Don't just build a career
Create a Legacy
Entrepreneurship is the way of thinking and acting. It drives society. The world of 21st century is abuzz with new ideas and hope. It is the world of Entrepreneurship and Innovation. Entrepreneurs connect the wisdom of generations and innovate to address the challenges faced by people.

The Entrepreneurship School (TES) is a one of its kind institution uniquely dedicated towards entrepreneurship. We provide all expertise, support and connections required to budding as well as established entrepreneurs.

The Entrepreneurship School is envisioned as an institution that acts as a catalyst in the lives of aspiring entrepreneurs, who in turn have the passion and energy to change the world.

About the program

Postgraduate Entrepreneurship Program (PEP) is a fast track entrepreneurship course for people who are willing to take the startup plunge in the next 6 to 18 months.

PEP endeavours to convert your ideas into successful ventures through its proven new venture creation methodology, vibrant entrepreneurial ecosystem, practicum based approach to learning, interactive classwork, expert mentors and investors.

*If you are entrepreneurially inclined, PEP is a "hands-on" program that goes beyond pedantic learning.*

Program Structure

**Fail Often, Fail Fast!**

**Fail Early, Fail Cheap!!**

PEP has been designed for Entrepreneurs by Entrepreneurs.

The course is delivered in a full-time format. A typical PEP week will have 20 to 30 hours of classroom engagement from Monday to Friday. In addition, our students typically put in 15 to 20 hours of work every week for systematic venture creation.

The PEP Course begins with an Orientation Week to quickly take you into entrepreneurial mode by familiarizing you with yourself, your ideas, our teaching methods, our professors and mentors.

This is followed by 6 terms, each term with a specific focus, where various courses and group learning processes in that term are aligned. We brainstorm and work together to develop use cases, shape your ideas, test them with real life users, develop product prototypes, beta test, simultaneously work on business plans and keep refining your new product or service, build investor interest for funding, strategise go-to-market, launch the new venture, acquire customers – all in one full year!

In between, you also go for 1-week Global Entrepreneurship Immersion to a chosen university in UK, Singapore or Hong Kong.
Who is it for?

- PEP is for self-starters, who like to challenge the status quo
- They believe in ideas that have the power to change the world
- They are highly competitive, but like to compete with themselves
- They are consumed with the thought of how to make things happen

The PEP 2014 batch had students in the age group of 22 to 26, typically with 1 to 5 years of professional or startup work experience.

PEP Course Plan

- **Strategic Thinking**
  - Marketing
  - Accounting
  - Managing People
  - Strategy
  - Operations
- **Idea Readiness**
  - Future Thinking
  - Manage Costs
  - Manage Projects
  - Ideation Trip
  - Idea Lab
- **MVP Readiness**
  - Design Principles & Values
  - Finance
  - Design Thinking for innovation
  - Coding Skills
  - MVP Lab
- **Beta Readiness**
  - Bulletproofing the venture
  - Assembling Resources
  - Product Market Fit
  - Law for Startups
  - Beta Lab
- **Entrepreneurial Mindset**

Launch

- International Immersion
  - Bulletproofing the venture
  - Branding & Communication
  - Sales Lab
  - Venture Finance
  - Digital Marketing Lab
- **Grow**
  - Startup Leadership
  - Scaling Up
  - Business Process Development
  - Customer Acquisition
  - Performance Management
  - Entrepreneurial Mindset
  - HIMMAT WEEK

The TES 360° Ecosystem

The TES 360° Ecosystem provides full support to launch your venture. Our experts hone your ideas, help with Technology, Marketing, Branding, PR, Accounting, Legal, Financial Advisory, Funding and Incubation support to launch your new venture!

“After 3 years of corporate career, I wanted to do something meaningful in life. Then I joined PEP. It’s been 5 months and I am on way of starting my own venture. That’s fantastic! TES is the place to kick-start your startup. Top class faculty, excellent curriculum, life changing experience!!”

Paramjit Singh Rathore, PEP 2014

Duration of the program

PEP is a one year program involving 1152 hours of faculty led learning and demands 1000+ hours of self-learning devoted to venture development.

Career options after PEP

After PEP candidates can either start their own ventures or consider a career in the field of innovation and startups. Employers like Google, Facebook, Microsoft, Amazon, IBM, FlipKart, SnapDeal, Zomato, CocaCola, Vodafone, Airtel, MuSigma etc. constantly search for intrapreneurs and innovators who can provide the NEXT BIGTHING for them.
**Program Benefits:**

- Build your venture in 12 months flat
- International Immersion and Certificate from Top Universities of UK, Singapore and Hong Kong
- Visiting Faculty / Experts from Top US / UK Universities like California, Cambridge, Michigan, Oxford, New York, Purdue, Silicon Valley etc. - Get a global outlook and share best business practices across the world
- Mentoring from real life Entrepreneurs and TES Faculty
- Full support from TES Ecosystem for technology development, marketing/branding/promotion, financial & legal advisory and access to TES Angel Network
- Lifelong Membership to TES Entrepreneurial Leadership Club

"Discussions with my TES mentor helped in bringing clarity to the priorities and objectives for Readers Door. I could never have got such insights on my own. Ultimately, it helped me close the angel round."

*Bhuwan Arora, Founder, Readers Door*

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**Value Added Services from Our Partners**

- Technology Hosting Platform
- Branding and Marketing Tools
- Accounting / Payroll Package
- Cloud telephony / Virtual Receptionist Tools
- Auditing and Legal Services
- Shared Office space

**Eligibility Criteria**

Ideally, PEP applicants should be Graduate with zero to five years of professional experience.

If you do not have proper educational qualification, but have very strong entrepreneurial drive, please take the Short EQ TEST. On the basis of your EQ score our Admission Counselors will speak with you to advise on the next steps.

**Making an Application**

Making an application requires filling of application form. The Application Form is available at www.entrepreneurship.edu.in/PEP

**Scholarship**

There are very few scholarships for outstanding candidates. This is subject to the discretion of the Scholarship Screening Committee.

**Education Loan**

TES will facilitate applicants in securing education loans from banks and NBFCs. These loans will be subject to the scrutiny and conditions of these institutions.