Accelerator Program

CYE ACCELERATOR PROGRAM

TABLE OF CONTENT

CYE ACCELERATOR PROGRAM

The CYE Accelerator is an esteemed initiative designed to empower young entrepreneurs to enhance their business acumen for sustainable global impact.

1

ONE-ON-ONE MENTORSHIP

One-on-one guidance from industry experts tailored to each participant's needs.

2

TAILORED TRAINING

Custom-developed module guide ensuring comprehensive coverage of essential business topics.

3

NETWORKING OPPORTUNITIES

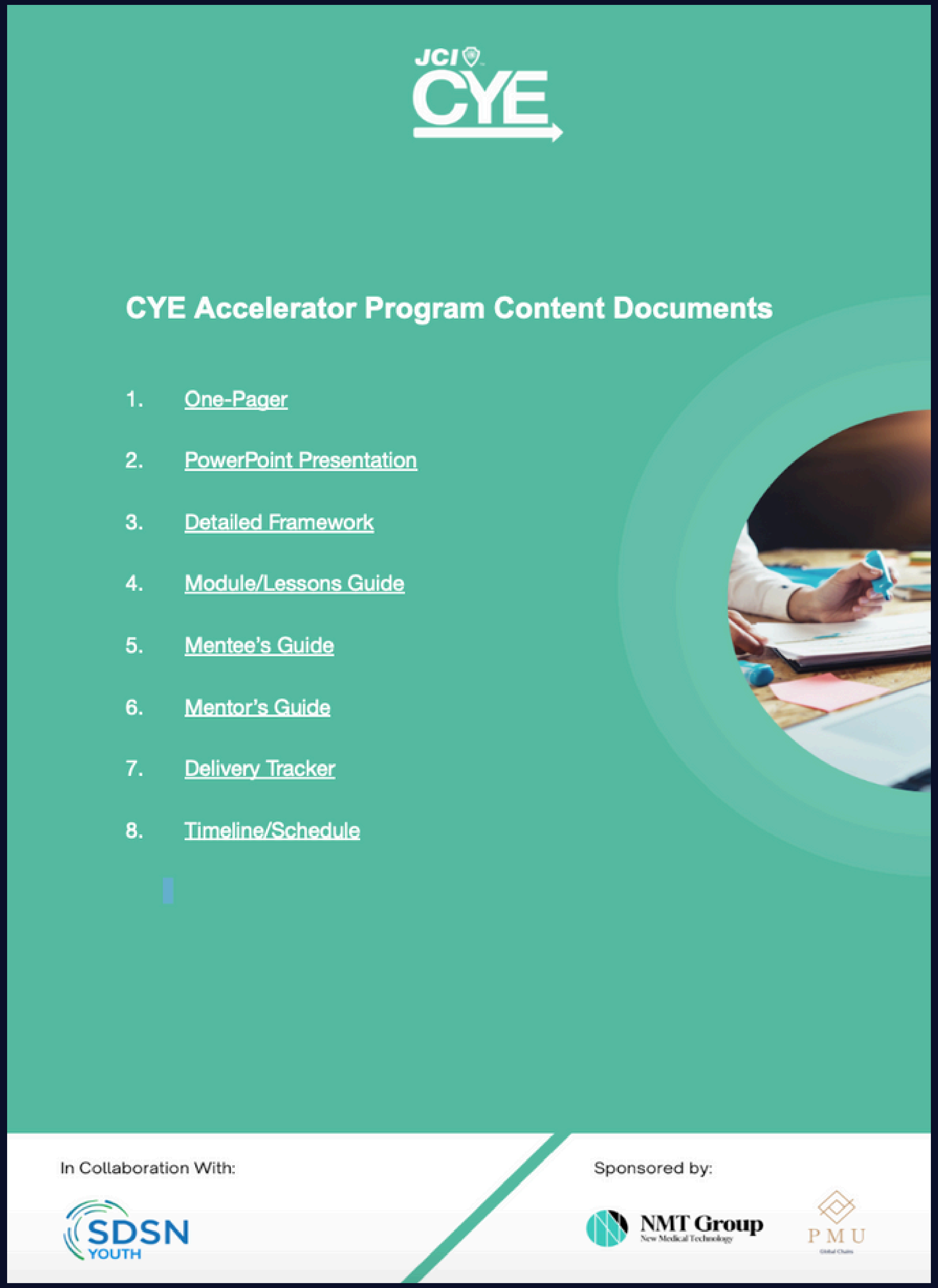
Webinars connect participants with global entrepreneurs, fostering growth and collaboration.

4

HANDS-ON LEARNING

Practical application of business concepts.

CENTRAL RESOURCES



CYE Accelerator Program Content Documents

1. One-Pager
2. PowerPoint Presentation
3. Detailed Framework
4. Module/Lessons Guide
5. Mentee's Guide
6. Mentor's Guide
7. Delivery Tracker
8. Timeline/Schedule

In Collaboration With:

Sponsored by:

PROGRAM MODULES

MODULE 1: REFINING SOLUTIONS TO IDENTIFIED CHALLENGES

Date of delivery: December 1-2

MODULE 2: BUSINESS MODELING

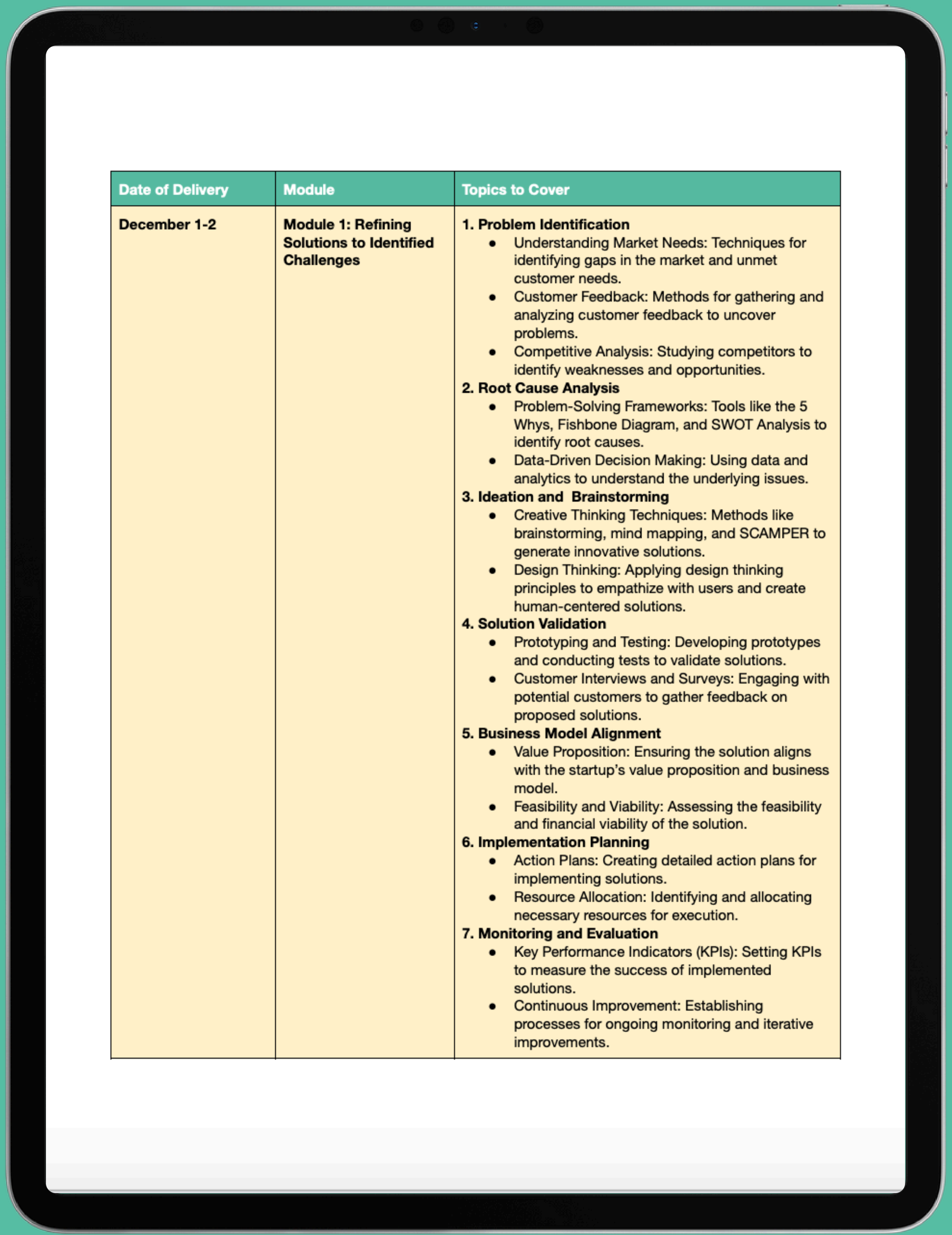
Date of delivery: December 4-11

MODULE 3: MEETING CUSTOMER NEEDS

Date of delivery: December 9-10

MODULE 4: FINANCES AND LITERACY

Date of delivery: December 11-12



Date of Delivery	Module	Topics to Cover
December 1-2	**Module 1: Refining Solutions to Identified Challenges**	**1. Problem Identification** • Understanding Market Needs: Techniques for identifying gaps in the market and unmet customer needs. • Customer Feedback: Methods for gathering and analyzing customer feedback to uncover problems. • Competitive Analysis: Studying competitors to identify weaknesses and opportunities. **2. Root Cause Analysis** • Problem-Solving Frameworks: Tools like the 5 Whys, Fishbone Diagram, and SWOT Analysis to identify root causes. • Data-Driven Decision Making: Using data and analytics to understand the underlying issues. **3. Ideation and Brainstorming** • Creative Thinking Techniques: Methods like brainstorming, mind mapping, and SCAMPER to generate innovative solutions. • Design Thinking: Applying design thinking principles to empathize with users and create human-centered solutions. **4. Solution Validation** • Prototyping and Testing: Developing prototypes and conducting tests to validate solutions. • Customer Interviews and Surveys: Engaging with potential customers to gather feedback on proposed solutions. **5. Business Model Alignment** • Value Proposition: Ensuring the solution aligns with the startup's value proposition and business model. • Feasibility and Viability: Assessing the feasibility and financial viability of the solution. **6. Implementation Planning** • Action Plans: Creating detailed action plans for implementing solutions. • Resource Allocation: Identifying and allocating necessary resources for execution. **7. Monitoring and Evaluation** • Key Performance Indicators (KPIs): Setting KPIs to measure the success of implemented solutions. • Continuous Improvement: Establishing processes for ongoing monitoring and iterative improvements.

MODULE 1

REFINING SOLUTIONS TO IDENTIFIED CHALLENGES

This module guides participants through identifying challenges, analyzing root causes, generating innovative solutions, and validating them through testing and feedback. Emphasizing alignment with business models, it includes planning, resource allocation, and monitoring strategies, ensuring participants develop actionable, sustainable solutions to meet market needs and drive meaningful outcomes.

Date of Delivery	Module	Topics to Cover
December 4-11	**Module 2: Business Modeling**	**1. Understanding Business Models** • Business Model Canvas: Introduction to the Business Model Canvas and its components. • Types of Business Models: Exploring different business models (e.g., subscription, freemium, marketplace). **2. Value Proposition** • Identifying Customer Needs: Techniques for understanding and identifying customer needs. • Creating Value Propositions: Crafting compelling value propositions that address customer pain points. **3. Customer Segments** • Market Segmentation: Methods for segmenting the market and identifying target customer segments. • Customer Personas: Developing detailed customer personas to better understand target audiences. **4. Channels** • Distribution Channels: Identifying and selecting the most effective distribution channels. • Channel Strategy: Developing strategies for reaching and engaging customers through various channels. **5. Customer Relationships** • Building Relationships: Strategies for building and maintaining strong customer relationships. • Customer Engagement: Techniques for engaging customers and fostering loyalty. **6. Revenue Streams** • Revenue Models: Exploring different revenue models and their applicability. • Pricing Strategies: Developing effective pricing strategies to maximize revenue. **7. Key Resources** • Resource Identification: Identifying the key resources needed to deliver the value proposition. • Resource Management: Strategies for managing and optimizing resources. **8. Key Activities** • Core Activities: Identifying the core activities necessary to deliver the value proposition. • Process Optimization: Techniques for optimizing business processes. **9. Key Partnerships**

MODULE 2

BUSINESS MODELING

This module guides participants in crafting effective business models using the Business Model Canvas. It covers value propositions, customer segmentation, revenue streams, cost structures, and strategic partnerships. Emphasizing practical implementation, performance metrics, and real-world case studies, it equips participants to create sustainable, innovative models that drive business growth.

Date of Delivery	Module	Topics to Cover
December 9-10	Module 3: Meeting customer needs	**1. Understanding Customer Needs** • Customer Research: Techniques for conducting thorough customer research, including surveys, interviews, and focus groups. • Customer Segmentation: Identifying and segmenting different customer groups based on demographics, behavior, and needs. **2. Customer Journey Mapping** • Mapping the Customer Journey: Creating detailed maps of the customer journey to understand touchpoints and pain points. • Touchpoint Analysis: Analyzing each touchpoint to identify opportunities for improvement. **3. Value Proposition Development** • Crafting Value Propositions: Developing compelling value propositions that address customer needs and differentiate the startup from competitors. • Testing Value Propositions: Methods for testing and validating value propositions with target customers. **4. Customer Feedback and Insights** • Collecting Feedback: Strategies for gathering customer feedback through various channels (e.g., surveys, social media, direct interactions). • Analyzing Feedback: Techniques for analyzing feedback to gain actionable insights. **5. Product and Service Quality** • Quality Assurance: Implementing quality assurance processes to ensure products and services meet customer expectations. • Continuous Improvement: Establishing a culture of continuous improvement based on customer feedback. **6. Customer Support and Service** • Building a Customer Support Team: Best practices for building and training an effective customer support team. • Customer Service Excellence: Techniques for delivering exceptional customer service and handling complaints effectively. **7. Customer Relationship Management (CRM)** • CRM Systems: Introduction to CRM systems and how they can help manage customer relationships. • Personalization: Using CRM data to personalize interactions and build stronger relationships with

MODULE 3

MEETING CUSTOMER NEEDS

This module equips participants to understand and address customer needs through research, journey mapping, and value propositions. It covers quality assurance, CRM systems, retention strategies, and customer experience design. Featuring actionable plans and case studies, it prepares participants to enhance satisfaction, build loyalty, and drive continuous improvement.

Date of Delivery	Module	Topics to Cover
December 11-12	**Module 4: Finances and Literacy**	**1. Financial Planning and Budgeting** • Creating a Business Budget: Steps to develop a comprehensive budget, including forecasting revenues and expenses. • Cash Flow Management: Techniques for managing cash flow to ensure liquidity and avoid financial shortfalls. **2. Understanding Financial Statements** • Income Statement: How to read and interpret income statements to assess profitability. • Balance Sheet: Understanding assets, liabilities, and equity. • Cash Flow Statement: Analyzing cash inflows and outflows to manage financial health. **3. Cost Management** • Fixed vs. Variable Costs: Identifying and managing different types of costs. • Cost Reduction Strategies: Techniques for reducing costs without compromising quality. **4. Funding and Investment** • Types of Funding: Exploring various funding options such as bootstrapping, venture capital, and angel investors. • Pitching to Investors: Preparing and delivering effective pitches to secure funding. **5. Financial Analysis and Metrics** • Key Financial Ratios: Understanding and using financial ratios to evaluate business performance. • Break-Even Analysis: Calculating the break-even point to determine profitability thresholds. **6. Taxation and Compliance** • Tax Obligations: Understanding tax requirements and obligations for startups. • Compliance: Ensuring compliance with financial regulations and standards. **7. Risk Management** • Identifying Financial Risks: Recognizing potential financial risks and developing mitigation strategies. • Insurance: Exploring different types of insurance to protect the business. **8. Financial Literacy Tips** • Regular Financial Reviews: Conducting regular reviews of financial statements to stay informed about the business's financial health. • Cash Flow Tracking: Keeping a close eye on

MODULE 4

FINANCES AND LITERACY

This module equips participants with essential financial skills, including budgeting, cash flow management, and understanding financial statements. It covers cost management, funding strategies, and financial analysis to ensure business sustainability. Participants will also learn about taxation, compliance, risk management, and financial literacy tips, enabling them to make informed, strategic financial decisions.

PROGRESS TRACKER

Implementation

CYE Mentorship Implementation Tracker	KOTONIRIKA	RIKO TEDYONO	ALUWAINA MANYONGA	IRMAK CAGLAYAN	TAN HO CHAN	OLMEDO HERNANDE	LAURI HOLLO	SAVEANTE HELSTOI	WC winne
Refining solutions to challenges									
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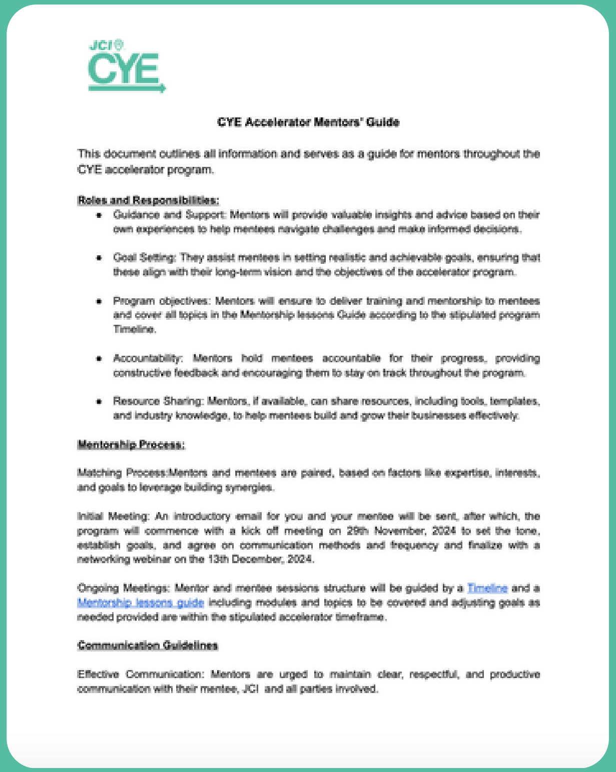
The mentorship delivery tracker monitors progress and effectiveness across all modules, ensuring participants receive consistent, impactful support. By tracking session outcomes and engagement, it provides actionable insights to enhance learning experiences, align mentorship with module objectives, and foster the successful application of skills and strategies developed throughout the program.

ROLES & RESPONSABILITIES



JCI CYE

CYE Accelerator Mentors' Guide

This document outlines all information and serves as a guide for mentors throughout the CYE accelerator program.

Roles and Responsibilities:

- Guidance and Support: Mentors will provide valuable insights and advice based on their own experiences to help mentees navigate challenges and make informed decisions.
- Goal Setting: They assist mentees in setting realistic and achievable goals, ensuring that these align with their long-term vision and the objectives of the accelerator program.
- Program objectives: Mentors will ensure to deliver training and mentorship to mentees and cover all topics in the Mentorship lessons Guide according to the stipulated program Timeline.
- Accountability: Mentors hold mentees accountable for their progress, providing constructive feedback and encouraging them to stay on track throughout the program.
- Resource Sharing: Mentors, if available, can share resources, including tools, templates, and industry knowledge, to help mentees build and grow their businesses effectively.

Mentorship Process:

Matching Process:Mentors and mentees are paired, based on factors like expertise, interests, and goals to leverage building synergies.

Initial Meeting: An introductory email for you and your mentee will be sent, after which, the program will commence with a kick off meeting on 29th November, 2024 to set the tone, establish goals, and agree on communication methods and frequency and finalize with a networking webinar on the 13th December, 2024.

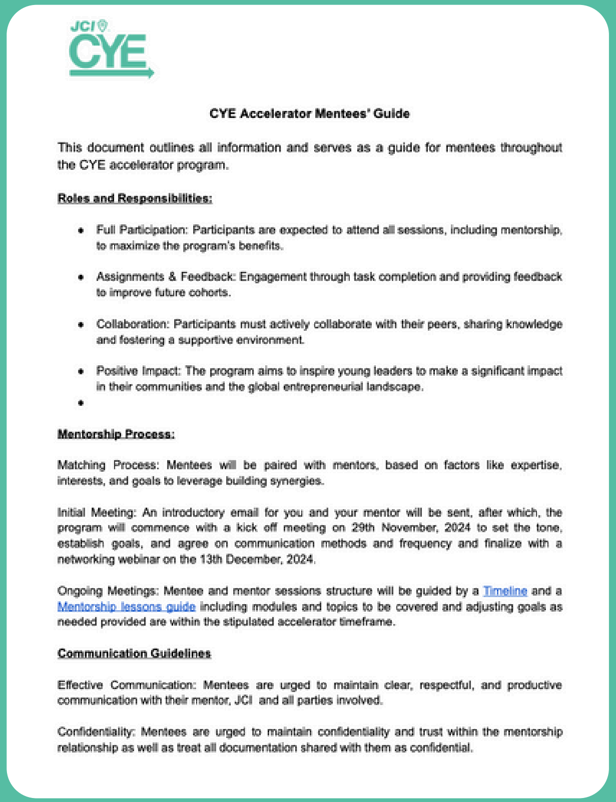
Ongoing Meetings: Mentor and mentee sessions structure will be guided by a Timeline and a Mentorship lessons guide including modules and topics to be covered and adjusting goals as needed provided are within the stipulated accelerator timeframe.

Communication Guidelines

Effective Communication: Mentors are urged to maintain clear, respectful, and productive communication with their mentee, JCI and all parties involved.

MENTOR'S GUIDE

A mentor's guide aims to provide mentors with structured guidance to effectively support and nurture the growth and success of their mentees.



JCI CYE

CYE Accelerator Mentees' Guide

This document outlines all information and serves as a guide for mentees throughout the CYE accelerator program.

Roles and Responsibilities:

- Full Participation: Participants are expected to attend all sessions, including mentorship, to maximize the program's benefits.
- Assignments & Feedback: Engagement through task completion and providing feedback to improve future cohorts.
- Collaboration: Participants must actively collaborate with their peers, sharing knowledge and fostering a supportive environment.
- Positive Impact: The program aims to inspire young leaders to make a significant impact in their communities and the global entrepreneurial landscape.
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Mentorship Process:

Matching Process: Mentees will be paired with mentors, based on factors like expertise, interests, and goals to leverage building synergies.

Initial Meeting: An introductory email for you and your mentor will be sent, after which, the program will commence with a kick off meeting on 29th November, 2024 to set the tone, establish goals, and agree on communication methods and frequency and finalize with a networking webinar on the 13th December, 2024.

Ongoing Meetings: Mentee and mentor sessions structure will be guided by a Timeline and a Mentorship lessons guide including modules and topics to be covered and adjusting goals as needed provided are within the stipulated accelerator timeframe.

Communication Guidelines

Effective Communication: Mentees are urged to maintain clear, respectful, and productive communication with their mentor, JCI and all parties involved.

Confidentiality: Mentees are urged to maintain confidentiality and trust within the mentorship relationship as well as treat all documentation shared with them as confidential.

MENTEE'S GUIDE

A mentee's guide aims to provide essential guidelines to help participants maximize their learning and growth throughout CYE accelerator.

COMMITMENT AND EXPECTATIONS

1

ACTIVE PARTICIPATION

- Attend all scheduled sessions and mentorship meetings.
- Engage actively in discussions to maximize learning.
- Dedicate sufficient time outside sessions for research, assignments and implementation tasks.

2

ACCOUNTABILITY AND OWNERSHIP

- Take responsibility for progress.
- Meet deadlines for deliverables and communicate proactively if challenges arise.
- Apply feedback constructively to refine ideas and improve performance.

3

COLLABORATION AND NETWORKING

- Foster an environment of collaboration by sharing experiences.
- Leverage networking opportunities to establish meaningful connections for future growth.

4

GROWTH MINDSET AND INNOVATION

- Approach challenges with curiosity and a willingness to adapt and learn.
- Commit to exploring innovative ideas, even if they require stepping out of comfort zones.
- Continuously reflect on personal and professional growth throughout the program.

TRANSFORMATIVE OUTCOMES/BENEFITS

Validated Business models	Stronger Connections	Improved entrepreneu-rial skills
Actionable Plans	Clear growth roadmap	Market Readiness
Ready-to-Excel Prototypes	Access to JCI ecosystem	Increased Confidence

THANK YOU!

In Collaboration With: SDSN YOUTH

Sponsored by: NMT Group New Medical Technology

PMU Global Chains