

Module Outline

Module Code	: MKT2711B
Module Title	: Marketing Venture Challenge
Semester	: Semester II, AY20/21
Faculty	: Mr Danny Kim and Mr Kunal Talwar
Department	: Marketing
Emails	: bizhkim@nus.edu.sg, dannykim@google.com bizkta@nus.edu.sg, kanaltalwar@google.com
URL	: https://bschool.nus.edu.sg/marketing/faculty/
Consulting Hours	: Virtual and by appointment

Overview

Ever think of building your own startups?

Small businesses are the growth driver for the world's economy, and every day new products and services are created from start-ups to unique local businesses that help fuel new ideas and innovation.

Think of this as a *Venture Builder Class*

This class offers a unique opportunity for those aspiring entrepreneurs to work with fellow classmates in developing a global marketing strategy to turn their ideas into real, viable businesses. From a marketing perspective, the class aims to enable you to start your journey in digital marketing, from creating thought provoking content to using effective distribution plan to win your target audiences.

You will have an opportunity to build your business model and pitch your idea.

The Winning Team will get:

- Google Nest Mini
- Opportunity to interact with Top VCs and Angel Investors

Module Objectives

This course aims to accomplish the following:

1. Acquaint students with digital marketing principles around mobile and social platforms
2. Provide students with the marketing tools to find, target, and reach their customers globally
3. Marketing Venture Challenge: give students the opportunity to work in small groups to develop a business idea, create a strategic marketing plan, and pitch the idea to real business leaders

General Guide & Reading

No textbooks will be required for the course. For the first half of the course, you will be required to read and come prepared to discuss in class assigned handouts, readings and podcasts, prior to each lecture. These assignments and reading materials will be provided. You will be expected to actively participate during class sessions and you may be called upon to share your thoughts regarding the assignment. Classes will also include videos, exercises, case discussions, and external speakers.

During the 2nd half of the course, you will be expected to apply both your learnings from the readings and the lecture notes to your business plans.

Assessment

This class will be on a Pass/No Pass grading scale. Your evaluation of P/NP will be based on:

Class Participation – 30%

Group project submission - idea submission: 10%

Group project submission - full business and marketing plan: 60%

Group Project - Marketing Venture Challenge

Every student is expected to be part of a group that will ideate, develop, and create a business plan that will be later presented to the class and a group of judges. Each group must have four or five per group. You can form your own groups, but everyone must belong to a group. If you don't have a group, one will be assigned to you. You do not need to have a business idea at the beginning of the venture challenge. However, every group must come up with a business idea and strategy for submission and presentation.

Group project submission - idea submission

The group project idea submission for the venture challenge will count towards 10% of your total grade and will be graded on a group basis. For the grading of your submission, weight will be applied on both the quality of the submission and the context behind the “why” for the business idea.

Group project submission - full business and marketing plan

The group project submission for the venture challenge will count towards 60% of your total grade and will be graded on a group basis. For the grading of your submission, weight will be applied on the depth of your analysis, integration and application of classroom materials, and the “soundness” of your proposal.

Group presentation - business and marketing plan

All groups will do a 5-minute “elevator pitch” on Week 13. Thereafter, the top 4 will be chosen the 15-minute venture challenge presentation to an external panel. The presentation will be during the 1st week after the exams. This does not count towards your Pass/No Pass but will get valuable feedback from the business industry and angel investors on your ideas. There'll be a short Q&A for the elevator pitches.

Academic Honesty & Plagiarism

Academic integrity and honesty is essential for the pursuit and acquisition of knowledge. The University and School expect every student to uphold academic integrity & honesty at all times. Academic dishonesty is any misrepresentation with the intent to deceive, or failure to acknowledge the source, or falsification of information, or inaccuracy of statements, or cheating at examinations/tests, or inappropriate use of resources.

Plagiarism is “the practice of taking someone else’s work or ideas and passing them off as one ‘own” (The New Oxford Dictionary of English). The University and School will not condone plagiarism. Students should adopt this rule - You have the obligation to make clear to the assessor which is your own work, and which is the work of others. Otherwise, your assessor is entitled to assume that everything being presented for assessment is being presented as entirely your own work. This is a minimum standard. In case of any doubt, you should consult your instructor.

Additional guidance is available at:

- <http://www.nus.edu.sg/registrar/administrative-policies-procedures/acceptance-record#NUSCodeofStudentConduct>
- <http://nus.edu.sg/osa/resources/code-of-student-conduct>

About us

Danny leads the office of Chief of Staff for APAC Google Customer Solutions, working with small and medium businesses in the region to achieve revenue growth of the business. His previous experience ranges from driving organic / inorganic growth strategy, startup engagements, product & program go-to-market. He graduated from the University of Waterloo and did MBA at INSEAD.

Kunal currently leads Corporate Strategy and Competitive Intel team at Google APAC. Prior to joining Google, Kunal spent several years at Boston Consulting Group where he was advising leading clients on their business strategies. He also has experience in Private Equity where he was investing and operating growth businesses in the SEA region. He has a degree in Computer Engineering from NTU and obtained an MBA from Columbia Business School in New York.

Schedule and Outline

Week	Details (submission in bold)	Instructor
1	Intro to the course -Project Overview and submission	Danny / Kunal
2	Digital Consumer and Ecosystem: -Next Billion Users -China Rising	Danny
3	Disruptive business models and product market-fit Submit group	Kunal
4	How to build a business case Guest speaker: Leader in tech	Kunal
5	Digital user acquisition Submit your business case	Danny
6	Sharing of Group Submission ideas/ Feedback Guest speaker: Leader in tech	Danny/Kunal
7	How investors value startups	Kunal
8	How to make successful business pitch	Danny
9	Group Work / Consultation	Danny / Kunal
10	Group Work / Consultation	Danny / Kunal
11	Group Work / Consultation	Danny / Kunal
12	Group Work / Consultation Submit your pitch deck	Danny / Kunal
13	Elevator Pitch – All Groups	Danny / Kunal
	Final Pitch	Danny / Kunal