FINAL REPORT – PHASE II

Project under the organization:

'UNSCHOOL.in'

Submitted to:

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EXECUTIVE SUMMARY

Unschool is a one-year old start-up that operated in the EdTech industry in India. During its growth stage it is highly focused on marketing and business development in order to make a stable customer base. To perform the task, it has different level of internship profiles and different offers for courses. As an intern (UCC) I was empowered to hire and make a team of UCIs (one-month intern under Unschool) through whom I was supposed to perform the task of marketing, branding and business development. To do the task first the objectives were defined and methodologies were decided accordingly. For the execution of the project emphasis was on the use of Word of Mouth publicity and Social Media Marketing concept of IMC tools. From forming of an all India team of UCIs through interest invite form and telephonic interviews to mentoring them on regular basis required proper planning and execution of those in an efficient way. Along with the main project work, another side project (an online survey) was taken up to find the customer preferences in going for an online course. Various trends and observations (findings) are discussed in the field of company product offers and trend of pricing, periodical sales share, background of students from whom responses were collected, demand for courses sub-category wise (technical, managerial, humanities) and category wise conversion rate. These observations can be helpful to the organisation in strategizing and decision making. Some critical issues are discussed as well to put light on some aspects. Start-ups are always rich in terms of learning opportunities. Applying of marketing knowledge, developing interpersonal skills, team building and team leading ability, testing of managerial skills through team management, brainstorming and generation of new ideas, work planning and scheduling – these were some of the areas of learning in this internship.

(words count: 300)

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PART-A: INTRODUCTION

A.1. ABOUT THE COMPANY

- **Name: Unachool.in**

- **Founded on:** Feb 8, 2019

- **Co-founder, CEO:** Mr. Rahul Varma

- **Headquarter:** Hyderabad, Andhra Pradesh, India

- **Company size:** 376 full time employees

- **Specialties:** Coaching, Online Education, Teaching, EdTech, e-learning, e-mentoring

- **Vision:** To provide alternative learning and teaching methods that break students free from conventional means of education. Effective learning that leads to a purposeful career, driven by clarity and confidence.

- **Mission:** To have teachers, working professionals and students create a powerful online learning ecosystem for themselves, specifically designed to cater to their personal career goals and industry needs.

- **Products & Services:** Various courses in the variety of domains like management, technology, personal development etc. and webinars.

Unschool is a **Government of India** recognized company incubated under **Government of Telangana's** initiative T-Hub (Hyderabad)**,** Asia's largest Incubation center. With 10000+ students, 50+ mentors with 100,000+ hours of learning delivered, Unschool is reviewed as the **Top 10 Digital Learning Companies of 2019** by the Higher Education Magazine. Unschool is a market-place that allows anyone with the knowledge and skills to share, to come and host their courses on our platform.

RECOGNISED BY   REVIEWED AS TOP 10 LEARNING PLATFORMS - 2019   INCUBATED UNDER LAB32 PROGRAM OF

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A.2. ABOUT THE PROJECT

➢ **Project Title:**

Marketing of Unschool and building and training a team of UCIs for Branding and Business Development of the organization

➢ **Objectives:**

1. To perform the marketing task of Unschool and its products
2. To hire UCIs from different parts of India
3. To lead the UCI team and mentoring them through the internship process
4. To perform business development task through the UCIs
5. To find customer preferences while purchasing an online course

PART-B: METHODOLOGY

B.1. WORK PLAN

To complete the set of tasks given, first of all a proper work plan was needed and hence it was formulated in the following way.

Here is the detailed work plan in the same order as those are mentioned in the objective.

The first 4 sets of tasks can be categorized as Experiential Learning type.

1. **To perform the marketing task of Unschool and its products:**

In the current work from home situation, there are three main options an intern can perform for the marketing purpose. Those are:

  a. **Word of Mouth publicity:** Personal contacts and network is helpful here to perform the task. I have used my own contact and network for the purpose of marketing of the organization Unschool and its products/offerings.

  b. **Social Media Marketing:** Company posters, offers of courses etc. are provided by the company. To market those, these are the main social media tools which are effective for branding of Unschool:

      i.   Facebook
      ii.   WhatsApp
      iii. Instagram
      iv.   LinkedIn

  c. **E-mail Marketing:** It is another effective way to reach to the target audience in a particular institute. So, e-mail marketing was used as well for this purpose.

2. **To hire UCIs from different parts of India:**

UCI is Unschool Community Influencer. They are the one who generates potential leads for Unschool products and convert those leads. To recruit UCIs, I floated interest invite google form for the opportunity of 1-month internship under Unschool. Once I generate lead, I conducted a telephonic interview and had an interaction with each interested candidate. Later on, selected candidates were provided with an Offer Letter from Unschool for the position of UCI as an intern.

3. To lead the UCI team and mentoring them through the internship process:

Once the candidates used to accept the offer letter, I used to conduct a formal induction to make them understand their work, supporting materials from Unschool, their target and processing of data. Starting from the induction throughout the processes of mentoring, updating them with new offers, helping them with their lead generation and conversion, regular feedback and follow up sessions with them to meeting their targets successfully – was a step by step task that was followed by me as a mentor.

4. To perform business development task through the UCIs:

To close the deals, I worked as a constant mentor to the UCI team. Once they felt that they had a potential customer, I made them go strategically to close the deal. I provided support from my side if required, like scheduling a consultation call directly with the customer in order to give him a clear idea about Unschool as a company and the products he is interested in, benefits he would be getting. This helps a lot in closing a deal fast and helps the UCIs to achieve their targets within deadlines.

Finally, for this final objective which was not mandatory form the side of the organization, however, I thought of taking up something on my own and have an experience in conducting an online survey and analyze the result.

5. To find customer preferences while purchasing an online course:

Along with the google form that was being circulated by my team of UCIs, there was one question which asks an interested candidate, who was willing to opt for an online course, what were his top five preferences in selecting an online course. I had designed that question by putting 13 different options along with one 'Other' checkbox. I planned to collect the data from the team of UCIs, who were generating leads from various parts of India. Through this data, I think to some extent customer behavior while going for an online course can be understood and this survey will not only be helpful to this particular organization but also to other newcomers in the EdTech industry along with the existing ones. The data will also be helpful in decision making for the sales promotion and offers.

B.2. ROLES PERFORMED

Various roles are being performed by me here at Unschool for this particular internship.

Those are:

1. Social Media Marketer
2. UCI recruiter
3. Team leading and mentoring
4. Achieving targets within deadlines through my team
5. Coordinator between my UCI team and my Unschool mentor
6. Analysis of the database of collected responses

PART-C: EXECUTION

Unschool being a startup and its modern, liberal company culture helped me as an intern to work on my planned methods and it was not that rigid in terms of methodologies for completing the tasks. This actually opened room for creativity and logical approach in working with real life data and dealing with clients of the organization.

In the early days of the internship the prime focus on recruiting of UCIs. For that a google form was prepared and it was circulated along with a proper briefing of the internship opportunity. The role that I was empowered to provide to other interns was UCI (Unschool Community Influencer). The google form was named 'UCI Recruitment Form' and it was circulated through various social media platforms. Based on the response, interested candidates were given a time slot preference for the purpose of telephonic interview. After having an interaction selected candidates used to get an offer letter from Unschool for the internship and their acceptance of the offer letter confirmed their role as an UCI.
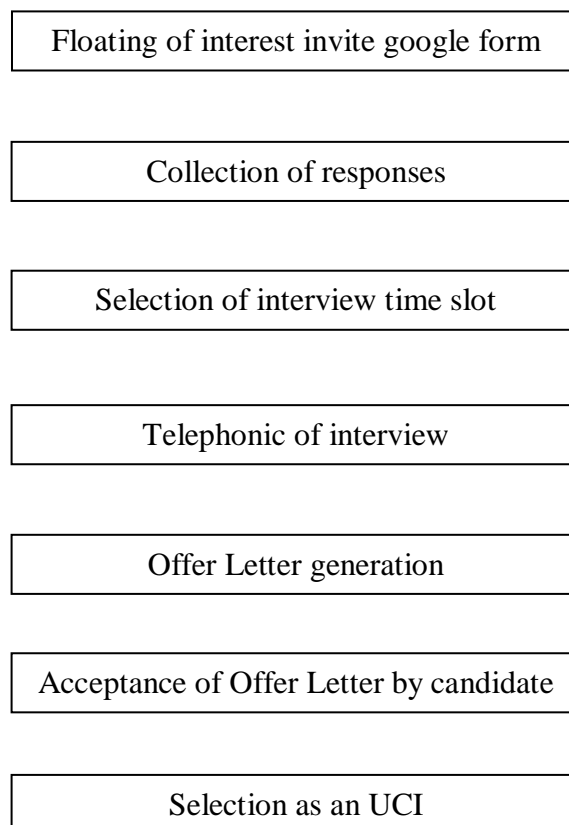
Floating of interest invite google form

Collection of responses

Selection of interview time slot

Telephonic of interview

Offer Letter generation

Acceptance of Offer Letter by candidate

Selection as an UCI

Fig 1: Flow Chart of the selection process of an UCI

For the telephonic interview process, I focused on the following questions in general.

1. Tell me something about yourself.
2. What have you found out in the unschool.in website?
3. Why are you interested in this particular internship?
4. Have you ever managed any event taking care of the marketing side of it?
5. Have you ever conducted any kind of survey?
6. Can you handle targets and deadlines? Back it up with any of your past experience.

Once the selection is done, it was necessary to equip them with the product understanding which they are going to market and sale. Product understanding is very important in marketing. Apart from that, letting them know about the company and its business, its expectation from the interns were also important. So, I planned it in a systematic and structured manner. The UCI internship was of 30 days. These 30 days were properly planned for each of the UCI interns of Unschool that I worked with.

So mentoring was a really crucial and major part of this particular internship. It was generally conducted through Google Meet and required ppts were made accordingly.

DAYS	MEETING TOPICS/ AGENDA	DURATION (in hour)
1	Induction	1
2	Marketing Plan & Product Knowledge	1
3	Sales Form Creation	1
4	Understanding of Company Culture & Work Flow	0.5
5	IMC Tools	0.5
6	Analysis of Collected Responses/ Leads	1
7	Social Media Campaign - 1	0.5
9	Progress Report & Plan of Action	1
11	Follow Up Meeting - 1	0.5
13	Golden Circle of Marketing	1
14	Social Media Campaign - 2	0.5
16	Follow Up Meeting - 2	0.5
18	Customer Hub Spot	0.5
20	Review of Lead Generation Form	1
21	Social Media Campaign - 3	0.5
22	Follow Up Meeting - 3	0.5
24	Review Meeting	1
26	Social Media Campaign - 4	0.5
28	Follow Up Meeting - 4	0.5
30	Certification & Feedback	1

This is how the meeting was conducted. In general, two to three interns were combined to a group and accordingly the meetings were conducted. It took near about 15 hours of dedicated time of mentoring per intern throughout the internship for me. Though it was planned, there were interns who dropped the internship in the middle. It will be covered in the later part of the report.

The rough sketch was like this, I got a total number of 31 UCIs, out of them 12 were serious UCIs, through whom 3-5 institutes each were tapped and the marketing and business development activities were performed. So, as a total, more than 50 different institutes (colleges/ coaching institutions) of both graduation and post-graduation level were reached.

To talk about the financials, throughout the whole internship period a total number of 21 courses were successfully converted generating revenue of almost Rs. 20,000 for the organization.

Now for the self-taken survey, a question was inserted in the sales form in this way.

"What are your top 5 preferences in selecting an online course?"

13 different options were provided under this particular question. Those were as follows:

1. Course Progress Tracking Facility
2. Discussion Board
3. One to one mentoring
4. Experienced and quality teaching
5. Individual doubt solving sessions
6. News feed with daily updates
7. Collaboration with other companies
8. Confirmed Live-Project with every course
9. Certified Platform by Govt. of India
10. Discount
11. Internship opportunity with successful completion
12. Regularly updated content
13. Lifetime access

PART-D: OBSERVATIONS

As discussed in the methodology and execution part of the report the project observations were as follows. This segment is divided into three parts and is discussed as follows.

1. Organizational Observations
2. About self-learning
3. About customer preference survey

D.1. ORGANIZATIONAL OBSERVATIONS

To talk about the organization's support to its interns was as follows.

Regular mentoring was provided on daily basis and feedback or follow ups were taken. Unschool made sure that the interns have a clear idea about their day to day work. During the project work Social Media Marketing activities were performed in a robust manner.

Organizational hierarchy was maintained throughout the whole internship. Proper work flow was like, mentor – UCC (interns) – UCI (recruited team of interns). Similarly, the feedback or the reporting followed the reverse hierarchy. The organization also maintained a certain level of punctuality in terms of its working hours that was 11 am to 8 pm. Day end follow up meetings were generally scheduled at 7 pm for the purpose of reporting. Check in meetings were generally kept at 11 am in order the decide the day's work and plan of action of each and every UCC (Unschool Community Champion).

Since Unschool is a startup and is planning to establish its marketplace, it provided huge discount to its courses. On the website the courses were marked on prices of Rs. 2000, Rs. 4000 and Rs. 6000 depending on the depth and type of the courses. Even these are the discounted prices at 50% from the mentioned price, i.e. Rs. 4000, Rs. 8000, Rs. 12000 respectively.

It kept on updating its prices on every month and provided sales promotional offers.

Three kinds of offers were there, one product, two product combo and four product combos.

a. **One product offer:** this offer was for those who wanted to go for any one course out of the course list of the company.

Month	Price (in Rs.)	%-change
May, 2020	999	-
June, 2020	1499	50.05%
July, 2020	1800	20.08%

This is how the price kept on changing throughout the internship. Now depending on the data let's have a look at the 2nd order polynomial trendline of the price for the next two months. This is based on excel trendline forecast.
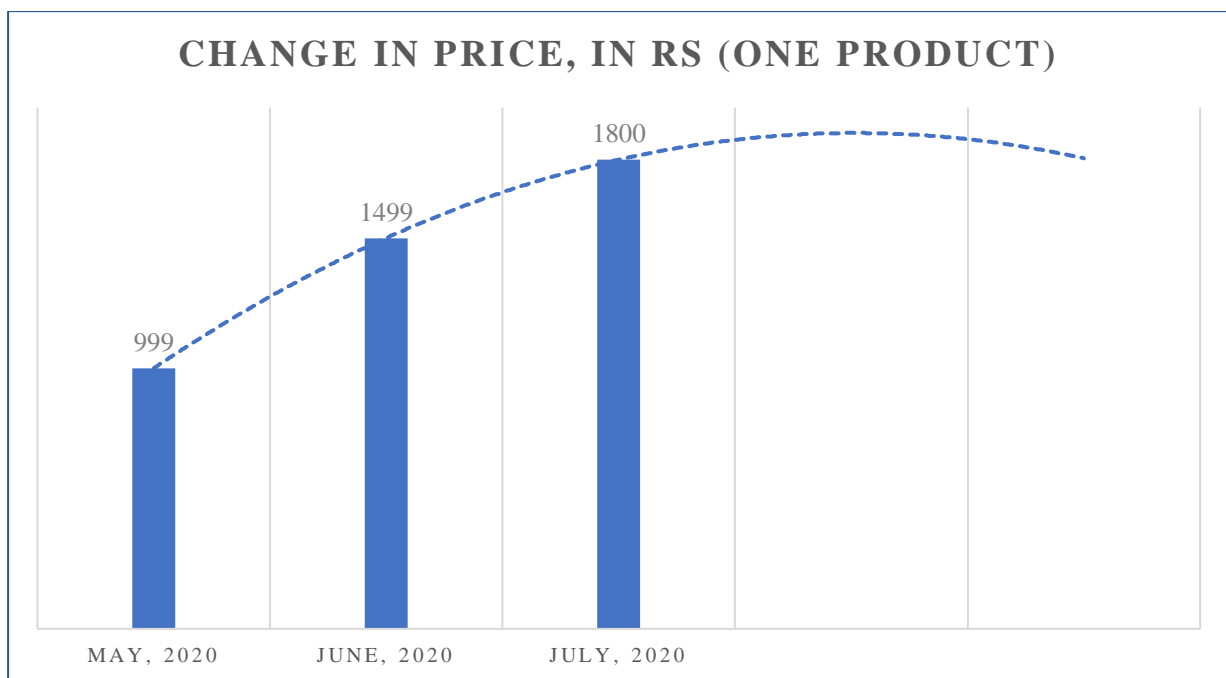

Fig 2: Price change of one product and forecast based on 2nd order trendline

As it can be seen from the chart that the promotional price has increased throughout the period, however on a decreasing rate. It is expected to increase in the next period, though there is a possibility that it might decrease in the next period i.e. Sept, 2020.

b. **<u>Two product combo offers:</u>** this offer was for those who wanted to opt for any two courses out of the course list of the company.

Month	Price (in Rs.)	%-change
May, 2020	1600	-
June, 2020	1999	24.94%
July, 2020	2400	20.06%

As we can see the price increase for this product was more or less steady at a controlled pace. Now, based on the data the prediction or the forecast line can be drawn.
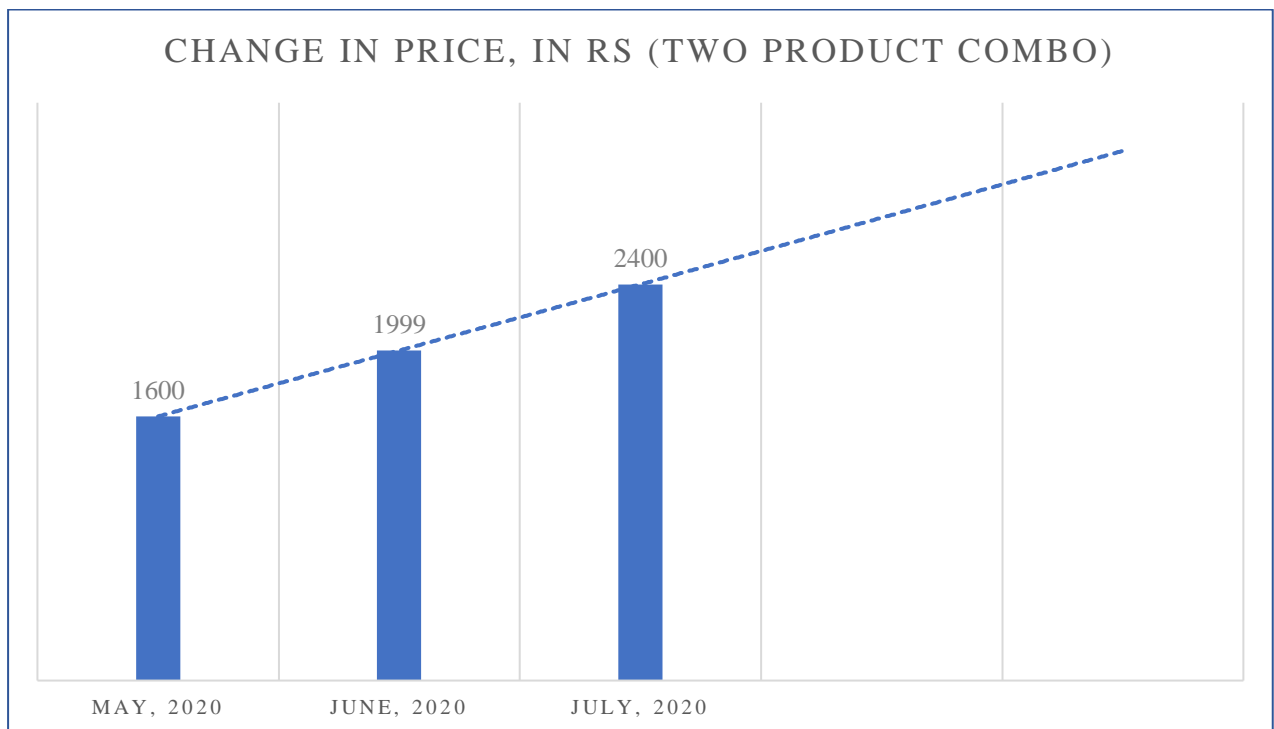
The forecast line is based on 2nd order polynomial equation.

Fig 3: Price change of two product combo and forecast based on 2nd order trendline

The price for this particular combo has increased throughout the period and is expected to increase in future. Since the rate of increase for the product combo is steady it can manage its demand in the market hopefully without decreasing the sales from this particular area.

c. Four product combo offers: since the courses came with lifetime access opportunity some might have wanted to go for the four-product combo and avail the maximum discount for himself.

Month	Price (in Rs.)	%-change
May, 2020	3500	-
June, 2020	3500	0.00%
July, 2020	3600	2.86%

In this case the price of this particular combo was more or less static. Very marginal increase was observed in the last month. Now, based on the data a prediction line is made to forecast the combo price for the next two months.

The forecast line is based on 2nd order polynomial equation.
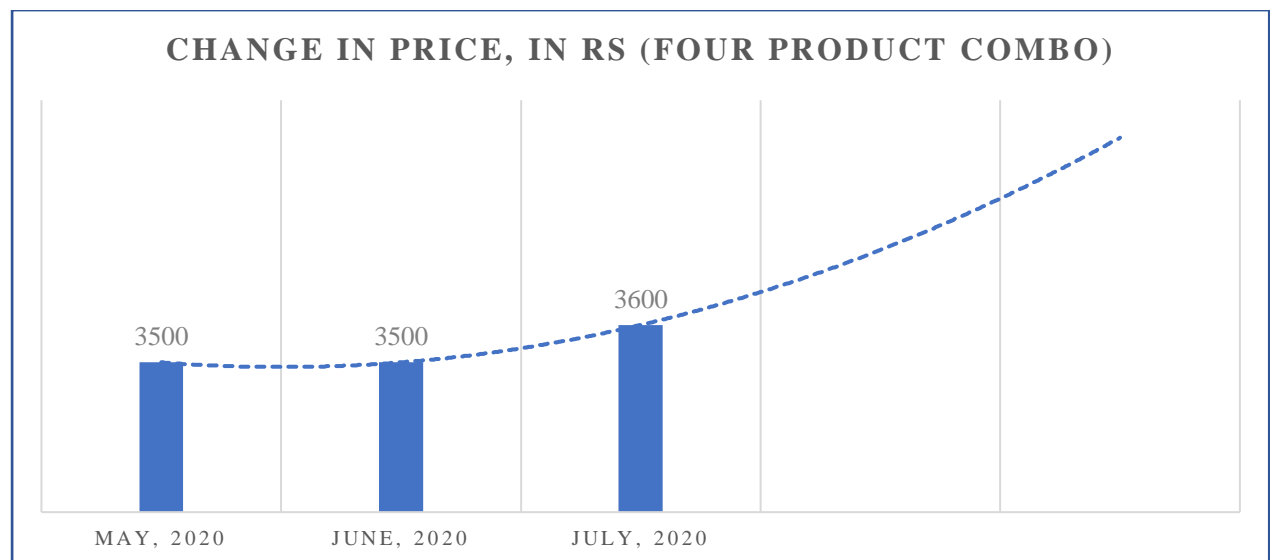
Fig 4: Price change of four product combo and forecast based on 2nd order trendline

For the first two periods the price was constant. Later in the third month there was a slight increase in price (2.86%). It is expected to grow a little in future since the company is gradually trying to grab the marketplace keeping a focus on company's revenue generation.

As the cost structure of the organization is more or less clear now, let's have a look at the USPs of the organization.

However, before that just have a check on the basic facilities that are present with its courses, like other companies in the same industry.

- ✓ Wide variety of courses
- ✓ Availability of demo courses
- ✓ Lifetime access to the courses
- ✓ Learning opportunity at one's own pace
- ✓ Course progress tracking facility
- ✓ Reviews on the course page
- ✓ Detailed syllabus and introductory chapters for free
- ✓ Notes
- ✓ Teaching by industry experts

Now, there were some unique features as well. So, the USPs of Unschool.in are:

- ✓ Presence of 'Discussion Board' – a chat-box where students' queries are addressed by mentors
- ✓ 2 live projects with each course: one minor, one major – to apply the acquired knowledge in real life
- ✓ One to one mentorship facility throughout the projects
- ✓ News feed with daily updates and upcoming internship opportunity in the domain of the course as well as outside the selected course
- ✓ Regular webinars by industry experts to provide students with the proper knowledge and exposure
- ✓ Letter of recommendation from the respective coaches depending on the project works

D.2. ABOUT SELF LEARNING

Now let's have a look at the sales share data throughout and periodically. In actual, some clients wanted to opt for selected three products. So, that was covered under a customized category from the company.

Following is the sales share (no of courses sold in the form of any of the above mentioned) data for the whole period of the internship as a percentage of total number of courses sold.

One Product	Two Product Combo	Three Customized Products	Four Product Combo
23.81%	28.57%	28.57%	19.05%
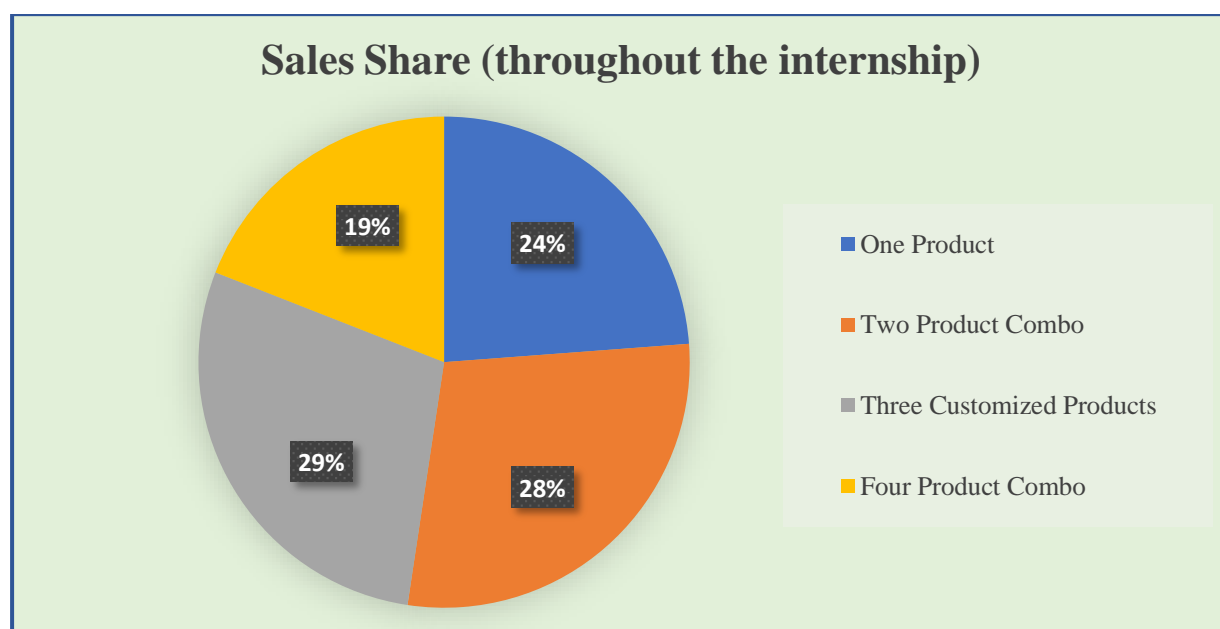
Fig 5: Sales percentage, sold in a particular form, as a % of total courses sold,
Period: May, 2020 – July, 2020

As it can be seen from the above chart that most desired combos were the Three Product customized one and the Two Product Combo offer. However, the spread was pretty much good throughout the overall internship tenure.

To get to know the true picture now it is also important to have a check on the periodical data of the sales share and then find relation between the price and demand for these combo offers.

This is the periodical break up of sales data.

Months	One Product	Two Product Combo	Three Customized Products	Four Product Combo
May, 2020	15.38%	30.77%	23.08%	30.77%
June, 2020	28.57%	28.57%	42.86%	0.00%
July, 2020	100.00%	0.00%	0.00%	0.00%
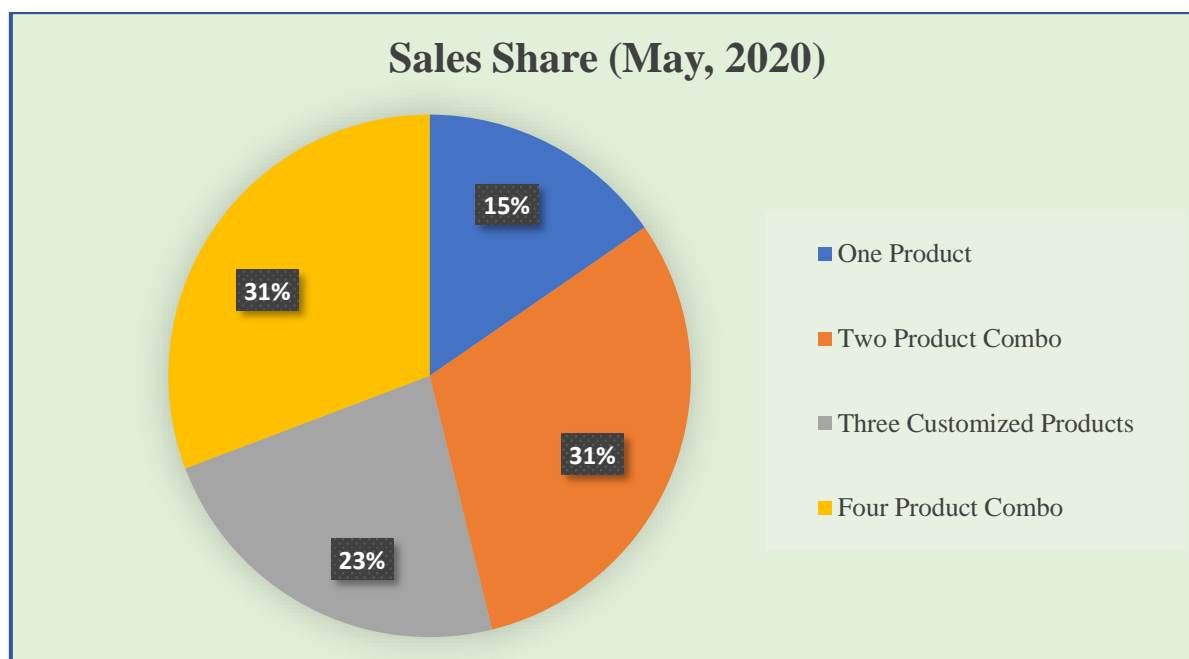
Fig 6: Sales percentage, sold in a particular form, as a % of total courses sold in May, 2020

In the month of May, 2020 more or less all types of products were in demand. The main reason behind is the low price of the courses. From the data it can be seen that the number of two product combos sold is equal to the twice the number of four product combo sold. It shows that two product combos at a price of Rs. 1600 was in good demand at that time. In both the mentioned cases the percentage is actually higher than those of the overall sales percentages (see fig 5). So, these two mentioned offers did really good in this particular month for the company in terms of getting into new customer pool and generating more and more sales, obviously generating revenue in return.
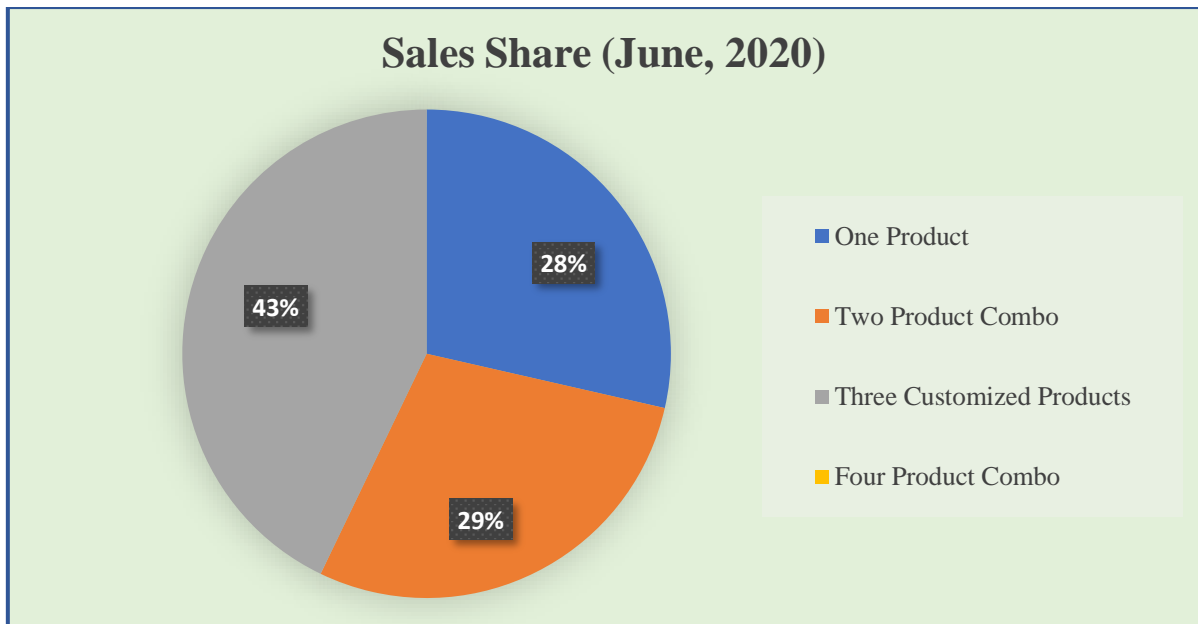
Fig 7: Sales percentage, sold in a particular form, as a % of total courses sold in June, 2020

We see here, the four-product combo did not sell in this period. However, it can be seen that the preference for the customized three products combos had increased along with the one product offer.
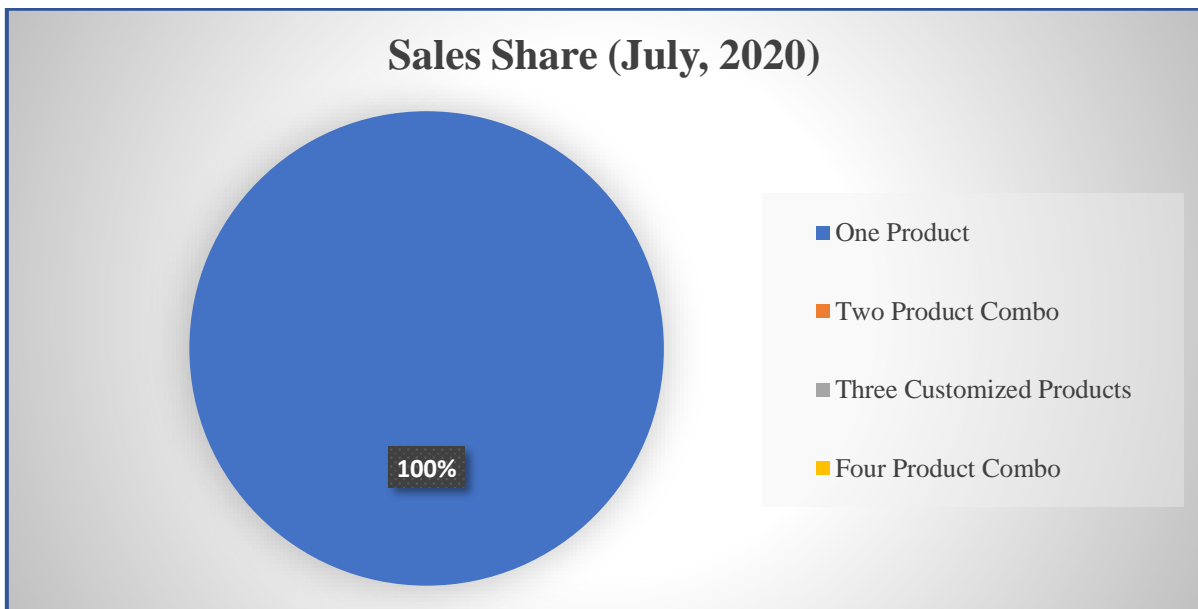

Fig 8: Sales percentage, sold in a particular form, as a % of total courses sold in July, 2020

In June I only worked for a week and then the internship tenure was over. So, the data do not show the complete result. However, it is true that the price has affected the sales negatively.

Since, the sales and the insights has been discussed, I would like to focus on another aspect here, that is, the internship demand in the market and related aspects to it as was observed throughout the internship.

Overall, it was a decent time and internship was in demand. Since the COVID-19 situation worked as a catalyst in work from home internship opportunity, there was a good response in the interest invite form that was floated through various online platforms. Responses from different domains came over there.

A collection of 52 responses were gathered for the internship.

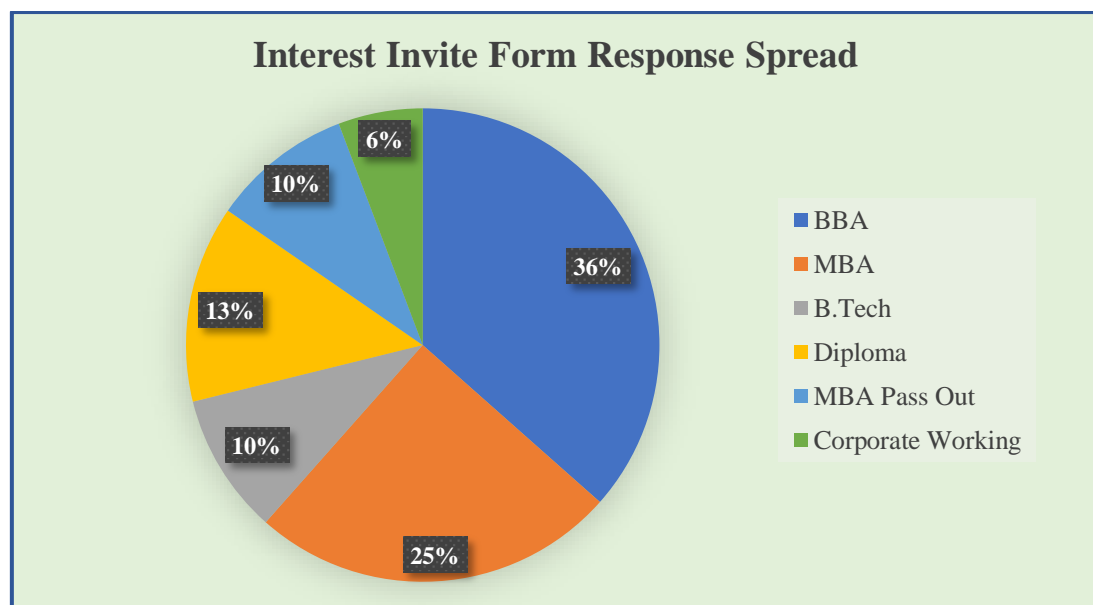| Background	No of candidates	Percentage
BBA	19	36.54%
MBA	13	25.00%
B.Tech	5	9.62%
Diploma	7	13.46%
MBA Pass Out	5	9.62%
Corporate Working	3	5.77%
Total	**52**	**100.00%**

Fig 9: Spread of responses of interest invite google form

As it can be seen that the major chunk was from BBA and MBA background, i.e. from the management field (more than 60%). Another thing is that there was no interested candidate from general studies background, the phrase 'Marketing and Sales Internship' written in the form might be the reason for this.
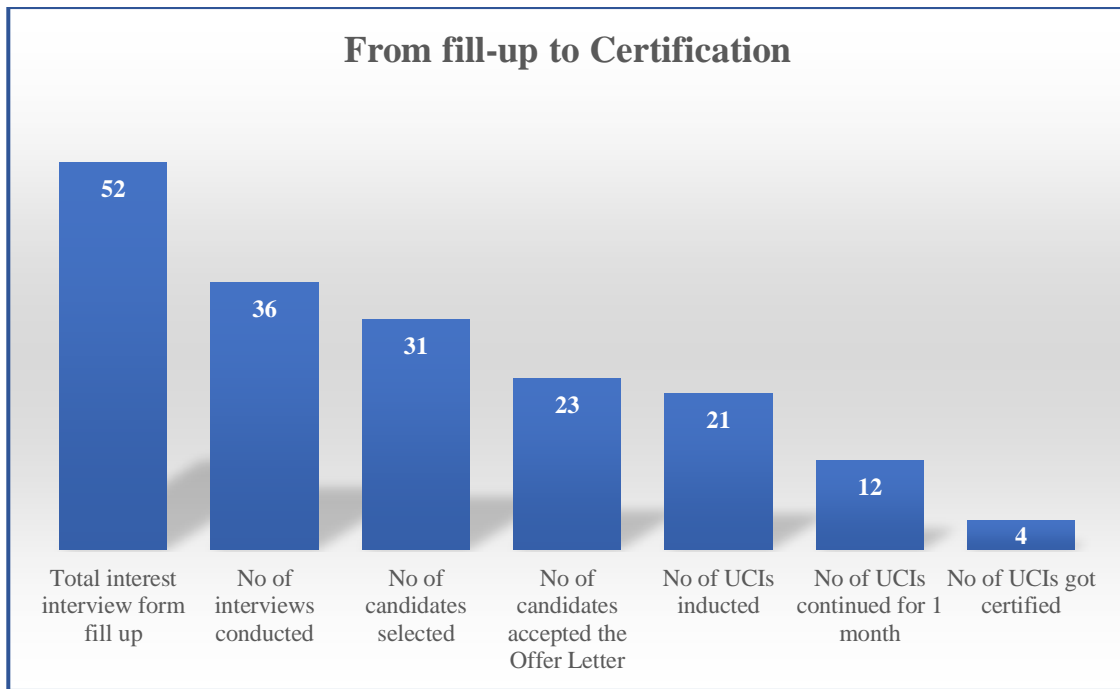
Fig 10: Form fill-up to certification, candidate number flow

This is a flow of candidates I terms of numbers starting from the journey of filling up the form to certification.

Participants	Numbers	% compared to the previous slab
Total interest interview form fill-ups	52	-
No of interviews conducted	36	69.23%
No of candidates selected	31	86.11%
No of candidates accepted the Offer Letter	23	74.19%
No of UCIs inducted	21	91.30%
No of UCIs continued for 1 month	12	57.14%
No of UCIs got certified	4	33.33%

There were other internships available in the market as well. So, it was quite obvious that candidates might have applied for other internships as well. 70% of the total form fill up turned up for the interview. However, the selected number was really high i.e. 86% of them got selected. So, it is clear that almost all of the were suitable for the role of UCI. Later even after selection 25% did not accept the offer letter. From the rest, who were inducted, more than 40% discontinued the internship. 57% actually continued with their effort throughout the period. Out of those, one third got certified. The marketing activity was continued by all of them, however not all could meet the targeted sales in terms of closing a certain number of deals, as set by the organization.

As I have mentioned earlier, students of more than 50 institutes were contacted during the internship and their responses generated a total of 257 leads. They showed interest in one or multiple courses of Unschool. Total count for this was 545. Unschool provides a wide variety of courses and those can be primarily divided into three sub-categories. The data of interest shown and conversions from each of the categories are as follow:

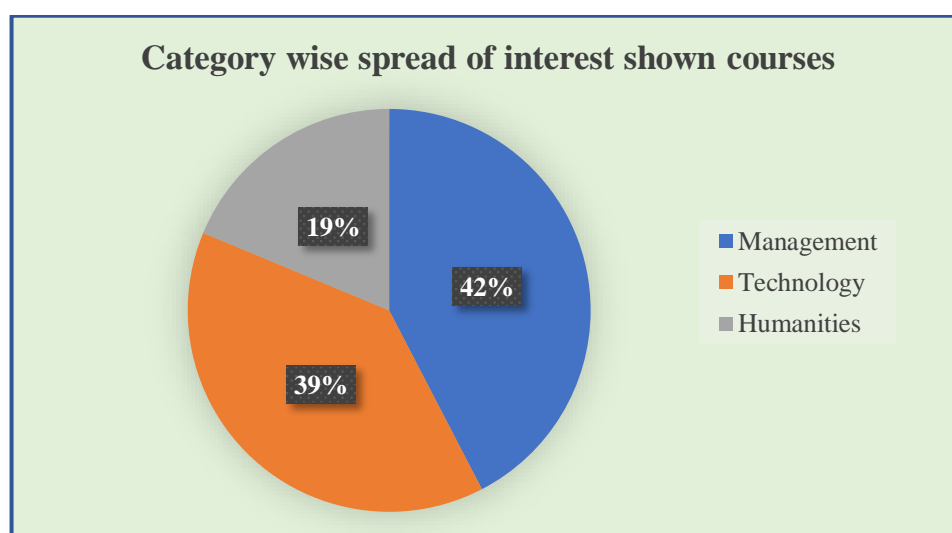| Category of courses	No of interest entry	Conversions
Management	231	14
Technology	212	6
Humanities	102	1
Total	**545**	**21**

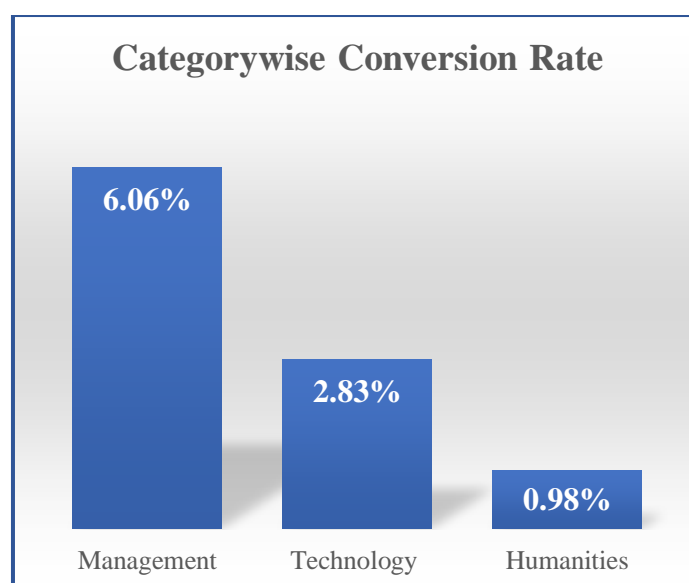*Fig 11: Category wise potential demand of courses (in percentage terms)*

Fig 12: Category wise Conversion Rate

As it is clear that most demanded courses were in the domain of Management and Technology. However, the conversion rate in the technical courses were low as compared to the Management courses. It can be concluded that students in the area of management studies are more likely to go for online courses and moreover accepting the digitalized version of pedagogy than that of the technical students.

Overall, combining all the responses, 3.85% was the conversion rate.

In general, the conversion rate is on the lower side. This might be caused by the factor that out of the total leads generated, 147 (57.2%) had not done any online certification previously. So, the task became challenging actually to convince those in the new mode of education.

D.3. <u>ABOUT CUSTOMER PREFERENCE SURVEY</u>

Total number of samples collected was: 303

Each of them chose his top 5 preferences, that made the total responses to 1515. Here is the data of the collected samples.

Preferences	No of responses	Percentage
Course Progress Tracking Facility	78	5.15%
Discussion Board	54	3.56%
One to one mentoring	112	7.39%
Experienced and quality teaching	187	12.34%
Individual doubt solving sessions	119	7.85%
News feed with daily updates	71	4.69%
Collaboration with other companies	150	9.91%
Confirmed Live-Project with every course	82	5.41%
Certified Platform by Govt. of India	170	11.22%
Discount	85	5.61%
Internship opportunity with successful completion	197	13.01%
Regularly updated content	94	6.20%
Lifetime access	116	7.66%
Total	**1515**	**100.00%**

Students' preferences on selecting an online course

Preference	Percentage
Internship opportunity with successful completion	13.01%
Experienced and quality teaching	12.34%
Certified Platform by Govt. of India	11.22%
Collaboration with other companies	9.91%
Individual doubt solving sessions	7.85%
Lifetime access	7.66%
One to one mentoring	7.39%
Regularly updated content	6.20%
Discount	5.61%
Confirmed Live-Project with every course	5.41%
Course Progress Tracking Facility	5.15%
News feed with daily updates	4.69%
Discussion Board	3.56%

Fig 13: Students' preference on selecting an online course

Based on the finding the company can upgrade its courses and focus accordingly on the top preferred segments to modify its courses. That in turn can of course be helpful in increasing the revenue of Unschool, which is actually important for a startup like it.

PART-E: IDENTIFICATION OF CRITICAL ISSUES

To talk about some of the critical issues that were observed, I would like to discuss it along with the probable solution and suggestions.

- ➢ So, first is the price rise. As a team leader I heard many times from the interns (UCIs) that they were pretty close to a deal yet the newly increased price was causing trouble for them. So, the organization should plan something better to boost its revenue rather than keeping on increasing the price on a regular basis with high percentage. It can focus on gaining the trust of various investors that are there in the market. Since, it has already collaborated with so many other companies and also certified by the Embassy of India, I think it should be considered in the higher management level.

- ➢ The second is about its marketing activity. Currently the organization solely depends on various affiliated promotional activities for their marketing activity. It may have been the case due to the unplanned situation of COVID-19. However, in near future it can plan other marketing activities like short videos and demo live sessions.

- ➢ To increase its existing market, it can plan collaboration with various educational institutes specially management and technical colleges in order to promote its courses and make a student base. This can be very helpful in word of mouth publicity as well.

- ➢ Last but not the least, it has already done something to make itself or its courses unique in the current market, yet there are some students who still only care about the certification and not on the other benefits like internship and live projects. So, the company can plan to launch some courses in considerably low price to cover that particular segment as well. This will ensure a little more expansion in Unschool's market segment.

PART-F: CONCLUSION & LEARNINGS

The organization is trend is aligned with its vision and mission statements. During the 2 months of internship it kept on updating its list of courses and added 7 new courses with it. It was also involved in updating the content of the previously launched courses to keep those contemporary. It maintained its core USPs intact and focuses on those as well. One week of internship fest was organized in June, 2020 where it offered a wide variety of internship and live project opportunity to the students in different fields, starting from data entry, content writing to sales, market research etc.

To talk about the feedbacks given to the organization, it actually was in the form of a constructive discussion first and then a report to my mentor. It covered the marketing part where other ways can be thought of. More, it was on the price rise of the courses and how it is impacting the buying behavior of the potential base of clients. Also, the survey result on customer preference on buying an online course was really helpful to the organization and that will definitely be taken care of for decision making.

In this internship, there are various learning opportunities which can prove to be really helpful in my career path.

a. As a marketer, I am applied my marketing knowledge in real world, which was a massive gain in terms of experience.

b. By hiring of UCIs, my interpersonal skills got developed which is an important trait to become a successful manager.

c. Being able to represent Unschool directly to the clients was a challenge and that actually called for professionalism.

d. Through building a team and mentoring them, my team leading ability was also tested. I learnt and understood various aspects of maintaining team dynamics by working with different people, from different parts of India, representing different demographics.

e. By managing the team and achieving targets through the members, my managerial skill was actually being tested in real time. This kind of exposure and managerial experience is a huge gain in the internship.
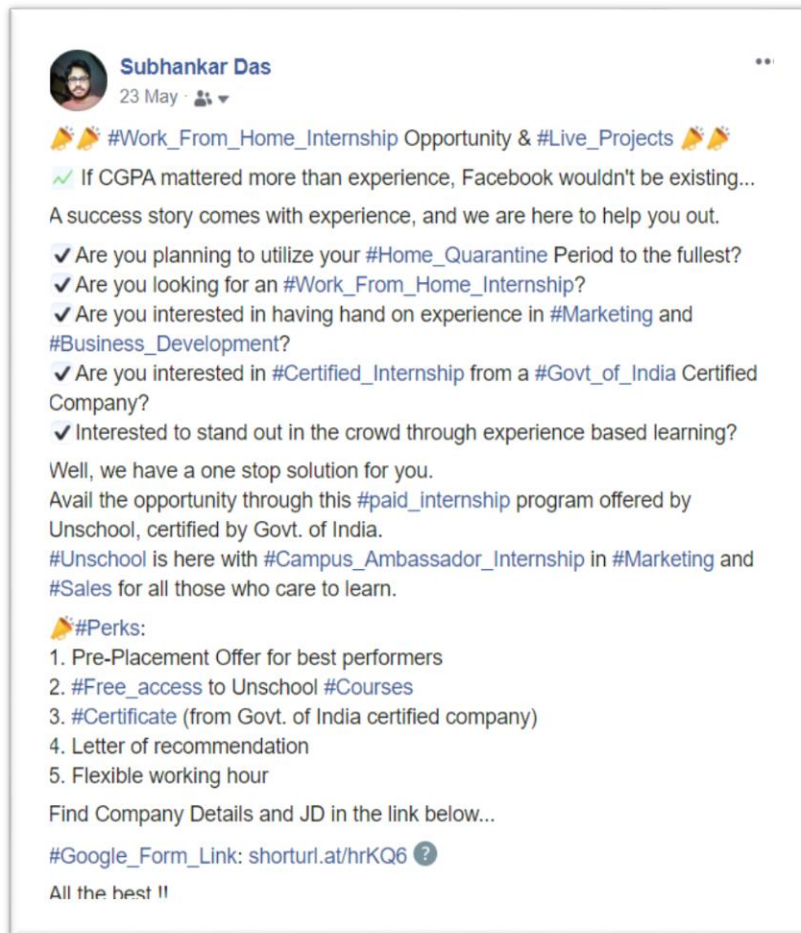
f. Working with a startup and being able to actually contribute to its growth, new ideas are being generated in the meetings and through brainstorming those are being developed, is really helpful in understanding how one can contribute directly to the growth of an organization.

g. Along with the social media marketing campaigns the side of content writing and efficient and effective use of hashtags were also a learning part.

h. Overall, in a startup there is a lot to learn and actually to contribute directly. Also, it comes with a good amount of responsibility of tasks to be performed in time. So, work planning, time management and scheduling of tasks is a bonus learning over here.

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ANNEXURES

ANNEXURE 1: UCI Lead Generation Post

ANNEXURE 2: Sales Form Post Circulated through UCIs

👉 Looking for Major Projects?
👉 Looking for certified online courses?
👉 Looking for Internships Pan-India?
👉 Looking for live interaction with industry-led mentors ?
👉 Looking for the best way to upscale your skills and standout amongst the best?

Well, we have news for you, we have exactly what you're looking for at Unschool.in!

Fill up the Google form so that you can avail the opportunities!

shorturl.at/bforX

3:15 PM ✓

👉 Looking for **Major Projects**?
👉 Looking for **Certified Online Courses**?
👉 Looking for **Internships** in a Govt. of India certified company?
👉 Looking for **live interaction** with industry-led mentors?
👉 Looking for the best way to upscale your skills and standout amongst the best?
👉 Looking for some **Free Courses**?

Well, we have news for you, we have exactly what you're looking for at Unschool.in!

Fill up the Google form so that you can avail the opportunities!

Google Form Link: shorturl.at/bgMN1

9:50 PM ✓

ANNEXURE 3: Oost of Thanks-giving on LinkedIn
(along with the UCI lead generation link)

Subhankar Das
MBA at Institute of Management, Nirma University | Student Co-ordinator at R...
3w • Edited • 🌐

For ages, the methods of Learning have been stagnant and #unschool is changing that by #reinventinglearning to enable youth towards employability.

Learning by doing and experiencing challenges is the right way to learn. Through this you are able to learn faster, execute better and work efficiently. I have realized that I am capable of doing bigger things through the Unschool Community Program where I explored my leadership skills becoming a team member, leading a team and performing tasks that had set deadlines. While learning and performing tasks I was also awarded some exciting courses, certifications, goodies and stipend based on my performance.

So, as @unschool-learning turns a year stronger, here's an invitation to be part of an educational revolution that you've been wanting for a long time.

If you are interested, Apply here - https://lnkd.in/dEeHC9m and for more details contact me.

#onlinelearning #onlinecourses #keepgrowing #keepchasing #learning #education #storiesofunschoolers #startup #focus #happy #stories #learning #passion #followyourpassion #learnwithunschool #unschool #quarantine #edtech #onlinelearning #learningtech #edutech #thub #keepgrowing #keeplearning #hustle #onlinecourses #internship #letsunschoolittogether #UnschoolCommunityProgram

Certificate of Excellence

This certificate is proudly presented to

Subhankar Das

for successfully completing the Unschool Community Program

on July 8, 2020 as a ***Community Champion*** for 2 months,

an online internship initiative by

unschool®

Unschool wishes you the best for your future endeavors.

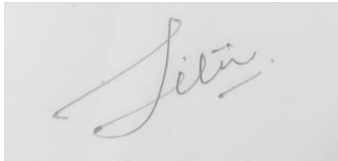**Rahul Varma**
Chief Executive Officer

<u>UNDERTAKING</u>

To Whom It May Concern:

I, Nabarupa Sen, hereby declare that this assignment is my original work and is not copied from anyone / anywhere. If found similar to other sources, I shall take complete responsibility of the action, taken thereof by, Prof. Punit Saurabh.

Signature : _____

Name **:** Subhankar Das

Roll No. **:** 191255

Section **:** B

Batch **:** MBA – FT (2019-2021)

Date **:** 18th July, 2020