

## KUSHAAN AGARWAL

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### Education

#### Step By Step School, Noida, India

2017 – Present

- IB Diploma 11<sup>th</sup> – 12<sup>th</sup> Grade; Subjects: Physics (HL), Economics (HL), Mathematics Application and Interpretation (HL), Spanish AB Initio (SL), Business Management (SL), English Language and Literature (SL)
- 11th Grade IBDP Grade: 42/42 (2023)
- IGCSE 10<sup>th</sup> Grade Board Examinations Result: 9A\* (Extended Maths, Economics, Business Studies, Biology, Physics, Chemistry, English Literature, First Language English, Hindi) (2022)

#### Student, Summer School, Brown University, Providence, RI, U.S.A.

2022

- Completed the 'Econometrics' course during an in-person summer program; Learned different data analysis tools for economic data
- Attended lectures daily, collaborated with peers to work on projects and class discussions
- Made a project using RStudio to evaluate the relation of the Indian GDP to the rate of interest in the economy

### Standardized Tests

- ACT: 35/36, December 2022 - (Math - 35, Science - 35, English - 36, Reading - 33)
- Duolingo English Test (June 2023) - 150/160 (Literacy - 160, Comprehension - 155, Conversation - 140, Production - 145)
- DELE Spanish B1 Certification (May 2023)

### Academic Awards and Honors

- Subject Excellence Award – Mathematics AI HL, Economics HL, Physics HL, Business Management SL, Spanish Ab Initio SL 2023
- Awarded School Topper for achieving First rank in the IGCSE Boards in school 2022
- Awarded Subject Excellence for Mathematics, Economics, Physics, Chemistry, Biology, Business Studies in Grade X IGCSE Board Examinations 2022
- Awarded School Topper, 8th Grade, A1 Consolidated Grade (Highest) 2020

### School Leadership Positions and Initiatives

#### President, School Student Council

2023 – Present

- Elected as the School's Student Council President after a high-octane, self-directed campaign
- Led the Student Council of 100 students to organize various events and student-led initiatives, such as assemblies, intra-school art fests
- Organized an Inter-School Hindi Poetry Recitation Event 'Abhivyakti,' with 60 student participants from schools across the city, and an Inter-School Football and Basketball Tournament, with over 13 participating schools and over 200 participants, spanning two days

#### Co-Founder, SBS Economics Club 'Divitae'

2023 – Present

- Educated students about the importance of financial literacy by floating a financial handbook, emphasising the importance of savings and investment; organised workshops, doubt-clearing sessions, called renowned economists for sessions with members; organized an essay writing competition, made a designated 'Economics Board,' updated with the recent developments

#### Co-Founder, Design Thinking Shark Tank

2023

- Organized 2 editions of the "Step By Step Model Shark Tank"; Collaborated with peers to design the format and guidelines
- Reached out to renowned venture capitals and sustainable entrepreneurs as Chief Guests, such as the CEO of Lenskart and Indian Shark Tank judge, Mr. Peyush Bansal
- Organized training sessions for over 40 participants, mentored them on their presentations and pitches

#### Elected Class Representative, 11th Grade

2022

- Acted as a point of contact between the class and the teacher, communicating details about different events
- Launched an online anonymous form to get feedback and suggestions by both students and teachers, for any grievances, identifying lack of communication as a primary problem; consequently, created an online document to keep track of students' interests and participation

### Community Engagement and Initiatives

#### Founder, The Go Kasht Project

2022 – Present

*'Go Kasht' is cow dung logs designed to replace wood as a more economical and environmentally-friendly fuel for simpler domestic use*

- Worked alongside a government official from the Central Pollution Control Board to popularize Go Kasht and its distribution
- Increased the production of Go Kasht all across the country, with expanding production in 3 cities
- Contacted and convinced 4 crematoriums to use Go Kasht over wood, saving over 2000 tonnes of wood
- Producing over 200 kilograms each day, partnering with 13 cowsheds
- Contacted Resident Welfare Associations, used word of mouth to get over 800 households to use Go Kasht in bonfires
- Recognised by the Round Table, Chandigarh, for being a Youth Leader in Sustainability

#### Co-Founder, Get It Growing

2020 – Present

- Co-founded an enterprise that provides a hassle-free way to nourish plants at home through organic cow dung-based manure pellets and sticks; researched extensively on different forms of manure, making over 12 types of prototypes before finally reaching the final product
- Collaborated with female farmers to create prototypes and support them with an additional source of income for their cow dung, also giving profits of the venture back to the farmers to fund their daughter's education
- Launched e-store on the venture's website in early 2021; listed products on Amazon, Flipkart and placed them with local nurseries
- Got the business registered with the GST office of India; Business is currently registered it as a Proprietorship in my name
- Advertised through Instagram, my neighbourhood Residents' Welfare Association Newsletter, as well the local newspaper

#### *Founder and Chief Interviewer, Unicorn Dreams*

**2022 – Present**

- Founded an initiative where I interviewed over 18 leading leaders of Indian businesses, such as Mr. Ashneer Grover of BharatPe and the popular Shark, Mr. Aman Gupta, Shark and Co-Founder of boAt, Mr. Harsh Jain, the CEO of Dream11, Mr. Anil Rai Gupta, Managing Director of Havells, on their journey, how they started, the problems they faced and what advice they have for young entrepreneurs
- Promoted entrepreneurship and inspired aspiring entrepreneurs by overcoming language barriers through an article series in "Dainik Bhaskar" – a leading national newspaper that reaches 50 million people in 3 languages;
- Converted into a YouTube channel and podcast on Spotify to reach people who cannot read or are not inclined to
- Study their careers and businesses to prepare interview questions; coordinate nimbly through their ever-changing schedules
- Saw the common trend in the traits of leadership during times of crisis for the entrepreneurs, motivating me to write a research paper
- Interviews can be viewed at <https://www.bhaskar.com/unicorn-dreams-with-kushaan/>

### **Community Outreach**

#### *Founder, Saksham ('Capable') (An Initiative in Collaboration with 'The Go Kasht Project')*

**2022 – Present**

- Understood the importance of spreading financial literacy for farmers as I saw the farmer debt when working with them
- Made a financial literacy guide in Hindi and used it to conduct a session for over 30 farmers in Chandanpura, helping them understand the essentials behind investments and savings, and raising awareness on new ideas such as UPI, Digital Payments among others
- Conducted a research project to understand existing levels of financial literacy and published a research paper

#### *Volunteer, A Story A Day (Pehlay Akshar Foundation)*

**2022**

- Recorded 3 different story books out for blind children between the age group 8-10

#### *Volunteer, Sanskaar Vidya Niketan (School for underprivileged girls in Bhopal, India)*

**2022 – 2023**

- Conducted workshops and sessions on nutrition, explaining the importance of a balanced diet and organic food
- Created a patch to grow organic vegetables, showing students the process of gardening in an organic manner

#### *Volunteer, Seva Parmo Dharm (A social initiative of the Dainik Bhaskar Group during COVID-19)*

**2020 – 2021**

- Helped underprivileged families affected by the pandemic-induced lockdown by coordinating food and ration donations to 150,000 families across India; collected funds by reaching out to friends and family as well as to partner with various companies to encourage them to donate their CSR funds

#### *Volunteer, Teach For India (Through Openhouse)*

**2020**

- Conducted online sessions on drama and debating for underprivileged students
- Developed and executed engaging activities and games to impart valuable debating skills and foster an understanding of its significance

### **Research Pursuits**

#### *Author, Traits of Leadership in Times of crisis in the fast growing Indian ecosystem*

**2023**

- Conducted comprehensive interviews and research, synthesizing key insights from 'Unicorn Dreams' into a compelling paper on leadership traits exhibited during diverse crisis scenarios, providing valuable perspectives on effective leadership in challenging times
- Published in the International Journal of Social Science & Economic Research: Vol. 6, Issue 4, Aug 2023 (ISSN: 2581-5148).

#### *Author, A Study on The New York Times' Successful Digital Adoption & Regained Market Capitalization*

**2023**

- Conducted analysis on the strategies employed by NYT to successfully transition to a digital model, examining the correlation between the company's share price, market capitalization, and the implemented strategies that contributed to NYT's remarkable market cap recovery; Published in the International Journal of Social Science & Economic Research: Vol. 6, Issue 3, Jun 2023 (ISSN: 2581-5148).

#### *Author, A Study of the Financial Literacy of Local Farmers in Rural India*

**2023**

- Inspired by The Go Kasht Project, explored levels of financial literacy among rural farmers in India
- Conducted surveys to assess current knowledge levels, identify opportunities for further action, and gain the motivation to initiate my own financial literacy program
- Published in the International Journal of Social Science & Economic Research: Vol. 6, Issue 5, Oct 2023 (ISSN : 2581-5148)

### **Specialty Academic Pursuits**

#### *Whitehat Junior (A platform providing live one-on-one coding classes)*

**2020 – Present**

- Did courses to become proficient with Javascript, Flutter, HTML, JSON, Python; Became a Certified IOS and Android App Developer, and Game Developer
- Completed 193 classes, coding different languages, websites, applications, and games

- Coded various applications, including a platform for ordering snacks from different states, a used book exchange platform, an application for recognizing written letters and words and converting them into text, and a multiplayer car racing game

### **Young Entrepreneurs Academy**

**2020 – 2021**

- Participated in the online classes, collaborating with peers to learn about entrepreneurship
- Worked under the guidance of Indian Shark Tank judge Namita Thapar and other renowned venture capitalists to develop ‘Get It Growing’

### **Wharton Global Investment Competition**

**2022**

- Participated with a 6 student team, monitored global markets, strategized investment plans. Reached a peak position of 97 out of 3,200

### **Economics and Business Competitions**

- 5th place, CEO Challenge, Masters' Union: Pitched Get It Growing to Indian Shark and entrepreneur Ashneer Grover, came 5th out of a total of 6500 applicants; [bit.ly/48M737c](https://bit.ly/48M737c) (2023)
- Participated in and won various inter-school academic competitions including achieving a Top 10 position and Highest Distinction Award in the World Econ Cup (2022), Distinction in Waterloo Maths Competition (2023) Economite Competition, Modern School Vasant Vihar (2022), Harvard Undergraduate Economics Competition (2022)

### **Driving Business Towards the Sustainable Development Goals (with Certificate), Erasmus University Rotterdam (via Coursera) 2023**

- Learnt about the importance of incorporating the SDGs into business activity, and the different ways sustainability can contribute to cost cutting, understood the importance of sustainable infrastructure and operations, and its importance for businesses and consumers

### **Google, Coursera Foundations: Data, Data, Everywhere Course (with Certificate)**

**2022**

- Learnt the basis of data collections and data analysis and understood the importance of and the process of data analysis
- Learnt the use of different tools such as Spreadsheets to aid data-driven decisions and the use of data in business operation

### **Financial Markets Course (with Certificate), Yale University (via Coursera)**

**2021**

- Learnt about financial markets, and the role of economics in economies
- Understood the importance of behavioural economics is influencing banking and insurance

### **Internships**

#### **Anicut Capital, New Delhi: A Private Equity Management Fund**

**2023**

- Interned for two weeks, working under the Managing Partner and the CFO
- Understood the different types of funding, and the factors on which private equity and private debt are decided; researched different rising startups across the nation; pitched a report on the Education Technology Industry

#### **Assistant Developer – IT Team, Young Bhaskar and Bal Bhaskar Website (<https://dbmag.groupbhaskar.in/>) (Paid)**

**2023**

- Worked with developers at the magazines to code the website

#### **Bajaj Capital, New Delhi: An investment management company with over 59 years of experience, and over 18 lakh clients served**

**2022**

- Learned about the different steps to making an investment portfolio, doing a case study on Warren Buffet to create a similar plan for study; shadowed different heads of departments to see how the finance, HR, operations and marketing work together
- Prepared a project report to analyze my learning and analyse the existing trends of different Mutual Funds

#### **Diligent Power, Mumbai: A business operating two units of 600 MW each of thermal power plants in Chhattisgarh**

**2022**

- Interned for a month, understood the process of power generation, from coal transportation to transportation and dissipation of power
- Followed this with a visit to the power plant in Chhattisgarh, India, interacting with the Site Managers to do physical inspections of parts of the plant; understood the ways in which power is created and collaborated on a project to chart out distribution channels

#### **I Kid You Not News, Delhi (Paid): A news portal for teenagers in India**

**2020**

- Volunteered with the website, writing over 10 articles in the span of one month on a range of topics for teenagers in India

### **Extra-Curricular Interests**

#### **Model United Nations (MUN), Round Squares and Debates**

**2020 – Present**

- Engaged in 5 inter-school MUNs, achieving Special Mention and Verbal Mention accolades
- Took a pivotal role in organising the SBS MUN 2022 as a member of the Senior Secretariat, overseeing logistical planning
- Participated in global Round Square Postcard Events, fostering connections with peers worldwide
- Served as a moderator for SBS Round Square Postcard Sessions, facilitating discussions and moderating a Barazza session
- Participated in numerous inter- and intra-school debates on themes such as importance of humanities, animal testing; won third place, SBS World Environment Day Debate (2020); Verbal mention, SBS Youth Parliament (2019)

#### **Member, Tennis Team, Step By Step School**

**2022 – Present**

- Played the sport as part of the school team, attended morning practice sessions on a weekly basis
- Secured Silver Medal, Saffiya Academy Tennis Tournament, Under 15 Boys Single

**2021**

- Other interests: Aviation, cars, trekking, stock market investment, technology, reading, basketball, cycling, research and economics, tabla