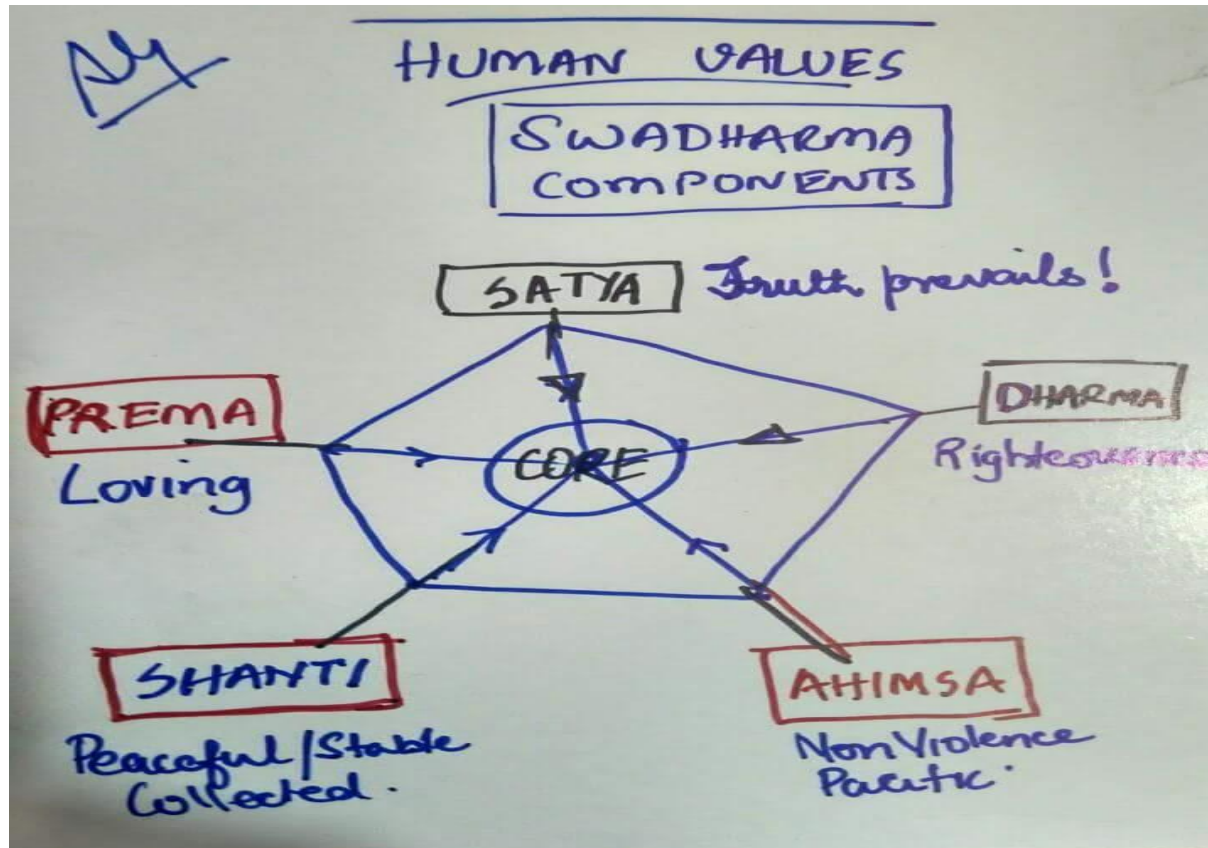
**IF YOU FEEL STUCK, ASK SOMEONE TO HELP YOU OUT.**

**IF YOU'RE TIRED, TAKE A TIMED BREAK.**

**IF YOU DON'T KNOW HOW TO DO IT, TRY DOING WHAT YOU CAN.**

**IF YOU BELIEVE THAT YOU CAN DO IT, YOU WILL.**

# Swadharma of a SE ..human angle

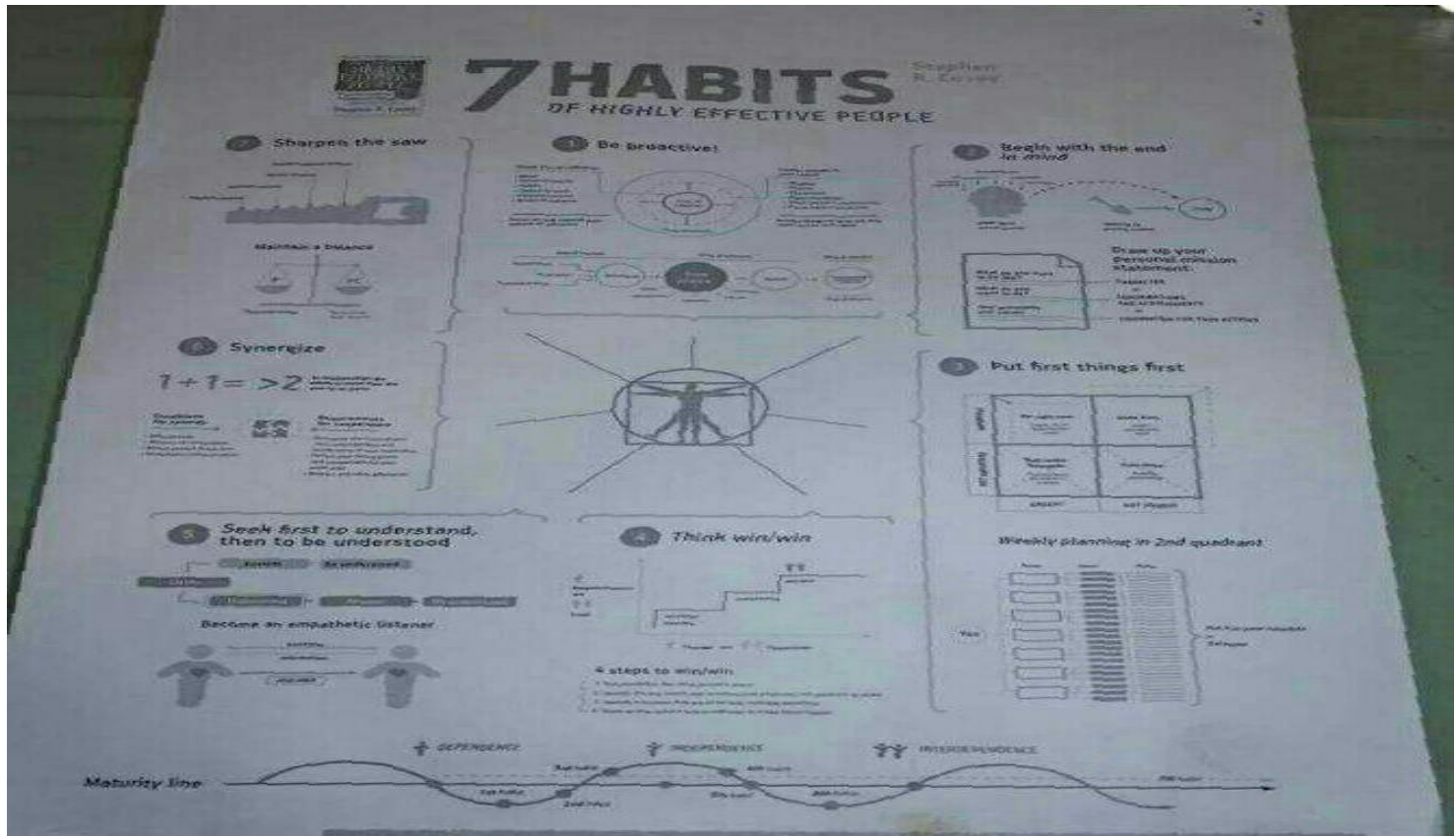


# Aside :Some interesting Perspectives ...perseverance

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- I have not failed. I've just found 10,000 ways that won't work .- **Thomas Edison**
- The only place where success comes before work is in the dictionary. – **Vidal Sassoon**
- Business opportunities are like buses, there's always another one coming. – **Richard Branson**
- Formal education will make you a living; self-education will make you a fortune. – **Jim Rohn**
- An entrepreneur tends to bite off a little more than he can chew hoping he'll quickly learn how to chew it. – **Roy Ash**
- The most valuable thing you can make is a mistake – you can't learn anything from being perfect .- **Adam Osborne**

# The Seven habits: Stephen Covey chart.



# Stephen Covey – Book /Concept summary

## The Seven Habits .. First things first ...

---

- The 7+1 habits of highly effective people

From

### **Dependence to Interdependence**

- Our character is a composite of our habits. Changing habits is hard, but can be done by tremendous commitment.
- A (good) habit can be defined as the intersection of **knowledge, skill and desire**. Change is a cycle of being and seeing (visualization).
- Our objective is to move progressively on a maturity continuum from **dependence to independence to interdependence**.
- Although **independence is the current paradigm of our society**, we can accomplish much more by **cooperation and specialization**.

# Stephen Covey . contd,.2

---

- However, we must achieve **independence** before we can choose **interdependence**
- **Habits 1, 2 and 3** (Be Proactive, Begin With The End In Mind, Put First Things First) deal with Self mastery. They are the "private victories" required for character growth.
- Private victories **precede** public victories.
- **Habits 4, 5 and 6** are the more personality-oriented "public victories" of Teamwork, Cooperation and Communication.
- Habit 7 is the habit of Renewal, creating an upward spiral of growth.
- **HABIT 8...** To partner and collaborate trust each other and believe in the good rather than suspect and be paranoid .... be **pronoid** .

# Stephen Covey 3

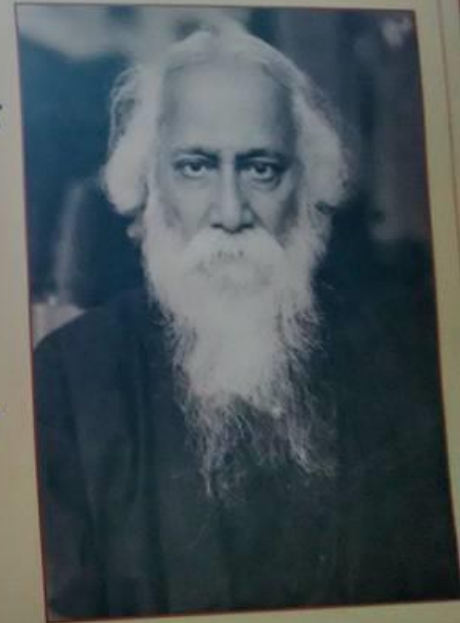
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- This is the selfless ..vedantic and spiritual connect ....
- **Personal Effectiveness** lies in balancing our **Production (P)** with building Production Capacity (PC).
- **Organizationally**, the PC principle is to always treat your employees as you want them to treat your best customers.
- We must understand that the best contributions of our employees - their hearts and minds - are as **volunteers**, because they want to.
- This process of growth will be Evolutionary, but the Net effect will be **Revolutionary**.

# Teaching ..mentoring ..

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*A Teacher Can Never Teach Unless  
He is Still Learning Himself  
A Lamp Can Never Light  
Another Lamp Unless it continues  
To Burn Its Own Flame*

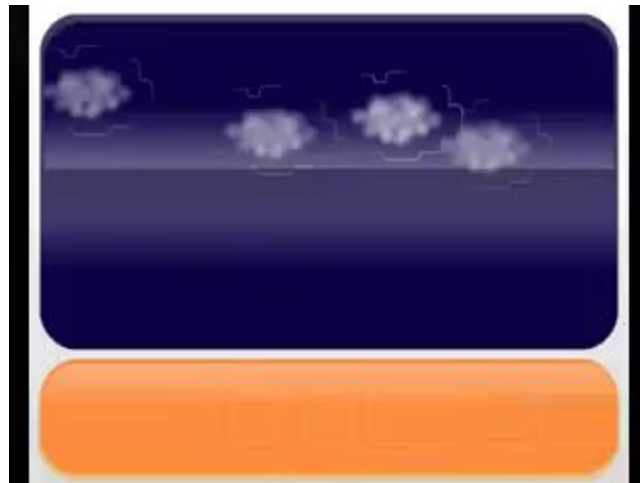


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# **Business .Entrepreneurship Skills .. And Mentoring through video lesson aesop fables revisited ...!!??**

---



# Examples ..experiences

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- Examples industry experiences /books/Volunteering
- CCCEA ..See brochure /Movies
- SGC Enterprises Social Incubation funds
- EWB initiatives and Chapter Initiations (share cases studies )
- JAGRITI YATRA /ViGYAN Ashram
- Entrepreneurial ..mentoring .. Social initiatives
- Incubation/Mentoring Entrepreneurship Center  
Development: ..Extension to Skill development and training ..
- Videos .. Vigyan Ashram /BBC/ Sustainable /CSIM /Rain water Harvesting /Education /Jagriti yatra /Centurion Skill Development

# Key Session Deliverables Targetted .

## Communication and Negotiation Skills

---

1. Business Audit and Training - practical, proven and tested ideas in business growth and productivity with “hacking” for entrepreneurs !
2. Business Mentoring - Hand holding to implement those ideas in your business that have come to you but are unsure how to take it forward.
3. Peer to peer follow-up and personal accountability: to make sure that you get the right environment ND peer group support to follow through in a positive way to target outcomes.
4. Crowds sourcing ideas and Masterminding - using crowd wisdom to help you brainstorm how to fast track your # 1 and Key goals for 2016 and beyond !

# Deliverables .....2

---

Learn how you can train yourself to believe in yourself and achieve what you decide and more through an incredible new entrepreneur connect and platform we have created and will evolve into !.

It possibly has the best of things ,Organised for Easy assimilation that Individual Aspirants , Managers , Entrepreneurs and Business Owners like you really need and are looking for !!

# **Important basis for enabling long term impact : Mentoring !**

---

Mentoring is one of the most powerful and efficient tools to co.opt expertise for moving on up and learning effectively. It calls for creativity and focus with discipline and humility of a higher order .

- Courage to question one self . Revisit habits ossified with repetition and blind acceptance and reinvent with ruthless self awareness.

# The Self Check ...

---

It will invariably lead you to ...

**Critically** look Inward and Outward .

Decide on using the 6 slaves effectively

Which skills to sharpen ..hone ..discard .

- Making yourself more effective in situations markets ..organisations or business environments
- Setting and reviewing your vision to target Realistic goals tied to resources and capabilities ...to review and action plan .

# Partner..

---

- Attracting and co-opting influential stakeholders  
.sponsors.partners
- Forging strong and meaningful mutual respect with business and personal bonds and accountable outcomes
- Respecting others viewpoints ..accepting and acting on it as feedback.
- Positioning yourself for balancing the "emotional and material " bank accounts !

# Measure ... PDCA... Trust ...

---

- Gauging self and your progress .
- Building effective support networks to allow mutual support. With a #Development Network " building objective.
- **Learning Learning Learning....by Doing Doing Doing.....**with 360 degree access to Peers Protege Partners Outsiders and

**The Infinite capacity of the world to do good !**



# Mentoring Vs others ...whats the difference !!

---

- A Superset of a Teacher and a Selfless Practitioner is a **mentor**

/'mento:/'

noun1.a wise or trusted adviser or guide

verb2.to act as a mentor to (someone); train

Derived Forms

**mentorial**, adjective

**Synonyms for mentor**

[advisor](#) , [coach](#) , [guide](#) , [instructor](#) , [teacher](#) , [trainer](#) , [tutor](#) , [counsellor](#)

**Antonyms for mentor**

Pupil , Student , Chela ....

<http://www.thesaurus.com/browse/mentor>

# More Synonyms references..

---

## adviser/advisor

noun. person who recommends, teaches, or otherwise helps

Dutch uncle , aide , attorney , authority , backseat driver , buttinski clubhouse lawyer

Coach , confidant , consultant , counsel , counselor , director , doctor , expert , friend , guide

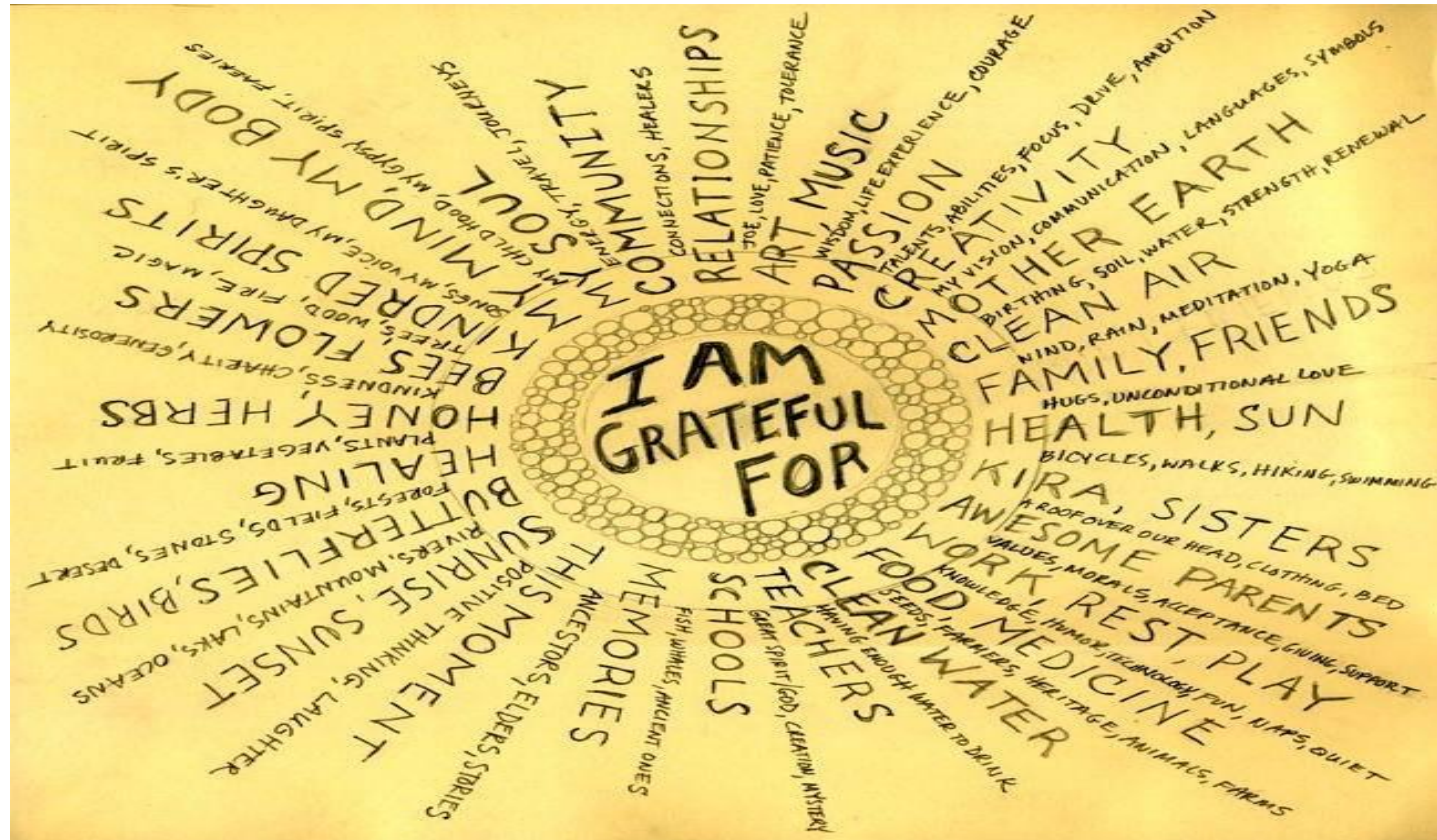
Helper , instructor , judge , kibitzer , lawyer , mentor , monitor partner , priest , quarterback

Referee

Tedx talk.

<https://www.youtube.com/watch?v=87qjIZRkkio>

# Gratefulness



# Story ..Leadership from Geese

---

## THE TALE

### *Lessons From The Geese*

✓

1. As each bird flaps its wings, it creates an uplift for the bird flying behind. Flying in a "V" formation adds around 70 per cent greater flying range than if the bird was flying alone.

*Lesson: People who share a common direction can get where they are going quicker and more easily by getting a 'lift' from others in the team.*

2. Whenever a goose falls out of formation, it suddenly feels the drag and resistance of trying to fly alone, and quickly gets back into formation to take advantage of the lifting power of the bird in front.

*Lesson: It is wiser to stay 'in formation' with those who are headed where we want to go, and be willing to accept their help as well as give ours to others in the team.*

3. When the lead goose gets tired, it rotates back into formation and another goose takes the lead.

*Lesson: It benefits all in the team to take turns doing the hardest task and sharing the leadership.*

4. The geese at the back of the "V" honk to encourage those up in front to keep up their speed.

*Lesson: Only give your leader positive honking – no one likes a back-seat driver!*

# Seven +1 habits summary

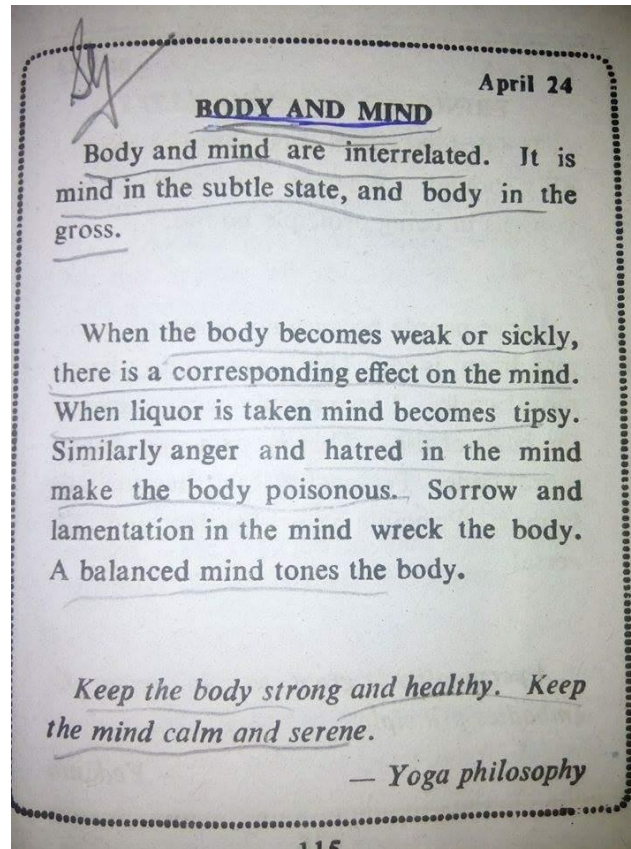
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- Book summary
- Seven habits .. stephen coveys ..first things first
- 8th habit ...
- The 7+1 habits of highly effective people
-

# Body and Mind Connect .

”mens sana in corpore sano ! “

---



# Mentoring for Business/Social Entrepreneurs ..Videolinks

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## Success nugget

- <https://www.youtube.com/watch?v=3dD2VCsPrsg>

## Tedx talk

- <https://www.youtube.com/watch?v=87qjIZRkkio>
- [https://youtu.be/\\_q90CE\\_qRvY](https://youtu.be/_q90CE_qRvY)

## Kenopnishad mantra peace invocation

- <https://youtu.be/Jx5P-FNyXC4>

## Vedic mantras core

- <https://youtu.be/YiuOMu1S9Ws>

# Business ...

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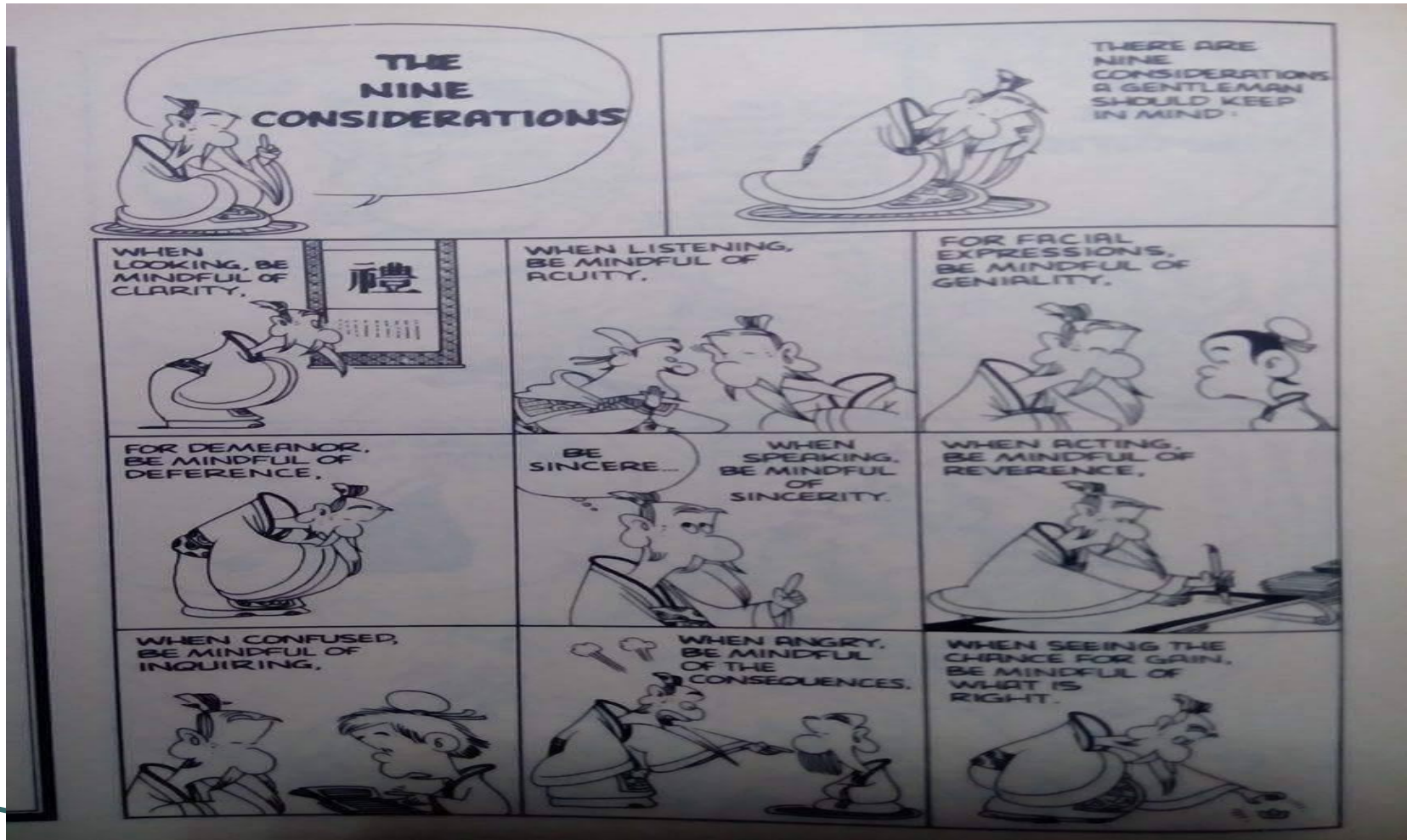
A **business** is an organization or enterprising entity engaged in commercial, industrial or professional activities. A company transacts **business activities** through the production of a good, offering of a service or retailing of already manufactured products.

*synonyms:*

[work](#), line of work, [line](#), [occupation](#), [profession](#), [career](#), [employment](#), [job](#), [day job](#), [position](#), [pursuit](#), [vocation](#), [calling](#), [field](#), [sphere](#), walk of life, [trade](#), [craft](#); [More](#)



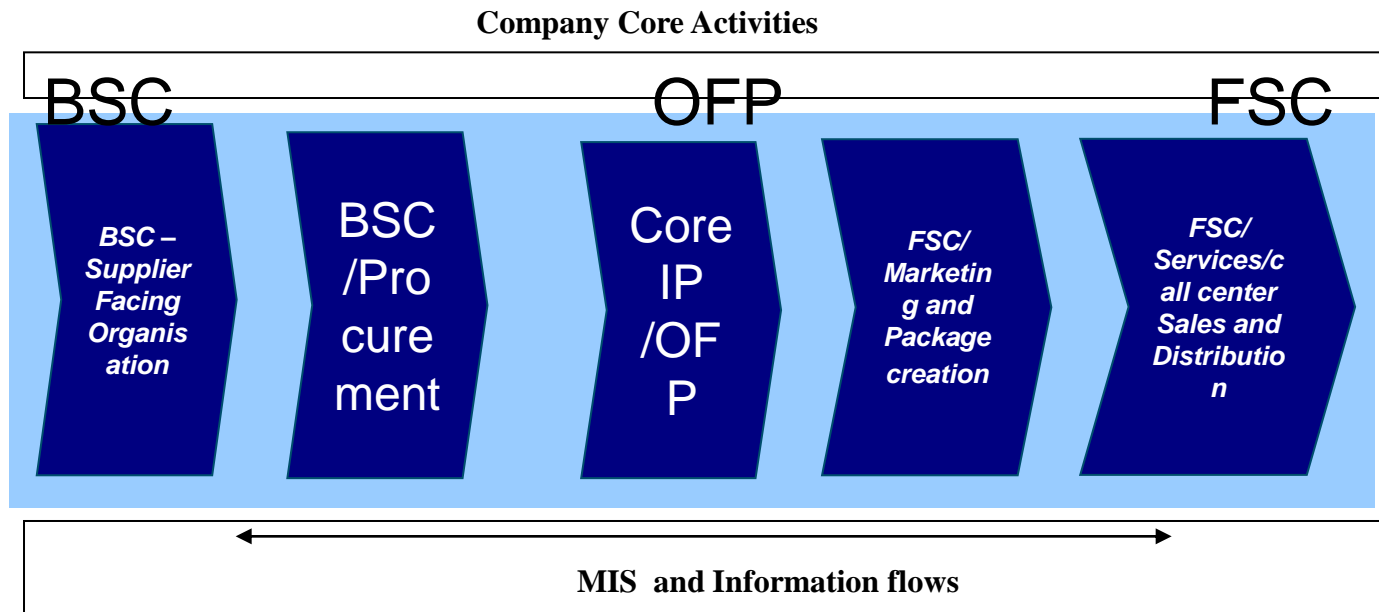
# Considerations/Mindfulness



# Defining the Opportunity

## The Generic Value chain

The **Value Chain** or “**Supply Chain**” of this business could be represented in the following Graphic manner

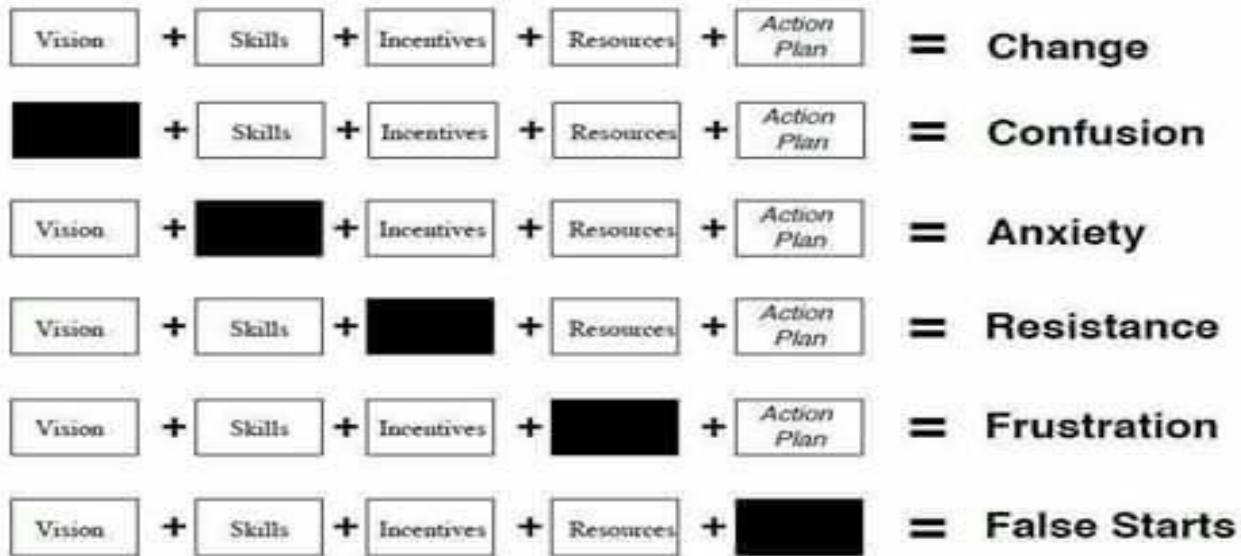


**On a very basic measure the efficiency of the value chain is defined as the spread between the Purchasing and Selling costs of Internet bandwidth .with value addition in the delivery and that packaging of servies delivered /segmentation of the End customers**

# From Vision to Action Plan

---

## Managing Complex Change



Adapted from Knoster, T., Villa R., & Thousand, J. (2000). A framework for thinking about systems change. In R. Villa & J. Thousand (Eds.), *Restructuring for caring and effective education: Piecing the puzzle together* (pp. 93-128). Baltimore: Paul H. Brookes Publishing Co.

# Action .. 1.

---

- You are charismatic, fun, and have an entrepreneurial streak in you. A born rebel, you rally against routine, rules, and structure. You are—by nature—entertaining, and therefore BOREDOM is PAINFUL to you. There's nothing you dislike more than waiting (for anything!) or having your time wasted. Being a "GO GETTER" might be an underestimate – you recognize opportunity and attack it. You are a master promoter and a fierce competitor at building teams, closing sales, and telling stories with effortless ease. Your negotiation skills are unparalleled. Anyone would love to have you in their corner during a crisis.
- You are optimistic by nature and sometimes act on blind faith. Taking risks simply doesn't scare you, and you tend to always work toward, "building the better mouse trap." Typically, you learn best through show, not tell, and prefer the hands-on approach. You tend to move gracefully, and have a natural-born dexterity with tools, sports, and the arts. You appreciate beauty and enjoy surrounding yourself with all things aesthetically pleasing.

# Action ..common strengths checklist

---

- **COMMON STRENGTHS**

- Promoting
- Tactics
- Story Telling
- Pulling Things Together
- Performing
- Negotiating
- Having Fun
- Entertaining
- Improvising
- Competing
- Realistic Problem Solving
- Troubleshooting
- Handling Crises
- Flexibility
- Creating Momentum
- Building Teams
- Closing Sales



# Learning through stories and games

---

- Alice meets the cheshire cat..
  - Which way do I take ? Doesnt matter ....
- Lessons from the geese
  - Teamwork “works”
- Teach a man to work ...not become lazy !! The Hidden agenda in todays Corporate marketing , Governance et all !!

# Examples Of Collaboration led Success Projects in Social Enterprise space

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- Skilling
- Swach bharat
- Water management
- Environmental /Development tradeoffs
- Energy and transportation

# Swachh Bharat 2014...16 !!

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- The Visible message
- The Subliminal message
- The Social transformation targetted.
- What ? Where ? When ? Why ? How ?
- Clean technology the Links !!
- Skilling .. How where ?





# *Skilling Opportunities for Swachh Bharat ..a review*



# The Opportunity MATRIX ..

---

- Roti
- Kapda
- Makan
- Livelihood
- Health - Water /waste management
- Living Spaces - air quality /travel
- Education
- Others ??? IMPACT /CAPABILITY /Geography

# Opportunity Assessment

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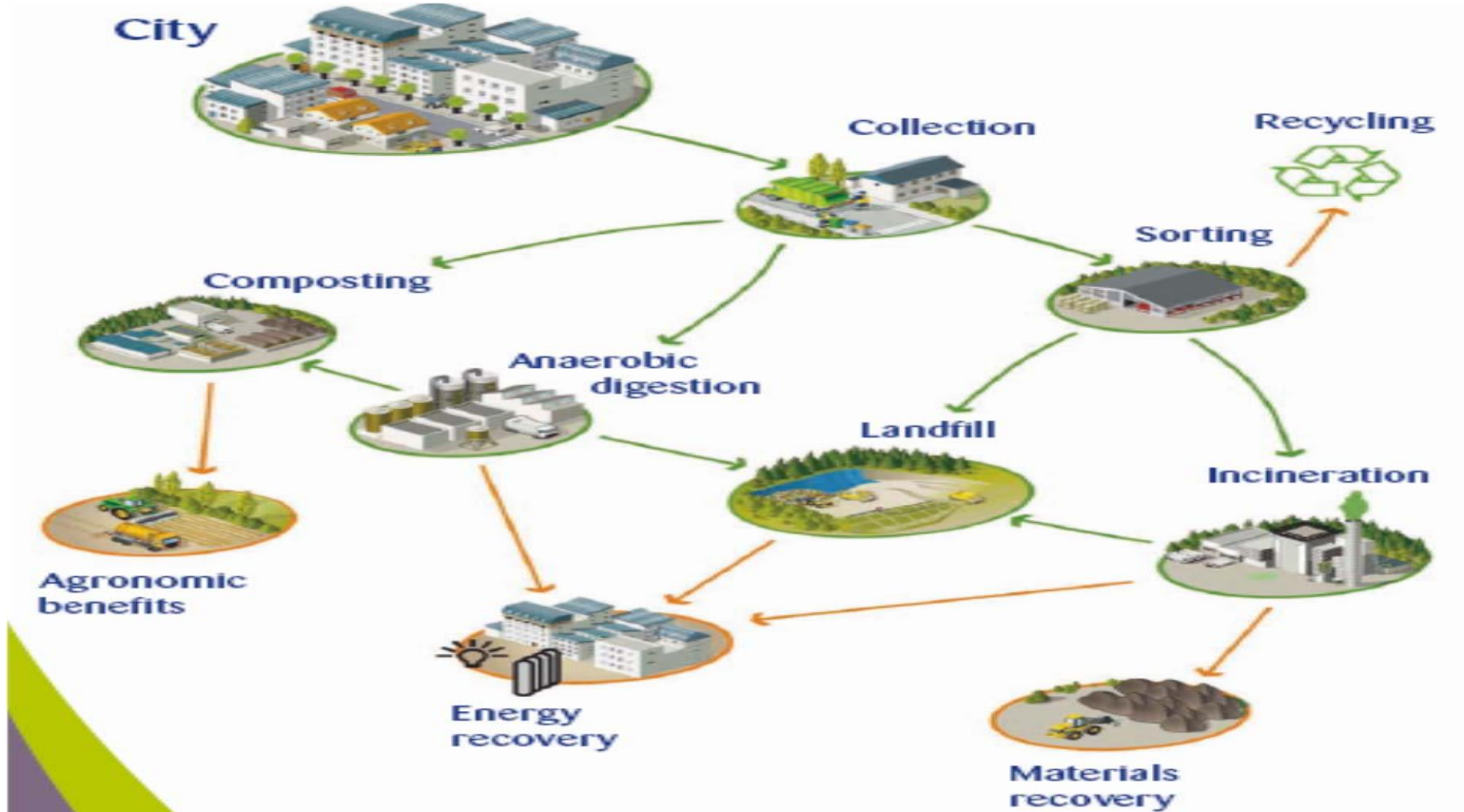
- Self Assessment of core strengths and capabilities more importantly Self Belief and the right Attitude !
  - Giving is better than receiving because giving starts the receiving process. – **Jim Rohn**
- Environment Scanning -Opportunity Matrix .Always open mind
  - Gratitude is not only the greatest of virtues, but the parent of all others. – **Cicero**
- SWOT .Looking for Weaknesses and Threats
  - I've learned that mistakes can often be as good a teacher as success. – **Jack Welch**
  - You take on the responsibility for making your dream a reality. – **Les Brown**
- The Action Paradigm
  - The way to get started is to quit talking and begin doing. – **Walt Disney**
  - The few who do are the envy of the many who only watch. – **Jim Rohn**
  - An ounce of action is worth a ton of theory. – **Ralph Waldo Emerson**
- Think out of the Box ..link all preceding and succeeding links to your Core idea and build the Value chain stronger to have a Substantial Value addition to offer the “Mafia Proposition “
  - You won't get anything unless you have the vision to imagine it. – **John Lennon**
  - Ideas can be life-changing. Sometimes all you need to open the door is just one more good idea. – **Jim Rohn**

# Skilling Features .Linkages

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- “Swachh Bharat “ is the foundation for other Missions – Make in India and Smart Cities .are All Clean tech linked
- Skilling – of people to develop unique concepts, processes, system capabilities and eco-system for delivery and goals
- Components:
  - Awareness creation /Intra dependence /Collaboration
  - Social Assessment and re-engineering
  - Technology adoption integration
  - Continuous process design
  - Rapid & controlled implementation.
  - Expectation management

# Example Skills in SWM : Value Chain



# Two pronged Start from City and Landfill - MSWM

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- First – forward from City
  - Collection
  - Sort
  - Logistics & Transportation - Optimization
  - Recycle
  - Composting
  - RDF
- Second: Landfill Centric
  - Technology Intervention
  - Selective Mechanization
  - Safety and OSHAS
  - Waste to Energy Revenue
- Measurements for both routes

# Skills Training Multiplier Effects – Sanitation and Water

---

- At Construction Stage:
  - Training of local youth as Masons for Toilets and Septic Tank for both household and community sanitation schemes
  - Training of Plumbers and Carpenters / Joinery
  - Measurement: Cost saved vs getting skilled manpower from outside; quality of construction (vis a vis specifications)
- At Operation Stage
  - Training of youth as Sanitation operators
- Post – Construction Employment / Skill Upgrade:
  - Masons and other Construction technicians engaged in Housing Projects of the Government – like Pradhan Mantri Awas Yojana or community sanitation / school projects
  - Maintenance Contracts for Buildings Maintenance

# Skills for Water resource management

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## Water Management:

- Rain Water Harvesting
- RO Plant operation and distribution as a social entrepreneur: Measurement; Quality and Quantity provided to various segments: Schools, Community (SC/ST, PoW, Women, Geriatric etc)
- Water Testing Course for contamination.
- similar skills training as before .



# Correct the “ Inverted Pyramid”

---

- Low Social Value to be addressed (social training ) :
  - Better Safety, Working Conditions, Salary & Benefits
  - Immersion Labs, Social Re-engineering
  - Career Path for SKCs & Integration
- Increase Capacity of Sanitation & Env Engg
  - PG / UG – Industry linked with field projects
  - Diploma – Sandwich Course expand pan India: with Training of Trainers
  - NCVT / CTS / MES Courses with Trg of Trainers
- Scholarships & Spl incentives to join Municipality & ULB .swachh bharat mission fund enabled
- Clean tech initiatives ..water .health .sanitation

# Skills for Health care management

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- Population enumeration
- Social conditions /availability economic surveys
- Lifestyle and Environmental Studies  
..land water living ,air quality , access to care , Education
- Technology impacts and usage for analytics and trending

# Swachh Bharat Mission .Summary

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- Has a Massive and Compelling Vision: **touches every Indian** in Cities, Towns & Villages
- Masterstroke: End Date set @ Gandhiji's 150<sup>th</sup> Birth Anniversary – 2<sup>nd</sup> Oct 2019.
- Nobody can delay this:
  - All agencies and components pro-actively planned ahead, coordinated and action – oriented
- Skilling is a key input component of Swachh: Key Result Area and Key Success Factor
- Training - Outcome oriented; action research and practice based – not an academic exercise

# First Step: Set up Sector Skill Council

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- Green and Plumbing do not give priority to Sanitation
- Sanitation and Env Engg SSC immediately required.  
To develop
  - Mechanization Policy
  - SQF
  - QP and Work Norms
  - RPL – Very Important especially for Safai KCs
- Adequate Soaking Time for acceptance of Norms & Standards
- RPL to include Safai Karmacharis and legacy stakeholders

# Skilling Potential – A Wild Guess

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- 4041 Towns and ULBs under Swachh
- Assumption: Avg 500 manpower per ULD
  - Manpower Req'd: 20 Lakhs
- Assumption: 5% trained **at entry level for MSMW @ Rs 10K training fees per person**
  - Trg Budget Rs 100 Cr per year
- Add: Trg for Social Re-engineering, Behavioral Labs
- Add: other levels of MSWM; Sanitation & Water and Technology adoption
- Rs 300 to 500 Crore: **Big Ticket for VTPs and NSDC Partners! But they should Perform**

# Meager Institutional Training Capacity today ...

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- Environmental Engg PG & UG = 42 Colleges @ 20 per batch – for design & engineering. Most of them go to USA or for Research = Max 1000
- 10 Colleges for Env Engg Diploma – Negligible
- **No** ITI / MES in Sanitation
- Needs vicariously met from: Civil Engg or any Degree for managerial; any staff for supervisory and Plumber + apprenticeship in PHED
- Large number of general staff including SKCs risen through ranks
- Root Cause: **Low Social Value**

# The Working Mantra (s)

---

## Its All About Doing ....

- I hear I forget , I see I remember ,I Do I understand ..Chinese Proverb
- Gratitude is not only the greatest of virtues, but the parent of all others. – **Cicero**
- Entrepreneurship is neither a science nor an art. It is a practice. – **Peter Drucker**
- Good judgement comes from Experience and Experience from Bad Judgement !! : Russian Proverb
- The best way to predict the future is to create it. – **Peter Drucker**

# Common operational pitfalls

---

- Focus on the End to be unwavering
  - If you want to reach a goal, you must 'see the reaching' in your own mind before you actually arrive at your goal. – **Zig Ziglar** ..Living through the experience
- Never be afraid to try new approaches
  - If you always do what you've always done, you'll always get what you've always got! – **Alan Scott**
- Planned Action is the key to success .
  - Vision without action is daydreaming and action without vision is a nightmare. – **Anon**
- **Persistence and Perseverance**
  - Effort only fully releases its reward after a person refuses to quit. – **Napoleon Hill**
  - Try, try, try, and keep on trying is the rule that must be followed to become an expert in anything. – **W. Clement Stone**



# Mentoring and Assistance

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- **Take a Guru by choice (Virtual or Real !)**
  - Attitude counts
  - The superior man is modest in his speech, but exceeds in his actions. – Confucius
  - Positive thinking will let you do everything better than negative thinking will. – Zig Ziglar
  - In the realm of ideas everything depends on enthusiasm. In the real world all rests on perseverance. – Johann Wolfgang von Goethe
  - Success is the maximum utilization of the ability that you have – Zig Ziglar
  - The road to success and the road to failure are almost exactly the same. – Colin R. Davis
- **Use the Technology as a Slave don't get enslaved**
  - Social networking /Twitter
  - Blog .Facebook /Email group
- **Just travel ..MBWA !!! LBWA !!**
- **Seek Assistance**
  - Assistance is to be sought doesn't get volunteered
  - Ask don't wait for it !

# Management ..

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## Management

To manage

1. the act or process of managing.
2. skill in managing; executive ability.

Making them work !!

# System ....

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## System

Coordinated activities to measure, design, achieve targeted and preferred results

A coordinated body of methods or a scheme or plan of procedure ; organizational scheme .

any formulated, regular, or special method or plan of procedure.

PMS --- its a combo : PDCA Plan Do Check Act

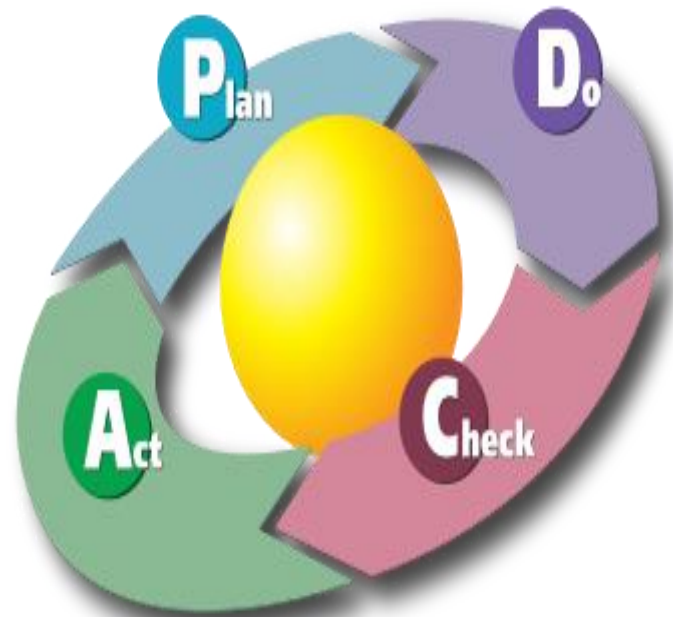
# **PDCA Plan Do Check Act**

## **KOSISH : paradigm**

- <http://en.wikipedia.org/wiki/PDCA>

Whats a Perspective ?

- Expansive
- Multiple people  
/stakeholders
- Interreleated
- Inclusive  
Expansive
- Inclusive
- Fair /Sensitive
- 



# **Conviction self belief ..**

---

The importance of self belief in Performance improvement and measurement

## **Importance of Trying**

**Koshish ..koshish karne valon ki kabh bhi jeet hi hoti hai ...**

**(poem)**

**The hard and soft approaches**

# Success factors

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- Info availability and Share
- Team cohesiveness
- Trust

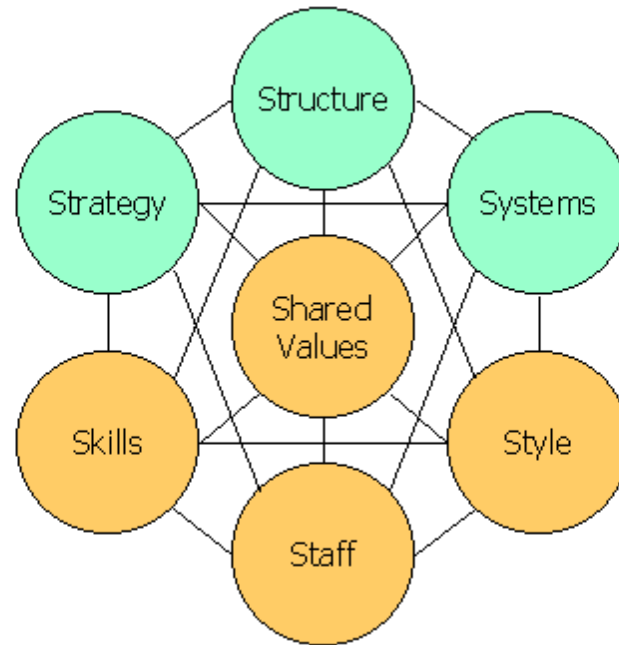
Hare and tortoise Story modified ..success thanks to pms alignment (hare/tortoise)

Actions always speak louder ...

- Overlal view point /scope awareness
- Decisiveness in execution
- Patience in assessment
- Discipline in Execution

# The Mckinsey 7 s model

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# The game ..

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- Target setting ...Waste paper ..
  - Kaizen is possible when you set a standard!
- Last marble with you !
  - Playing to win !
    - Rules
      - Aim of the game is to win by not being the last one to act !
      - Allowed to pick only 1,2 or 3 pieces
      - One who is left to pick last is the loser !



# Quotes defining a karmayogi ..

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- Only those who will risk going too far can possibly find out how far one can go . :T. S. Elliot Quote
- **If a man does only what is required of him, he is a slave. If a man does more than is required of him, he is a free man.**  
: **Chinese Proverb Quote**
- Learn from yesterday, live for today, hope for tomorrow. The important thing is to not stop questioning. : Albert Einstein
- **The world has the habit of making room for the man whose words and actions show that he knows where he is going**  
:**Napoleon Hill**
- There are only two ways to live your life. One is as though nothing is a miracle. The other is as if everything is. : Albert Einstein

# Perspective....

---

- Across Domains ...

How is it different ? or Same ?

- Summing up

# Opportunities

---

- Traditional –Roti-Kapda-Makan
- Technology
- Environmental .Clean technology  
..movie In good Company
- Social
- Services e-Preneurship
- Others ??

# Personal Effectiveness improvement .Nurturing the Seven Habits

---

- [7 Habits of Highly Effective People](#)
- Summary of *The 7 Habits of Highly Effective People*, Stephen F. Covey's bestseller on personal effectiveness.  
[www.quickmba.com/mgmt/7hab/](http://www.quickmba.com/mgmt/7hab/) - [Similar](#)
- [Books - 7 Habits of Highly Effective People](#)
- Stephen R. Covey's book, *The 7 Habits of Highly Effective People®*, has been a top-seller for the simple reason that it ignores trends and pop psychology for ...  
<https://www.stephencovey.com/7habits/7habits.php> - [Cached](#) - [Similar](#)
- [Images for seven habits of highly effective people](#)
- - [Report images](#)
- [7 Habits of Highly Effective People \(Stephen Covey\)](#)
- 
- Comprehensive article detailing *The 7 Habits of Highly Effective People* & explaining Stephen R Covey's timeless, universal, internationally acclaimed ...  
[www.whitedovebooks.co.uk](http://www.whitedovebooks.co.uk) › [Articles](#)
- 
- - [Cached](#) - [Similar](#)

# Join and Participate local Workshops. keep an open mind

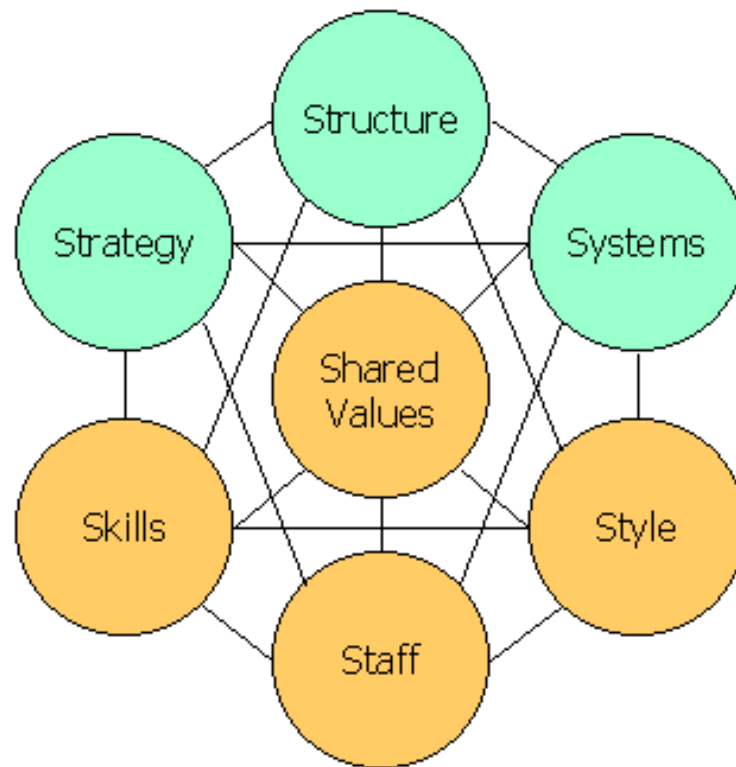
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- TIE
- Alumnus
- Event Portals like Mera events
- Professional bodies –FICCI/FAPPCI/CII
- General Networking
- “ Stay Hungry Stay Stupid “ ..Live by these principles ..Movie ..insert

# Entrepreneurial perspective..

---

- Success is walking from failure to failure with no loss of enthusiasm. – **Winston Churchill**
- A man's worth is no greater than the worth of his ambitions. – **Marcus Aurelius Antoninus**
- If you cannot do great things, do small things in a great way. – **Napoleon Hill**
- I don't know the key to success, but the key to failure is trying to please everybody. – **Bill Cosby**
- In order to succeed, your desire for success should be greater than your fear of failure. – **Bill Cosby**
- Tell everyone what you want to do and someone will want to help you do it. – **W. Clement Stone**
- Success is not in what you have, but who you are. – **Bo Bennet**
- Failure is not about insecurity. It's about lack of execution. – **Jeffrey Gitomer**



# The Opportunity “Funnel “

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- Look Around You the “Universe of opportunities”
  - Local
  - Global
- Opportunities are defined by the intersection of
  - Your Knowledge /Awareness
  - Your Attitude
  - Conducive Environment to operate
- Each Country /Economy in the Broad sense has these broad macroeconomic factors to define its opportunity landscape
  - The Agriculture Sector
  - The Manufacturing sector
  - The Services Sector
- Each sectors “attractiveness index” is defined by
  - Size of the Sector
  - Growth Rate
  - Number of emergent opportunities in the form of innovation
- Indian Opportunity mix today is all pervasive !
- Country attractiveness index is based on the PPP primer analysis



# The India Opportunity

- The Country Opportunity Matrix (The country Primer Template )



SGC Enterprises

liberalising reform programme, contributing to a significant expansion in the production of durable consumer goods, including cars, scooters, consumer electronics, computer systems and white goods. However, a large proportion of heavy industry is still publicly owned.

#### Comparative economic indicators, 2001

	India	China	Pakistan
GDP (US\$ bn)	485.2	1180.1	58.7
GDP per head (US\$)	471	928	418
GDP per head (US\$ at PPP)	2,489	5,375	1,970
Consumer price inflation (av; %)	3.7	0.7	3.2
Current-account balance (US\$ bn)	-3.0	20.1	-0.1
% of GDP	-0.6	1.7	-0.3
Exports of goods fob (US\$ bn)	44.8	264.1	8.7
Imports of goods fob (US\$ bn)	-54.9	-232.6	-9.2
External debt (US\$ bn)	101.5	146.0	30.1
Debt-service ratio, paid (%)	13.3	6.3	17.9
	<b>Bangladesh</b>	<b>Sri Lanka</b>	
GDP (US\$ bn)	46.9	15.8	
GDP per head (US\$)	334	810	
GDP per head (US\$ at PPP)	1,463	3,015	
Consumer price inflation (av; %)	1.6	14.2	
Current-account balance (US\$ bn)	-0.1	-0.9	
% of GDP	-0.2	-6.0	
Exports of goods fob (US\$ bn)	6.2	4.8	
Imports of goods fob (US\$ bn)	-7.9	-6.0	
External debt (US\$ bn)	15.1	8.5	
Debt-service ratio, paid (%)	9.5	8.7	

Source: Economist Intelligence Unit, CountryData

[More economic data](#)

#### Services

Services have proved India's most dynamic sector in recent years, registering rapid growth in telecoms and information technology (IT). Services accounted for over 48% of GDP in 2000, including airlines, banks, construction and small-scale private traders, as well as the public sector. Moves to privatise state-owned telecoms companies and the national and international carriers, Indian Airlines

Making Business Consulting work for your Enhanced Enterprise Profitability ...  
It is but an enabler 'necessary but not sufficient'


71 AWHO Colony Sector A, Secunderabad, India 500009  
Tel: (91) 40 27842607 Mob:91 9849484569 email: [sgcdhalav@vsnl.com](mailto:sgcdhalav@vsnl.com)

Page 5 of 5

# India ...


sgc\_Country\_primer\_India.pdf - Adobe Reader  
File Edit View Document Tools Window Help

1 / 7 130% Find

  
SGC Enterprises

## Country Primer INDIA

Dec 29th 2004  
From the Economist Intelligence Unit  
Source: Country Forecast

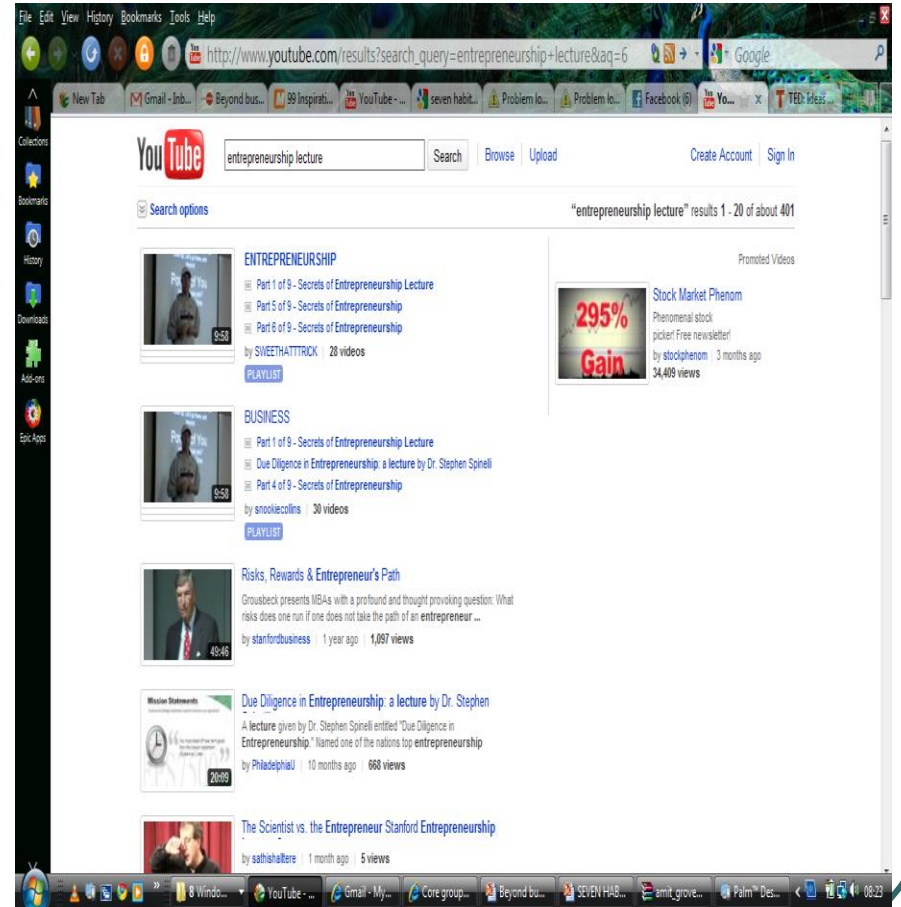


**General Forecast/Roundup**

8 Windows Expl... Problem loading... Gmail: Email from... Core group PANI... Microsoft PowerP... sgc\_Country\_prim... 07:18

# www/ Wikipedia/You tube for inputs

- Look for it ...



# **Karmayogic...**

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# **Social ..the expansion**

---

- S Special , Sensitive
- O Outward , Open
- C Collaborative , complex , Convival
- I Inclusive , Interactive
- A Actionable , Agreeable
- L Learning , Lasting Localised

# TRAITS DEFINED

---

- E Energetic
- N Negotiation skills
- T Trusting /trustworthy
- R Rapid
- E Emphatic
- P Positive
- R rendering /thankful/grateful

# TRAITS...

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- N Never say NO ..no giving up
- E Exploitation
- U Untested area
- R Recognition of opportunities

# Agenda..

---

- 4.30 - 5.15 PM - Panel discussion  
(open house) led by The Guest Speakers and Presenters
- - Participants to come up with a key 5 point plan (s)he shall adopt for next phase of activities
- \* 5.15 - 5.30 PM - Summary and key take-aways
  - Creation of virtual platform for continuous mentoring and sharing development
  - The way ahead



# Agenda –Cont..

---

•12.45 - 1.30 PM - Networking break + Lunch

\* 1.30 - 2.45 PM - Business Plan Session

- Functional view of the opportunity
- Mapping resources
- Deployment and execution
- Key success factors
- "Caveat Emptor"

Guest Speakers

\* 2.45 - 3.00 PM - Networking break + Tea

\* 3.00 - 4.15 PM - Common operational pitfalls

Guest Speakers

- Review Mechanism
- Reading between the lines

# Agenda..

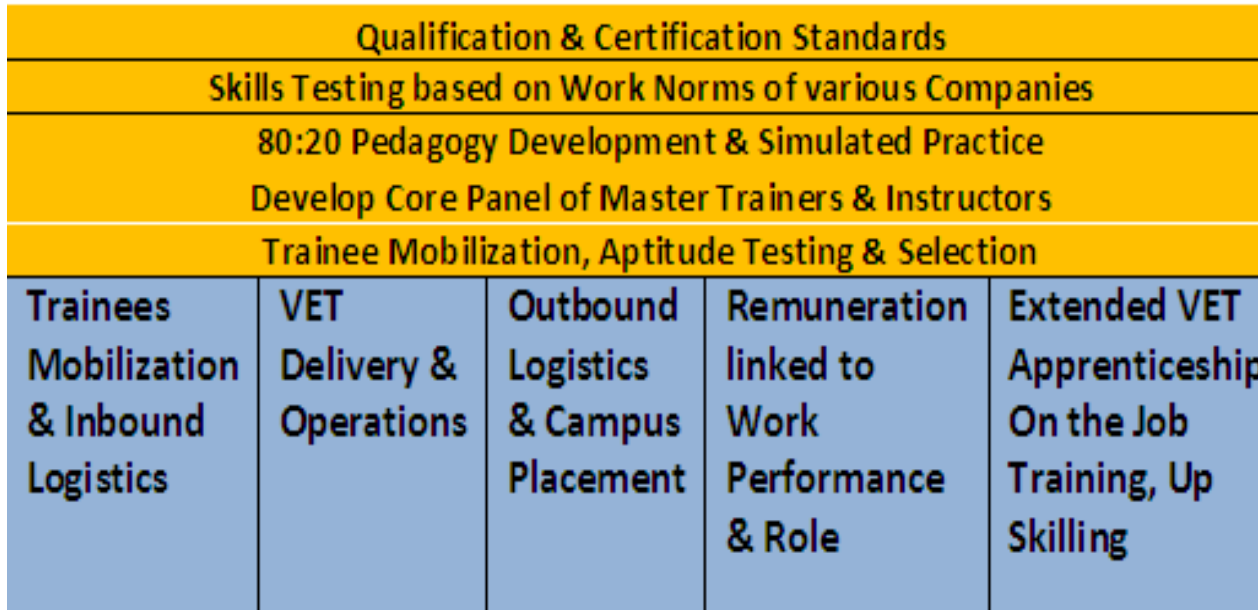
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# Adoption of Value Chain Process

## Value Chain Diagram (based on Porter Model)

### *Support Activities*



### *Primary Activities*

? Targeted  
Employment of  
Youth in Odisha,  
Pan India &  
Overseas

? Growth of  
quality Industrial  
& Services  
Companies and  
Projects in Odisha

# Skill development ... The VET System ideal

## Enablers:

- Resource

s

- Skills

Practice

- Pedagogy
- Pedagogy

YOUTH

YOUTH

VET PROCESS

JOBS

GOALS

## Controls:

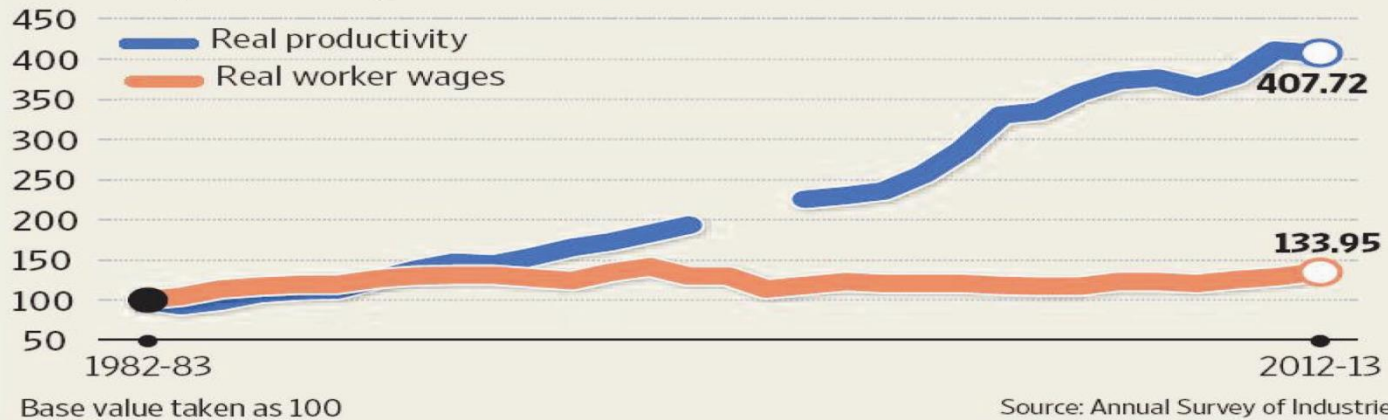
- Regulation
- Assessment
- Certification

# Chart – 2: Industrial Worker – Wage Vs Productivity

## Is higher productivity equal to higher wages?

Chart 1 **BETTER WORK=BETTER PAY? NOT ALWAYS**

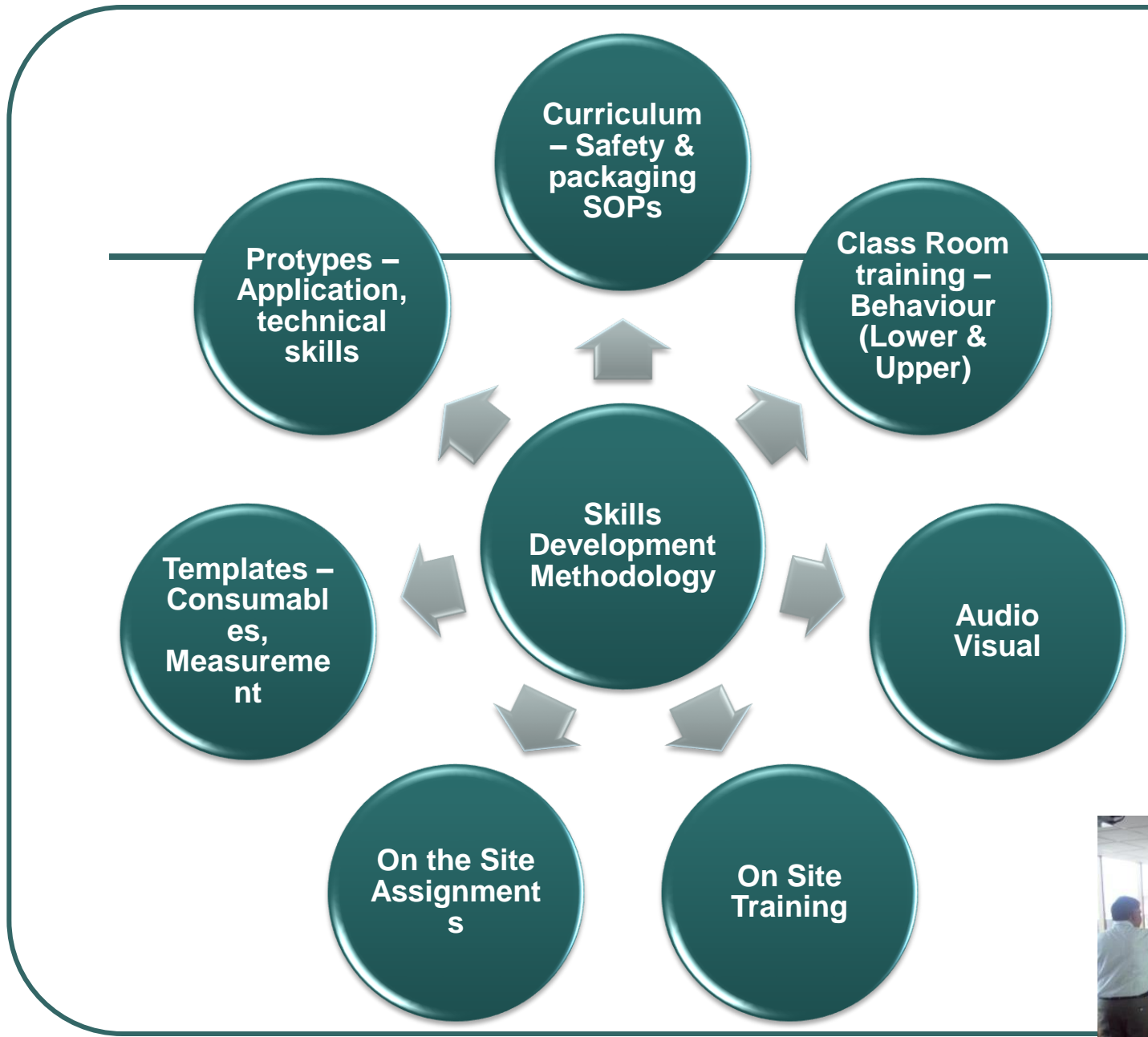
Despite consistently increasing productivity, worker wages have hardly grown in the past 30 years. For ease of comparison, both variables have been adjusted to 100 in 1982-83. Data for productivity for 1997-98 and 1998-99 was not available.



NAVEEN KUMAR SAINI/MINT

By Dr. Praveen Singh

countries French economist



# My Expectations

---

Presentation shall need a OHP /Video and White board/or Sheets with well inked marker pens (Red/Black/Blue /Green) at easy access

Kindly provide for a Full print copy(ies) reference of the Presentation that is finalised as a reference

# **Skills ..Communication ..Negotiation.inclusion.partnerships**

---

- **Skills and Techniques of Social Work Practice**

<https://youtu.be/Nqo9owG8WkA>

- **Social worker skills Video**

<https://www.youtube.com/watch?v=XmW98PZRbXI>

- Active listening .empathy/care/repetition
- Assertiveness
- Being objective .skill driven
- Body language
- Presentation and advocacy
- Detachment
- Personal Skills
- Technology and Admin Skills .organisational



# Topics

---

- 1. Social Entrepreneurship Opportunity Scanning Template
- 2. Social Entrepreneurship opportunities in SDG 's a insight
- 3. How to uncover and Work on a Project the What Why Where When Who and How ?? with a SMART template to adopt..and partners to choose for funding through CSR.
- <https://www.undp.org/content/undp/en/home/sustainable-development-goals.html>

# Who is a Social “Entrepreneur” ?

---

## Entrepreneur

- Jean-Baptiste Say, a French economist is believed to have coined the word "entrepreneur" first in about 1800. He said an entrepreneur is "one who undertakes an enterprise, especially a contractor, acting as intermediary between capital and labour." [note 2]
- An entrepreneur is an innovator, one that introduces new technologies into the workplace or market, increasing efficiency, productivity or generating new products or services at the right time .
- The entrepreneur is a highly creative individual who imagines new solutions providing new opportunities for reward
- Entrepreneurial traits and behaviour are dynamic and influenced by environmental factors.

# Whats the Meaning of “Social “

---

## Social

- social
- *adjective*
- 1. **relating to society** or its organization.
- *synonyms:*[communal](#), [community](#), [community-based](#), [collective](#), [group](#), [general](#), [popular](#), [civil](#), [civic](#), [public](#), [societal](#);
- 2. needing companionship and therefore best suited to living in communities.
- "we are social beings as well as individuals"
- *noun*
- 1. an **informal social gathering**, especially one organized by the members of a particular club or group.
- "a church social" *synonyms:*[party](#), [gathering](#), social gathering, social occasion, social event, social function, [function](#), [get-together](#), [celebration](#), [reunion](#), [festivity](#), [jamboree](#), [reception](#), [at-home](#), [soirée](#); More
-

# Tenets of ..... Social +Entrepreneurship

---

- Calls for Formality in Informality
- Impacts Groups /People-community  
Constructs
- “Inclusiveness” in its impact
- Sustainability is a Core need
- Selflessness vs Selfishness
- Respect human values efforts and  
people !

# Who is a 'Social Entrepreneur' !!

---

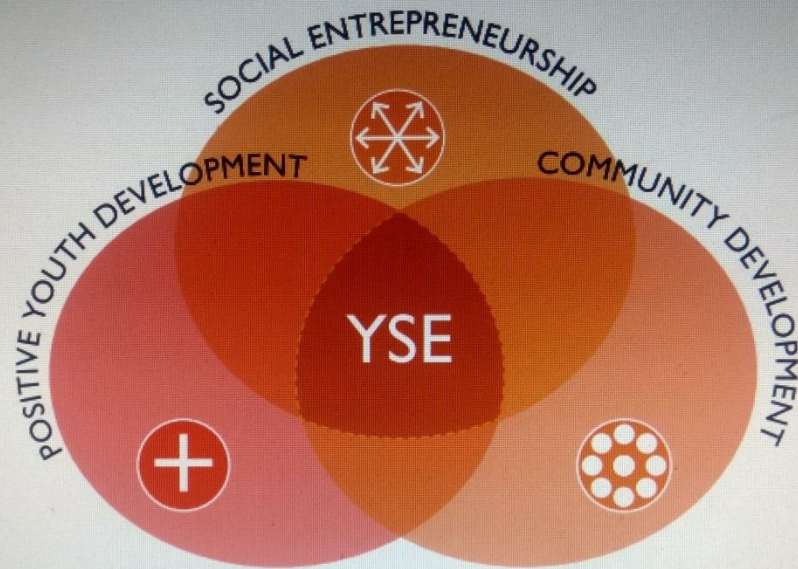
- A person who pursues an innovative idea with the potential to solve a community problem. These individuals are willing to take on the risk and effort to create positive changes in society through their initiatives in a Sustainable model with a vision and intention for **Long term impact** towards the Betterment of the Society.
- .

# Social Entrepreneurship ..

---

- Examples of Social entrepreneurship are everything that can effect your Social identity and survivability with well being to lead a life of Dignity and respect ... some interventions include Housing , Healthcare , Education , institutions, Vocational and Skilling programs, providing Credit and banking services(microfinance) in underserved areas and helping children orphaned by epidemic disease.
- The main stated goal of a social entrepreneur is not to **target** a profit for profits sake, but to strive to and successfully implement widespread improvements in society .
- However, a social entrepreneur must still be financially savvy to succeed in his or her cause ..So that they Sustain !!

# YSE -- Engaging The Youth



**Positive Youth Development**  
Intentional efforts to engage youth in building developmental assets. Focus is on positive programmatic activities, social emotional skill development, and intergenerational relationships to promote well-being.



**Social Entrepreneurship**  
An approach by individuals and groups creating new economic enterprise opportunities with an emphasis on social good as one of the most important value propositions.



**Community Development**  
A process in which community members take collective action and generate solutions to common problems.

# Some thoughts ....

---

- A man must be big enough to admit his mistakes, smart enough to profit from them, and strong enough to correct them. – **John C. Maxwell**
- Our business in life is not to get ahead of others, but to get ahead of ourselves. - **E. Joseph Cossman**
- Logic will get you from A to B. Imagination will take you everywhere. – **Albert Einstein**
- You can't ask customers what they want and then try to give that to them. By the time you get it built, they'll want something new. – **Steve Jobs**
- Live out of your imagination instead of out of your memory. – **Fortune Cookie**
- Success is liking yourself, liking what you do, and liking how you do it. – **Maya Angelou**
- The most important thing in communication is to hear what isn't being said. – **Peter F. Drucker**