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ADB



9th International Skills Forum Reimagining Education and Skills Development for a New Normal

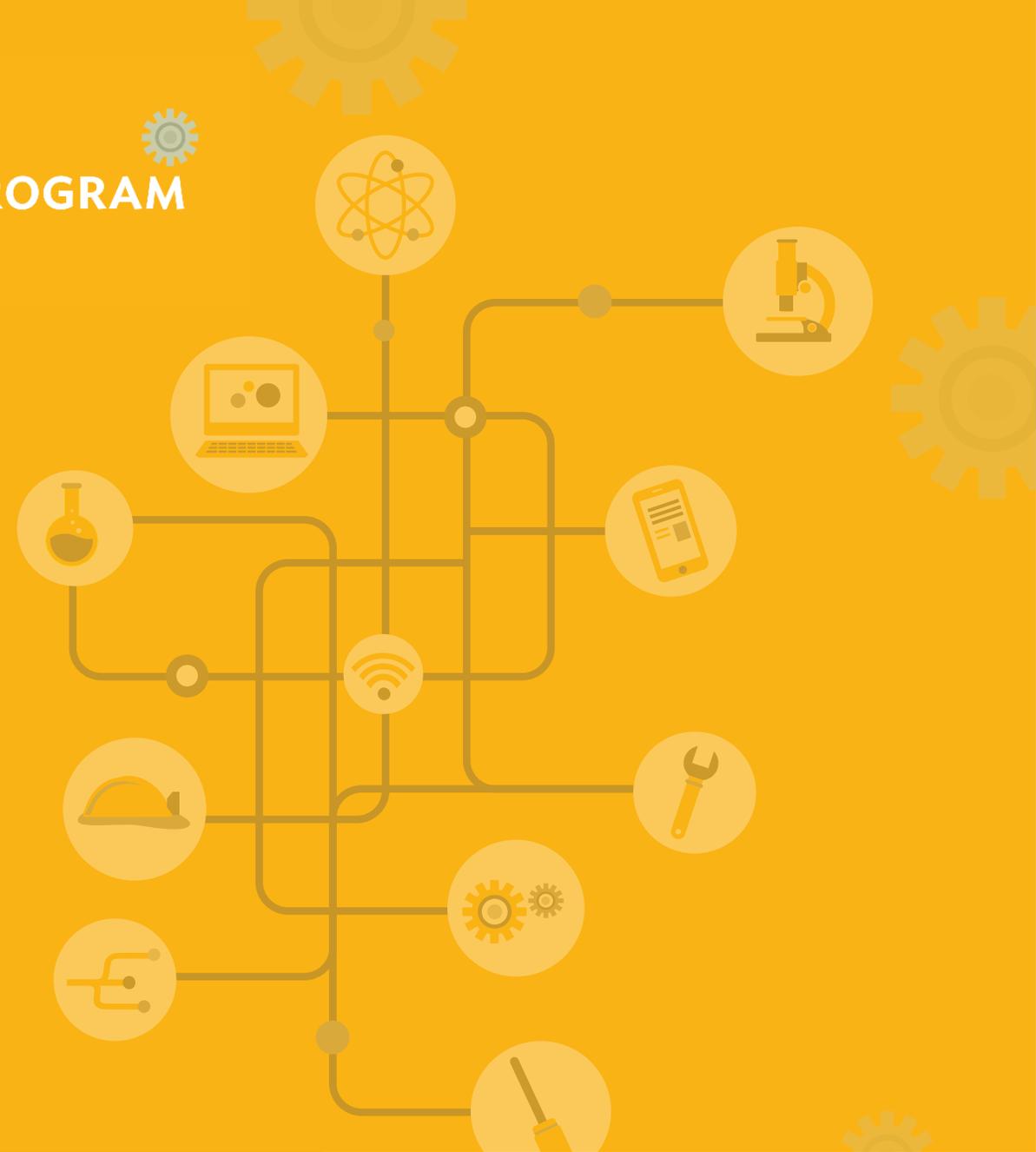
23 August 2021 • 1–5 p.m. (Manila time)
24 to 27 August 2021 • 2–6 p.m. (Manila time)

PRESENTER: INNOVATION MARKETPLACE
GOOD PRACTICE IN START-UP INCUBATION PROGRAM
DAY 3, 25 AUGUST 2021, 4:30 – 6:00 p.m. (Manila time)

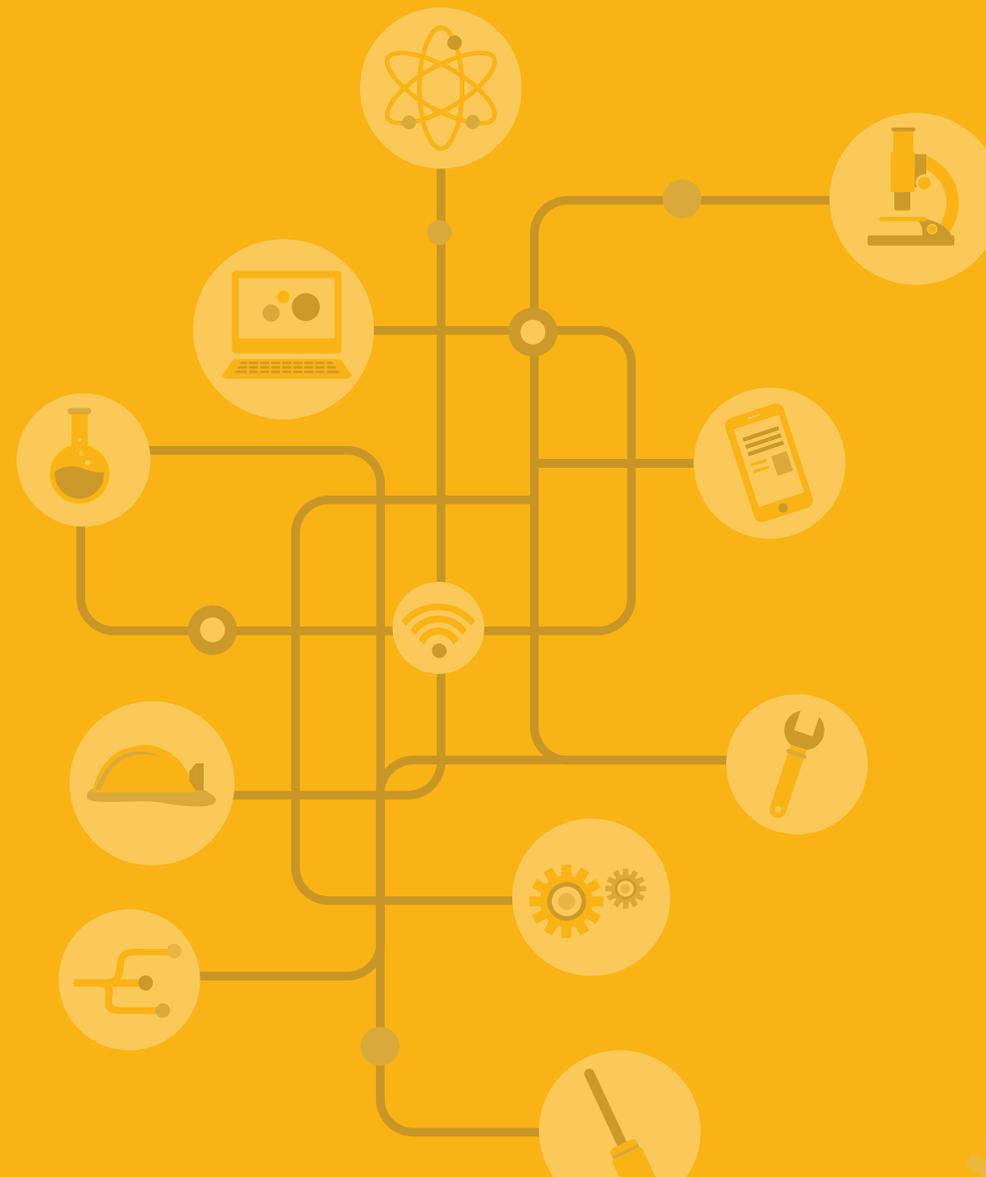


Samuel Ang

Chairperson
Pollinate SG



Good Practices in Startup-Incubation

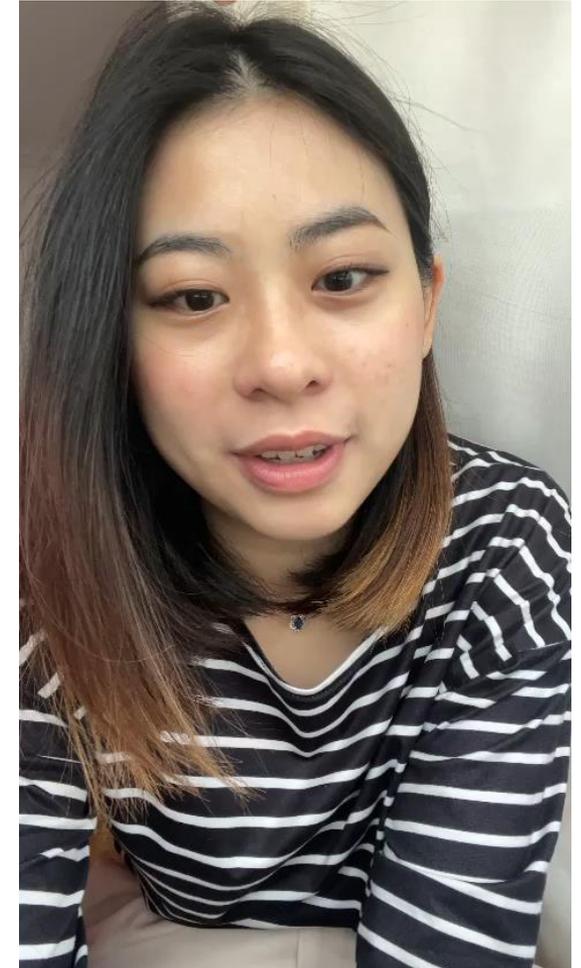


The Value of Enterprise and Entrepreneurship Education In TVET & IHLs

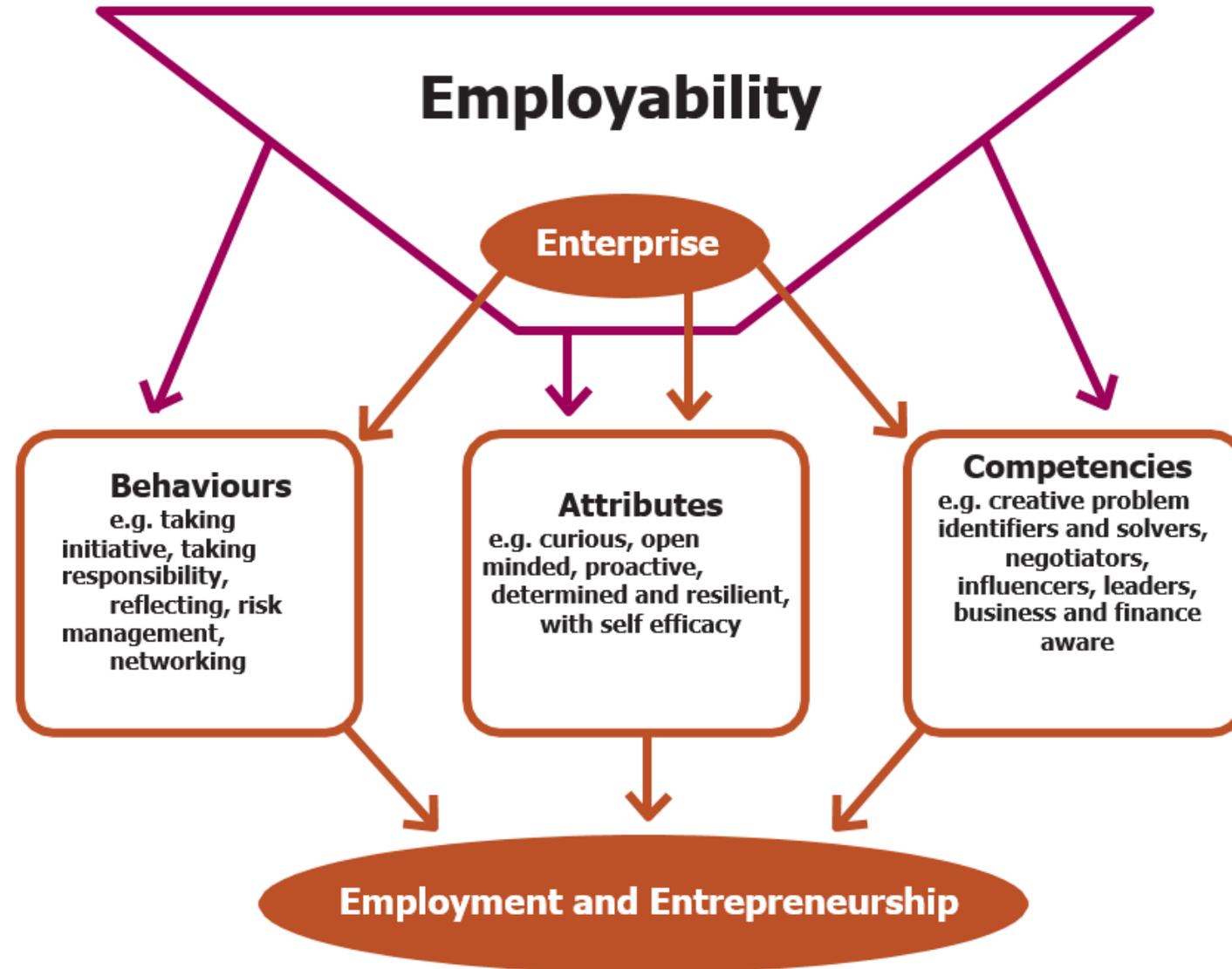
- Positive impact on positions gained within employment
- Positive influence on creativity, flexibility and the innovation process
- Positive impact on behaviour change and active citizenship
- Positive impact on learning attainment and grades
- Improve stakeholder engagement

Trained for Enterprise or Entrepreneurship?

- Self-discipline in starting tasks and completing them to deadline
- Develop a 'can-do' confidence
- Creative questioning approach
- Willingness to take risks
- Enabling individuals to manage workplace uncertainty
- Flexible working patterns and careers
- Teamwork
- Demonstrate Initiative and original thought



Desirable Attributes and Skillsets



Creating a Leadership Pool for Various Initiatives

Social entrepreneurship is where entrepreneurial ventures are driven by solving social or cultural issues, as opposed to financial gain or profit.

Green entrepreneurship is where environmental problems are explored to result in a net positive impact on the natural environment using sustainable processes.

Digital entrepreneurship is where digital products and services that are created are marketed, delivered and supported online.

Intrapreneurship is the application of enterprise behaviours, attributes and skills within an existing micro or small business, corporate or public-sector organisation.



Pankaj Mahalle
CEO
GramHeet

Website: <https://www.gramheet.com>

Email: contact@gramheet.com

GramHeet – Solving Real World Challenges



Our approach

GramHeet is one stop market place for farmers at the village level where we provide an integrated post-harvest services through digital platform called GramHeet Mandi.



Storage



Credit



Market Linkages

Pankaj Mahalle
CEO
GramHeet

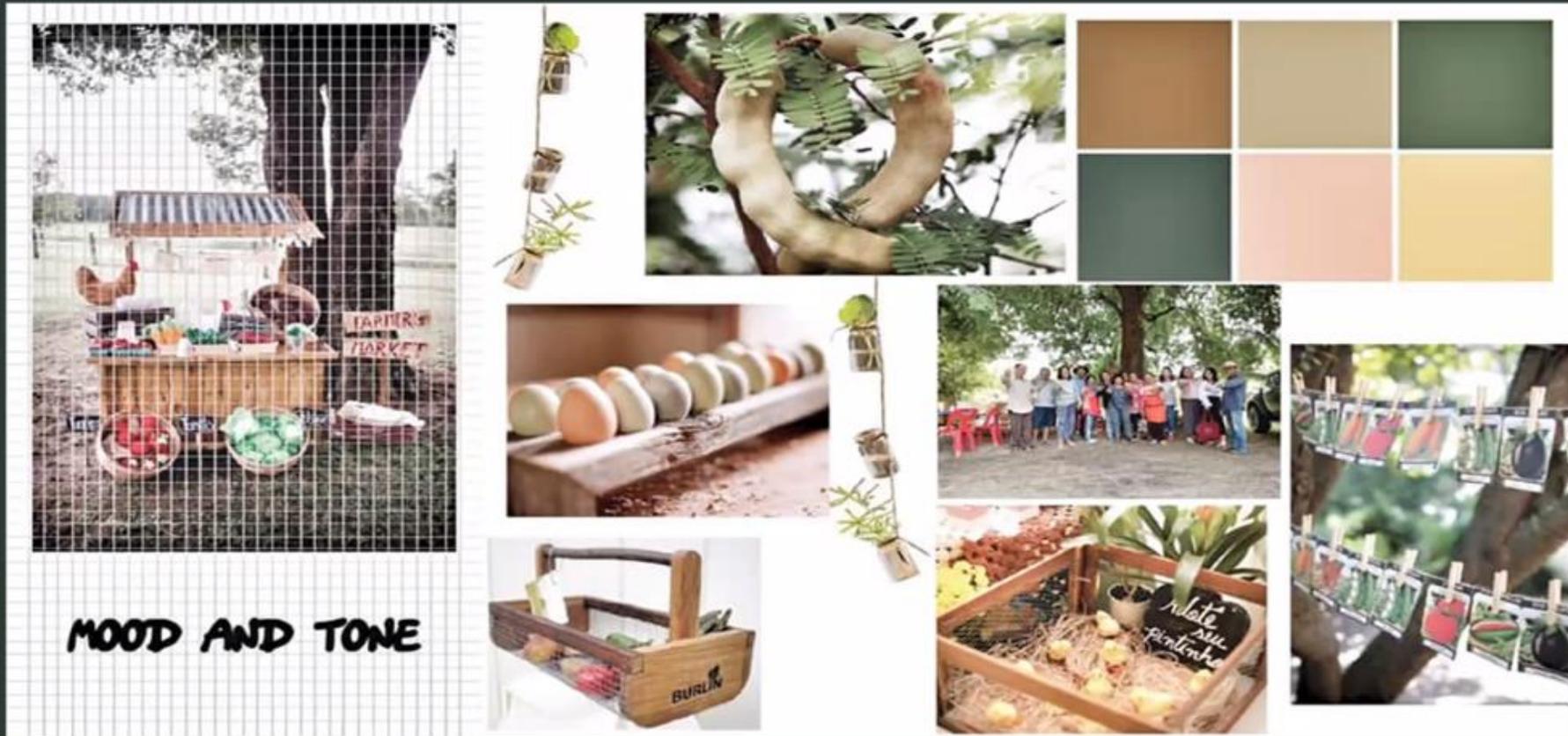
Pankaj Mahalle - Takeaways

- **“Academic Experience was not enough”**
- What is needed to develop entrepreneurial skills?
- What can be done to develop skills of young workers in the system?

Kasetsart University

Social Entrepreneurship Initiatives

➤ Farm shop perspective design by a team from Fashion Business KU (Department of Textile Science)



MOOD AND TONE

See also Faculty of Fishery Model in FB @Chobprachoom (Suriyan Tunkijjanukij, Dean)



Dr Chutima Kasetart University

**Business Model and Management Practice:
Organic Rice Community Business**
(extended from Smart Agri Robot Project by
School of Engineer: TVET x KU x Partners)

KU



**Dr Chutima
Kasetsart
University**

Is there a need for structured and coordinated efforts to drive entrepreneurial skills development Institutionally / Nationally?

Sharing a Singapore Experience

Opportunity Four Years Ago: To Develop a Platform to Tap on Thousands of Young Minds to Effect Change

The Starting Question

Pollinate

In the spirit of **lifelong learning**, how can we provide continued help and support to our students and graduates in their **entrepreneurship** journey?

Initiated in September 2017, Pollinate is a joint institutional incubator founded by Ngee Ann Polytechnic, Singapore Polytechnic & Temasek Polytechnic



NATIONAL
RESEARCH
FOUNDATION

Enterprise
Singapore



Institute of Technical Education

Associate Member

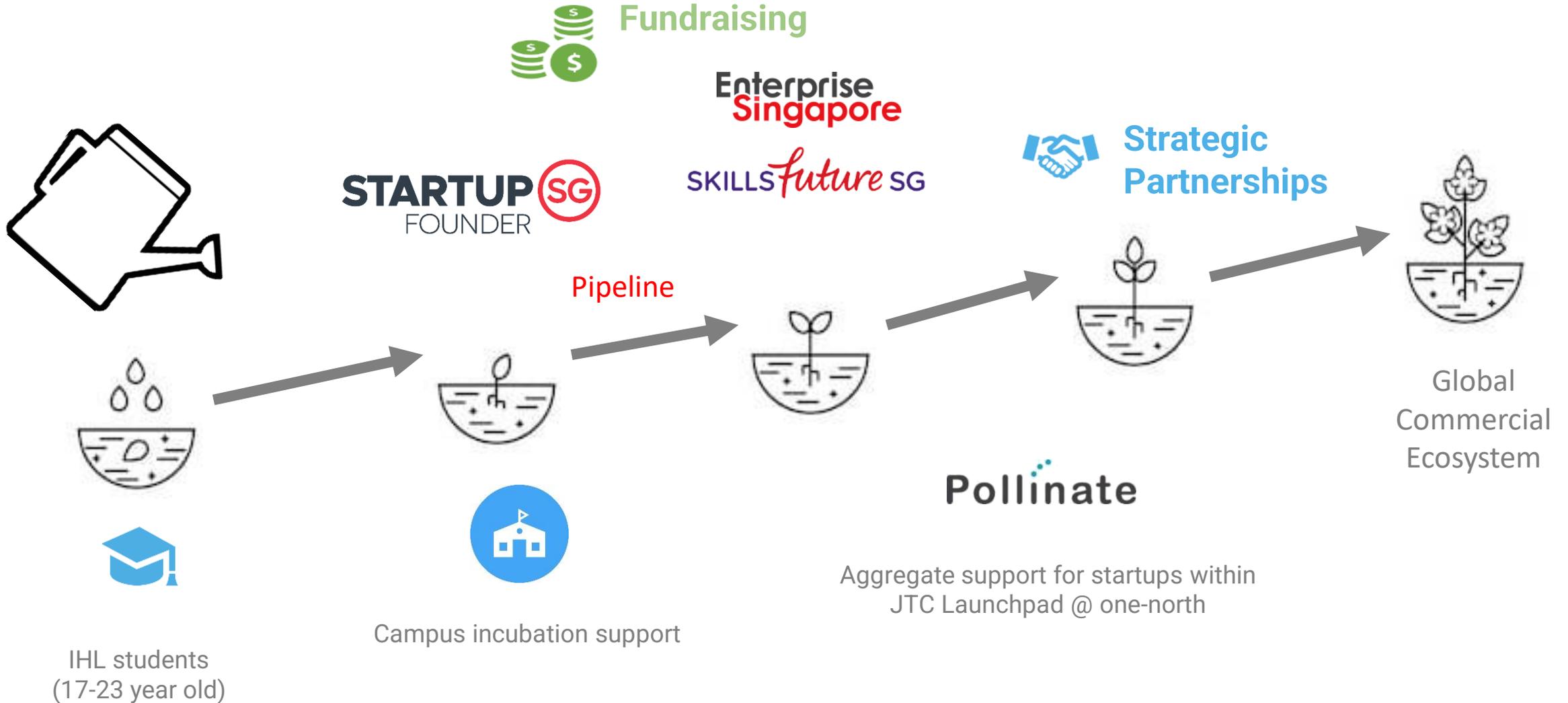


5 of 11 Government
Supported IHLs in
Singapore

Working Together to Build a **National** Cross Institutional Ecosystem
Grooming from **Academic to Commercial** Outcomes

The Pollinateur's Journey

Coordinated across institutions and organisations



Growth @ Pollinate



Seeding First Time Entrepreneurs

>200 **STARTUP** **FOUNDER** **SG** **20** recommended to ESG **14** awarded & incubated in-campus

Accelerating Growth

40 growth stage start-ups
>200 I&E talents trained
13 business & investment mentors on-boarded

Reaping Fruits

21 start-ups graduated
>S\$72.7M total funds raised collectively
>20 attained over **S\$250,000 revenue**

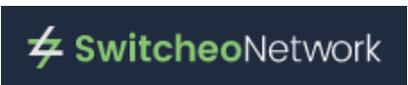
Industry & Community Building

>85 visits & events by student & business delegations
>2,600 visitors hosted

Pollinate Startups' Outcomes



>\$250K Fundraising

<p><u>Year 1</u></p>  <p>> S\$27M*</p>	<p><u>Year 1</u></p>  <p>> S\$20.4M*</p>
<p><u>Year 1</u></p>  <p>> S\$11.8M*</p>	<p><u>Year 2</u></p>  <p>> S\$2.7M</p>
<p><u>Year 3</u></p>  <p>> S\$3.1M*</p>	<p><u>Year 3</u></p>  <p>S\$700K</p>
	<p><u>Year 3</u></p>  <p>S\$500K</p>

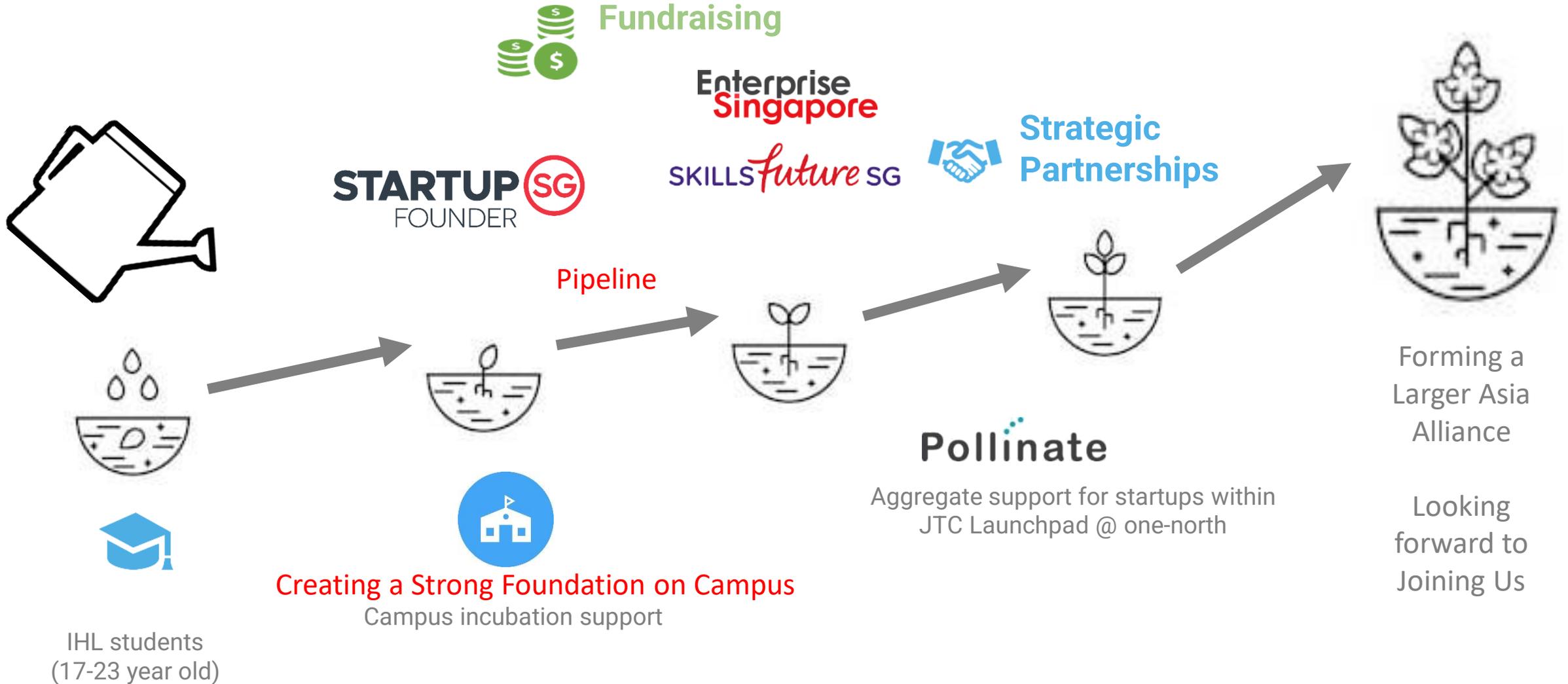
*through Initial Coins Offering (ICO)

>\$250K Annual Revenue

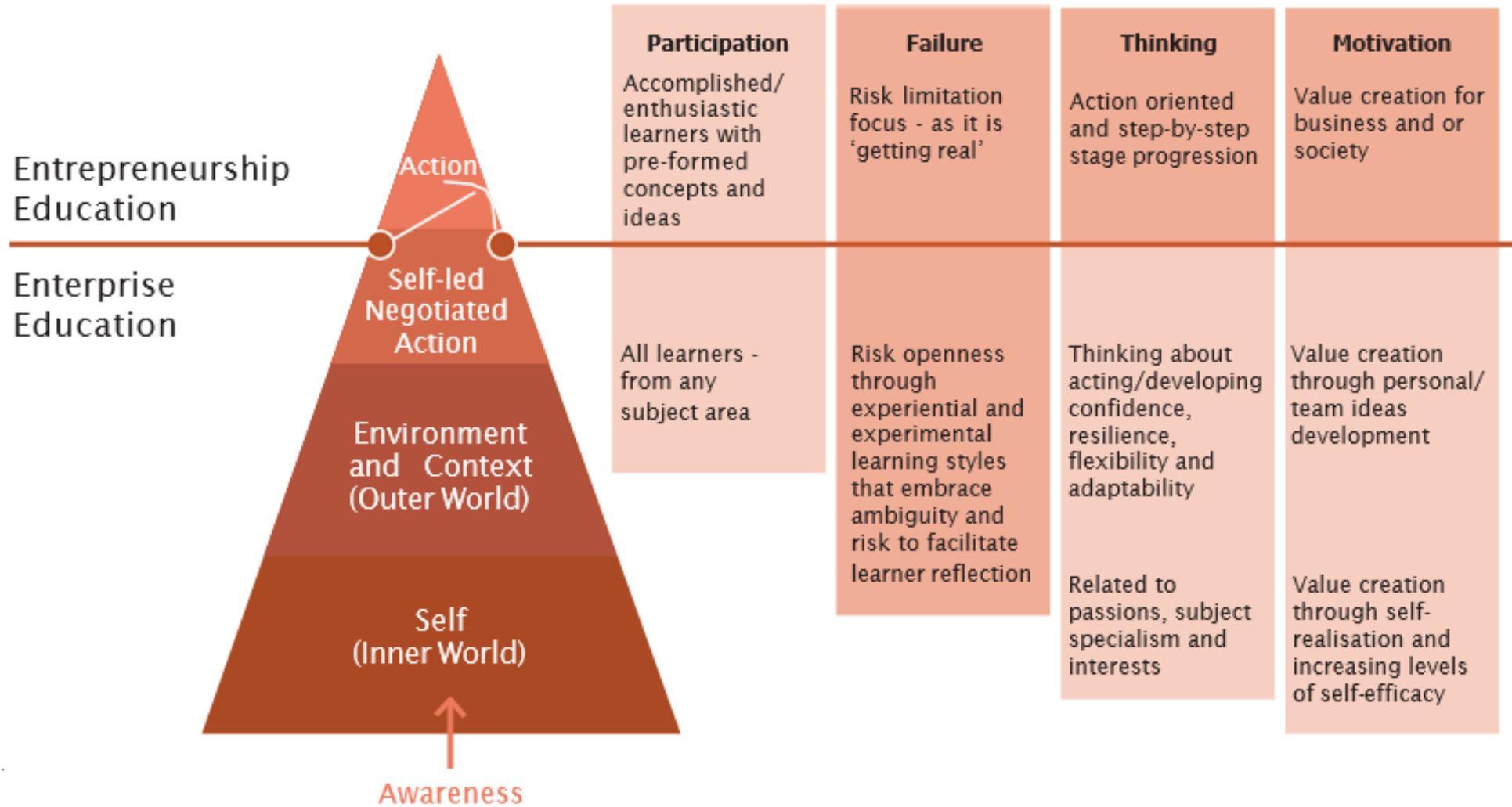
<p><u>Year 1</u></p> 	<p><u>Year 1</u></p> 	<p><u>Year 1</u></p>  <p>PATENTED TECHNOLOGY www.foodzaps.com</p>
<p><u>Year 1</u></p>  <p>Adding weight to your brand</p>	<p><u>Year 1</u></p> 	<p><u>Year 1</u></p> 
<p><u>Year 2</u></p> 	<p><u>Year 2</u></p> 	<p><u>Year 1</u></p> 
<p><u>Year 3</u></p> 	<p><u>Year 3</u></p>  <p>STUDENTS. EVENTS. SPONSORSHIPS</p>	<p><u>Year 2</u></p> 
<p><u>Year 3</u></p> 	<p><u>Year 3</u></p> 	<p><u>Year 3</u></p> 

The Pollinateur's Journey

Coordinated across institutions and organisations



Working on Mindset Change



Developing an entrepreneurial mindset is becoming:

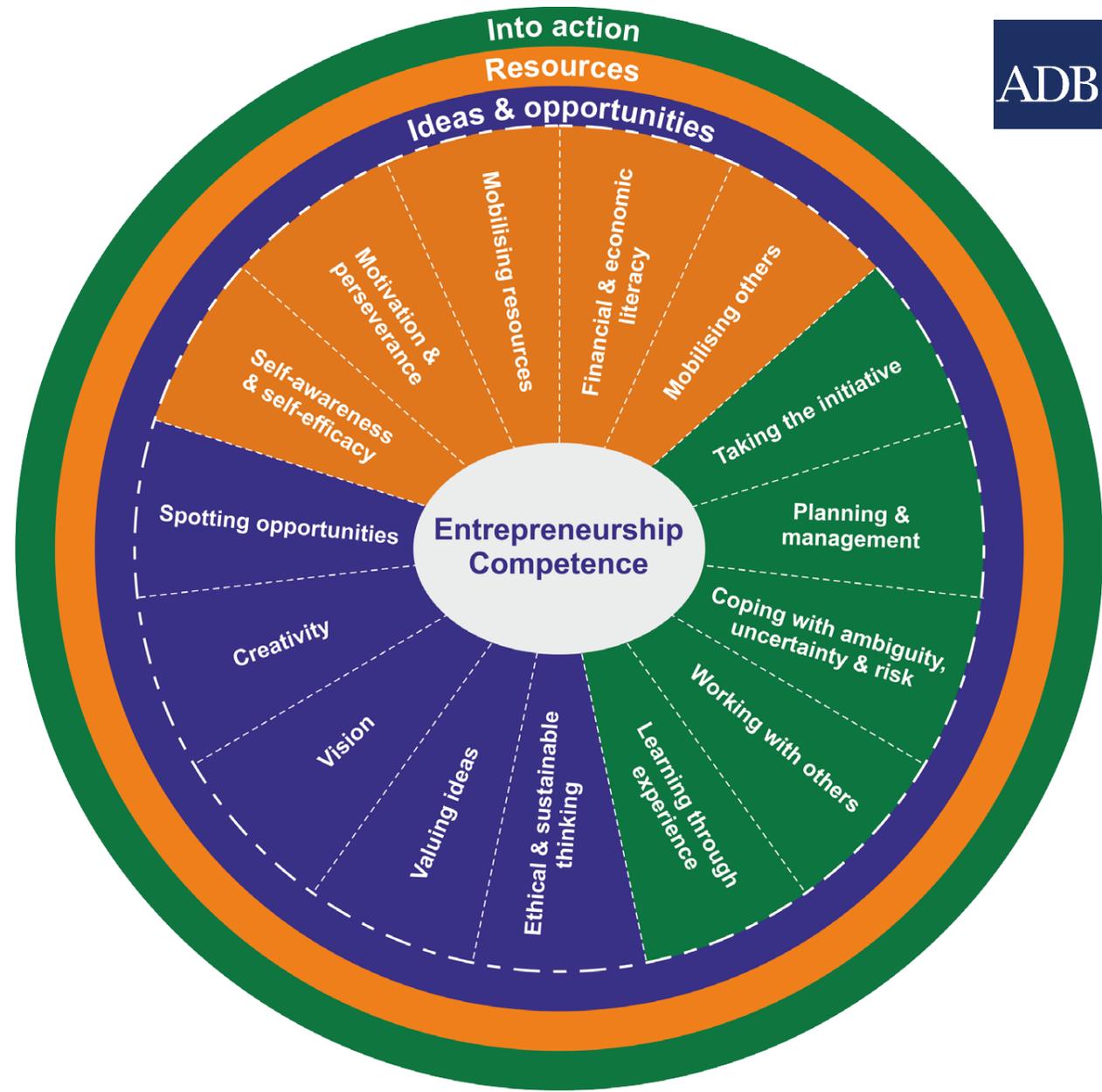
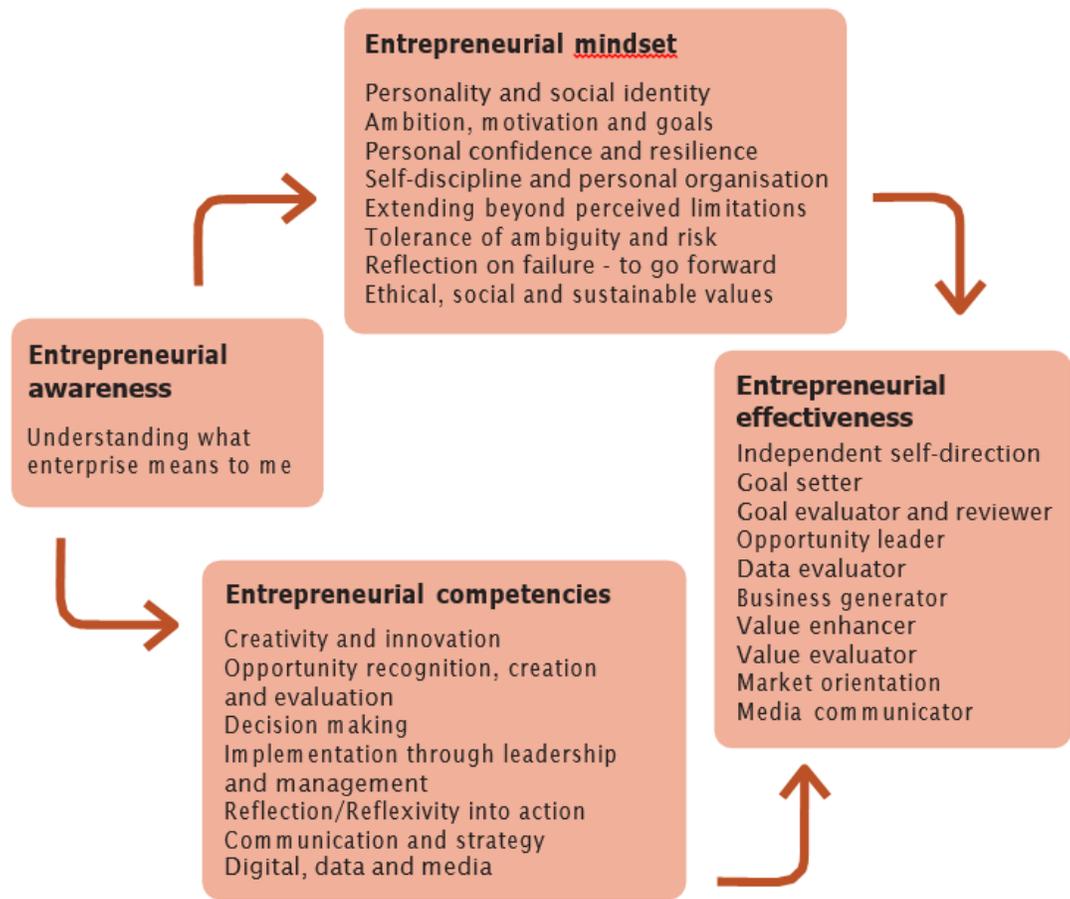


Our struggle as farmer is our inspiration...

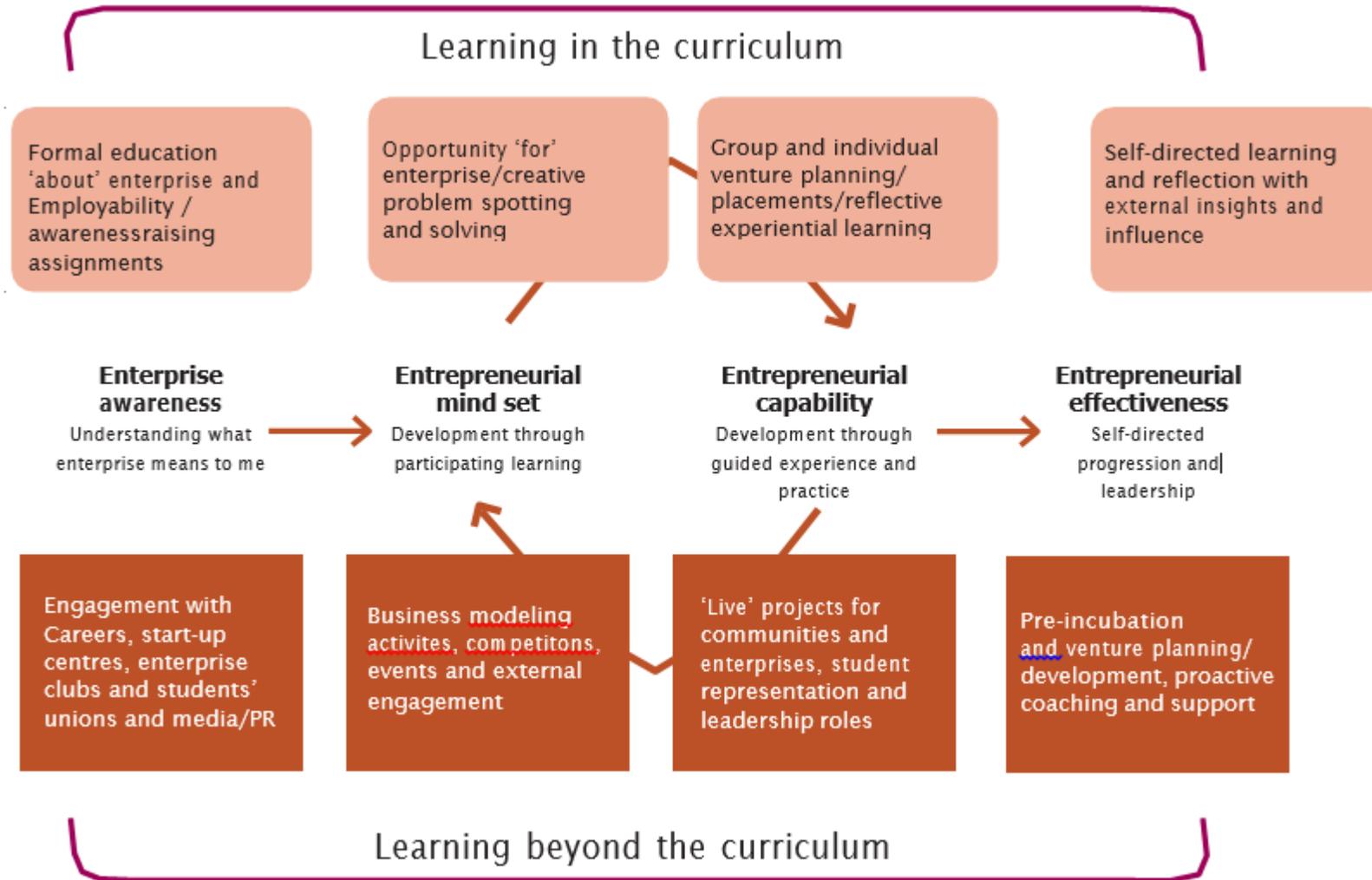


- curious towards new possibilities for creating value
- self-aware of personality and social identity
- motivated to achieve personal ambitions and goals
- self-organised, flexible and resilient
- responsive to problems and opportunities by making new connections
- able to go beyond perceived limitations and achieve results
- tolerant of uncertainty, ambiguity, risk, and failure
- sensitive to personal values, such as ethical, social, diversity and environmental awareness.

Developing Skillsets and Competencies



Curricular, Co-Curricular & Extra-Curricular Pipeline



Structured Programs with Member Institutions



Charlotte, where are we going?

Creativity and innovation

Ideas founded on the ability to think and act creatively and innovatively

Opportunity recognition, creation and evaluation

At the heart of Entrepreneurship is the recognition of real opportunities from a spectrum of possible ideas. Working closely with mentors for calibration, sometimes more than one to provide different perspectives.

Decision making supported by critical analysis, synthesis and judgement

Entrepreneurs and intrapreneurs rely on an ability to combine new and emerging insights that enable them to make decisions, even where these are based upon limited or unclear data or emotional considerations such as well-being. Decisions to act are made within a context of uncertainty and through iterative processes.

Digital and Data Skills

Big data can inform the decision-making process, and the development of/management of digital and data competencies inform successful Enterprise and Entrepreneurship.

Implementation of ideas through leadership and management

Successful incubators groom students with ability to take action, and implement decisions, through social processes. Manage resources in response to a problem or need, demonstrating an enthusiasm for enquiry and the motivation to sustain it.

Action and reflection

Students often have heightened levels of self-awareness developed through reflecting upon, and continually learning from, their actions; they use failures a milestones and markers for progress.

Communication and strategy skills

The ability to build effective relationships with a variety of stakeholders. Interpersonal skills become well developed through communication and interaction with others. Effective and adaptive planning is key to developing and implementing strategies.

Action and reflection

Have heightened levels of self-awareness developed through reflecting upon, and continually learning from, their actions; they use failure to mark progress.

Best Practices - Supportive Institution

- **Central unit** has the advantage of cross-disciplinary opportunities, where innovation results from the meeting of different minds and different methodologies, and provide coherence
- **Venture Building Programmes** where students are required to set up and run a business as the basis of their credit-bearing studies
- **Encourage student engagement** and entrepreneurial outcomes in the learning process
- **Map and articulate institutional development** that responds to policy drivers, economic development and social wellbeing, on regional, national and global levels
- **Employ learning evaluation metrics** that respond to identified entrepreneurial needs
- **Strengthen links/relationships with businesses, social enterprises, alumni and relevant organisations** by inviting entrepreneurs to be guest speakers and/or visiting lecturers.

Best Practices - Have a Good Panel of Mentors

Pollinate network of Industry Experts & Mentors



Dr Yaacob Ibrahim
Former Minister of MCI
Professor of Eng, SIT
Adviser to Principal, SIT

Infocomm Media & Education



Joel Yarbrough
VP Asia Pacific, Rapyd

E-payments



Khor Chieh Suang
Principal, Cento Ventures

Venture Financing, Exit Strategy



Benjamin Mah
Executive Director, Pollinate
Director, Oracle Digital
Innovation
Co-Founder, V-Key
Chairman, IMDA TeSA

Cybersecurity & Enterprise



David Ng Meng Wah
CEO & Founder, goGame
Serial Entrepreneur

Infocomm Media
Entrepreneurship



Jane Prior
Former Partner, RapzoCap

Marketing, Social
Entrepreneurship



Kenrick Drijkoningen
Head of Growth, Golden Gate
Ventures
Managing Partner,
LuneX Ventures

Blockchain & Cryptocurrency



Maxim Shkvaruk
Director, Atlas Ventures
Former Investor,
Frontier Ventures

Venture Financing, Health Tech,
New Media & Cybersecurity



Stuart McLelland
Managing Partner, RapzoCap

Engineering, Energy & Property-
related businesses



David Goh
Director, Pebble Bridge
Former VP Corp Devt,
Mastercard
Former MD, Singtel Innov8
Ventures

Venture Financing & Public
Sector



Tracy-Anne Ang
Partner, Rajah & Tann

Legal, Corporate Commercial,
Merger & Acquisitions



Henric Suuronen
Founding Partner,
PlayVentures
Private Angel Investor

Games, UX Design, Pitching &
Entrepreneurship



Nicolas Hunsinger
Director of Financial & Strategic
Operations, Ubisoft Singapore

Immersive Media, Games, AI,
Blockchain



A person in a dark jacket and pants stands with their back to the camera on a long, narrow, and weathered concrete pier extending into a dark, choppy sea. The sky is filled with heavy, grey clouds, suggesting an approaching storm. The pier is covered in patches of yellow and orange lichen. In the distance, several dark, rectangular structures, possibly remnants of a pier or breakwater, are partially submerged in the water.

**EVERYONE
HAS A PURPOSE**

Good Practices in Startup-Incubation

Q & A

QR Code:

**Join our Open Institutional Incubator Network
Express Interest**

