MY ENTREPRENEURSHIP JOURNEY

Edith Njage Social and Serial Entrepreneur Director, Job Creation Ltd Co-Founder, Arielle for Africa Co-Founder African Wealth Oasis MSc Finance **MSc International Business**

MSc Disruptive Innovation



LET'S TALK EDUCATION...





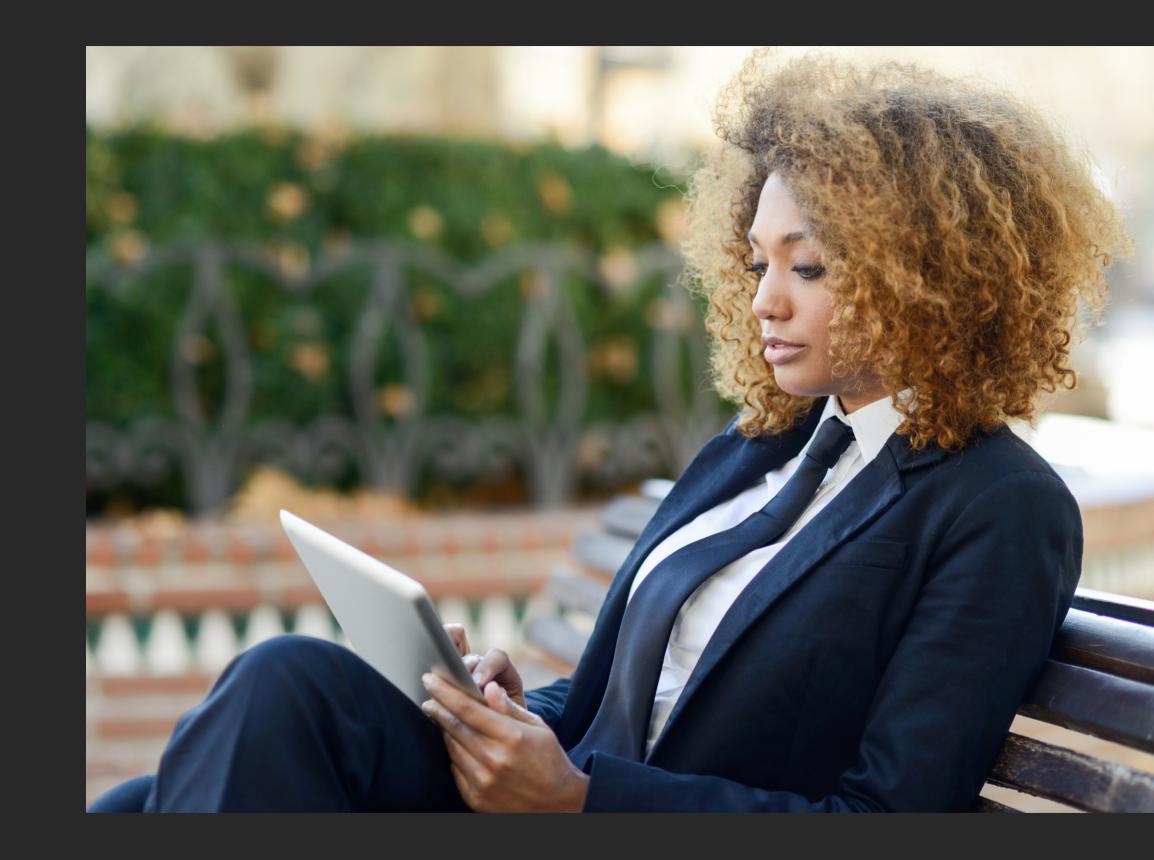
03 — NEXT

What are African Universities getting wrong?



SO, WHO IS AN ENTREPRENEUR?

- Rule breaker
- Risk taker
- Dynamic
- Never hears no
- The title is not learned it is earned
- Ready to shed blood, sweat and tears.





Solution 1

Job Shadowing actual entrepreneurs so they can stop romaticizing the journey and know what they are signing up for.

Solution 2

"Reality kwa ground ni different approach" - Don't teach skills, MOULD GRIT

Solution 3

The reality is they need to learn to be an all in one toolkit - teachability is key!

Did my undergraduate prepare me?

Absolutely not!

To be a banker - OF COURSE, an entrepreneur - NO!



Did my Postgraduate prepare me?

In some ways yes... but because the approach was different.

Grading and value was different, team work was different, I was moulded for the world.



So what prepared me?

My passion My purpose My GRIT



WHAT I WISH LEARNT IN SCHOOL

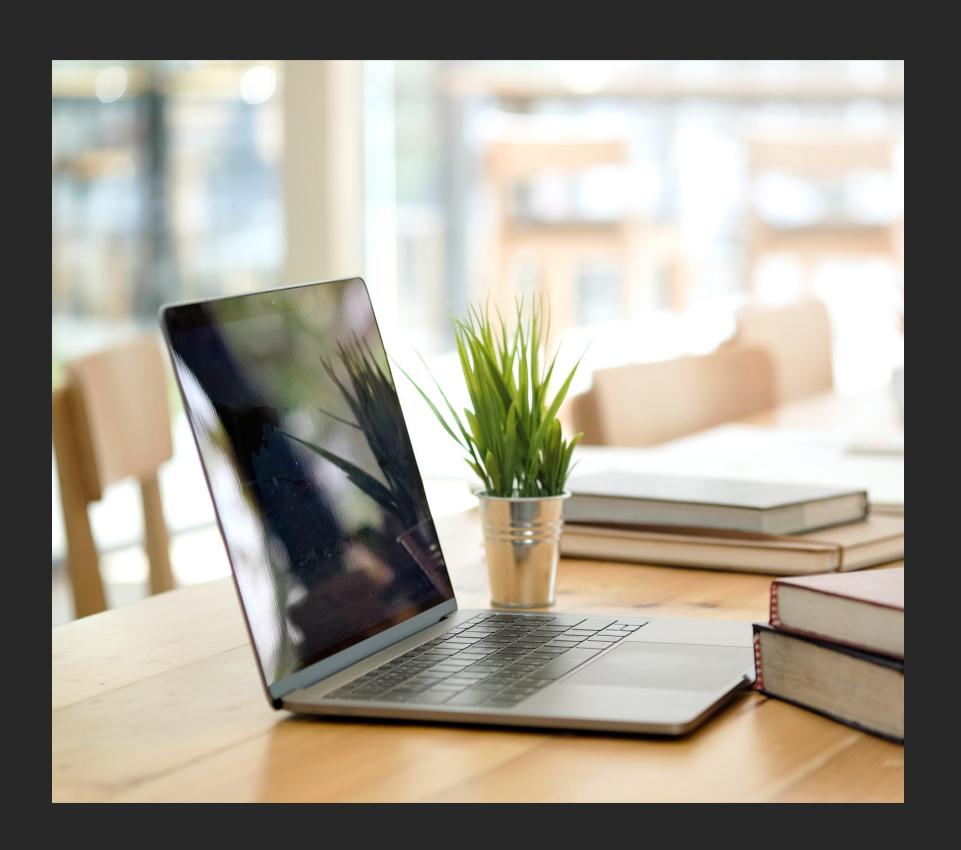
How to actually file taxes - lol!

May seem simple but this month I spent 76 hours trying to figure it out across different jurisdictions.

BOOTSTRAPPING!!!!!!!

The reality is your student preneurs will not receive funding - it is the harsh reality. They will have to bootstrap for years and they need to know how.





Managing Diverse Teams

School today prepares you to take orders not give them - the tables must turn!

LINKEDIN!

85% of our current partnerships, revenues and relationships started on LinkedIn.



MOSTLY, HOW TO HANDLE REJECTION AND FAILURE

I fail everyday... contrary to what education taught, I fail everyday - I just FAIL FORWARD.



ENTREPRENEUR VS BUSINESS OWNER

REMEMBER THE DIFFERENCE! Trust me the two are like water and oil - different and never mix.

13



14 — NEXT

I apologize for any feelings hurt but not for being honest about what needs to change in the education system on the continent.

CONTACT

+254 707 194585

edithnjage@arielleforafrica.com

www.edithnjage.expert

