



10,000 **WOMEN**

Certificate Programme for Women Entrepreneurs

**Goldman  
Sachs**

# 10,000 WOMEN



Expanding the entrepreneurial talent and managerial pool in developing and emerging economies - especially among women - is one of the most important means to reducing inequality and ensuring more shared economic growth.

A critical - yet often overlooked - condition for reducing inequality and ensuring that the benefits of globalisation are more widely spread is a robust and growing class of entrepreneurs, managers and financial leaders in developing countries - especially one that promotes opportunities for women.

## About the Programme

Launched by Goldman Sachs, 10,000 Women is a global initiative that will increase the number of under-served women receiving a business and management education.

10,000 Women is built on the premise that partnerships between education, development and business experts can help bring about significant change through improved business education for women.

Indian School of Business (ISB), Hyderabad is an academic partner for the 10,000 Women initiative in India.

Through this programme Goldman Sachs and ISB, will be able to provide world class education that help the women entrepreneurs to think big and grow their businesses.

In the launch year of 2008-09, two programmes were successfully completed, one each at Hyderabad and Bangalore. Four new programmes at Hyderabad, Bangalore, Delhi and Kolkata will be conducted in the year 2009-10.

## About ISB

The Indian School of Business (ISB) is a premier Business School established in 2001 by an eminent group of industrialists and academicians. Within a very short time, the ISB has gained recognition and stature amongst peers as a world class Business School located in India. The ISB's vision is to be an internationally top ranked, research driven, independent management institution that grooms future leaders for India and the world.

The ISB evolved from a need for a distinctive business school in the Asian region dedicated to providing world class management education. The school's governing board comprises business leaders, entrepreneurs, and academicians from leading institutions. Its academic association with three top business schools - the Kellogg School of Management, The Wharton School, and the London Business School, makes the ISB one of its kind in Asia.

## Who should apply?

In order to ensure that the maximum benefit is provided to the most deserving women entrepreneurs the programme is targeted to cover:

- Women entrepreneurs running and managing their own business venture.
- Business venture which has been in operation for more than a year.
- Have excellent potential for growth.
- Business Ventures with annual revenue of INR 5 lakhs - 50 lakhs

At the end of this programme the women entrepreneurs will be enabled to:

- Build a robust business by refining their business model and moving from start up to entrepreneurial phase
- Train on different functions and business strategy
- Bridge the gap of a formal management education
- Gear up to meet the challenges of growing competition- national and international

## Selection Criteria

Application Form  
Panel Interview

## Faculty

World class expert faculty will ensure that the curriculum is based on cutting edge, research based, relevant knowledge required to be successful in an increasingly complex business environment.

## Programme Outline

This 16 week programme has been designed to provide world-class education to selected women entrepreneurs via 3 weeks of classroom sessions of 13 weeks of mentoring support on the job.

Module	Duration in weeks	Teaching Method
Module I	1	Class room session - Concepts, case discussions, workshops
Module II	4	Back to Business - Mentoring I
Module III	1	Class room session
Module IV	5	Back to Business - Mentoring II
Module V	1	Class room session
Module VI	4	Back to Business - Mentoring III

## Programme Contents

- Entrepreneurship
- Understanding trends in Economic and Competitive Environment.
- Establish Business Network
- Basics of Accounting, Finance, Strategy
- Capital Management
- People Management
- Managing Execution
- Budgeting, Marketing and Leadership Skills.
- Sustaining Success and Building Lasting Organisations

## Programme Benefits

- Understanding trends in Economic and Competitive Environment
- Managing Finance and Accounting
- Developing Market Entry Strategies and Elements of Business Growth Plan
- Creating an entrepreneurial organisation
- Overcoming gender specific challenges
- Acquiring and retaining customers
- Balancing Family and Business Lives

## Scholarship

The Goldman Sachs 10,000 Women Certificate Programme for Women Entrepreneurs will provide full scholarship to the selected candidates by the Goldman Sachs Foundation.

## Certificate

Goldman Sachs 10,000 Women Certificate will be provided at the end of the programme.

## Programme Fee

Please note that this is a fully funded programme. The Goldman Sachs 10,000 Women Certificate Programme for Women Entrepreneurs will provide full scholarship to the selected candidates by the Goldman Sachs Foundation.

The fee amount of **Rs 9000/-** is refundable:

1. After interview for candidates who are not short-listed
2. At the end of the 16 weeks programme for candidates who are shortlisted for the programme

## Programme Venue

3rd Batch: ISB, Hyderabad - August 20, 2009

4th Batch: Delhi - September 2009

5th Batch: Bangalore - November 2009

6th Batch: Kolkata - December 2009



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For more details on the 10,000 Women program please visit

<http://www.isb.edu/10000women>

[www.10000women.org](http://www.10000women.org)