

NEXIS



ANVESHAN · SESSION 01 · ENTREPRENEURSHIP

Finding problems worth solving

Every business starts with a problem someone cares about.

WITH

Sumit Sinhal
Founder, Kins Health

WHEN

Monday, 5 October 2026
Classes XI and XII

FOR

Science, Commerce
and Humanities



YOUR ANVESHAN JOURNEY

You are here.

TODAY · 01

Idea exploration

Find problems worth solving

02

Field immersion

Inside real businesses

03

Build

Shape your idea

04

Test

Try it with real people

FINALE

Shark Tank

Pitch to founders and investors

TODAY'S MISSION

Spot

problems all around you

Judge

them with five simple questions

Shortlist

the ones worth chasing

RULE NUMBER ONE

Every business starts with a **problem**.

Not an idea. Not an app. Not a logo.

A problem that real people care about.

SCIENCE · COMMERCE · HUMANITIES

Every stream already sees problems. Just differently.

Science

"Why does this happen? Can we measure it?"

Spots what breaks, what wastes energy, what makes people unwell.

Commerce

"Who pays? What does it cost? Who loses money?"

Spots waste, delays, and customers nobody is serving.

Humanities

"How do people feel? Why do they act this way?"

Spots frustration, exclusion, and what people need but never say.

The best problem-solvers use all three. **So today, every team is mixed.**

WARM-UP QUIZ · VOTE WITH 1, 2 OR 3 FINGERS

What problem started it?

1. Ola started after its founder had a bad trip in 2010. What happened?

Answer: His taxi driver stopped mid-journey and demanded more money

2. Airbnb's founders were two design graduates in San Francisco. In 2007 they...

Answer: couldn't pay their rent, so they rented out air mattresses on their floor

3. Drew Houston thought of Dropbox on a bus journey. Why?

Answer: He had forgotten the USB drive with his files

4. Duolingo's founder grew up in Guatemala. What problem did he see there?

Answer: Learning English was too expensive for most people

5. Earle Dickson invented the Band-Aid in 1920. Who was it for?

Answer: His wife, who kept cutting herself while cooking

NOTICE THE PATTERN

They felt the problem first.

Ola	← Stranded by a taxi driver who wanted more money	COMMERCE
Airbnb	← Rent they could not pay	DESIGN
Dropbox	← Important files left behind on a USB drive	TECHNOLOGY
Duolingo	← Learning English cost too much for most people	LANGUAGES
Band-Aid	← Small cuts, every day, in the kitchen	HEALTH

Every field. Same move. **They noticed a problem.**



Sumit Sinhal

FOUNDER



A FOUNDER'S STORY

Meet Sumit Sinhal

Founder, Kins Health

CHAPTER 1

The problem I first chased

CHAPTER 2

What went wrong

CHAPTER 3

What changed my mind

Your turn to ask: how do you decide which problem is worth building a business around?

GAME TIME · MIXED TEAMS OF FIVE

Problem hunt.

Science, commerce and humanities in every team. One paper, one pen. How many everyday frustrations can you find before time runs out?

PROBLEM HUNT · 4 MINUTES

Hunt in four places.

School

Queues, labs,
timetables, exam
stress, lost things, the
canteen.

Home and health

Medicines, food,
chores, power cuts,
grandparents, things
that break.

The commute

Autos, traffic, rain,
fares, waiting, getting
there late.

Siliguri markets

Parking, prices, crowds,
paying, finding what you
need.

Start with

"It's annoying when..."

No solutions

Problems only, for now.

1 point

for every real problem.

2 points

if no other team has it.

QUICK FIRE · THUMBS UP OR THUMBS DOWN

Real problem, or just noise?

1. **"The canteen queue eats half of our short break, every single day."**

Answer: Real problem — It happens daily, to hundreds of students, and they already try workarounds.

2. **"I wish our school bus were painted blue."**

Answer: Just noise — A preference. Nobody loses time, money or sleep over it.

3. **"Elderly people living alone often forget to take their medicines on time."**

Answer: Real problem — A health risk every day, for many families, and today's fix is a worried phone call.

4. **"My phone ran out of battery once on a trip last year."**

Answer: Just noise — Annoying, but rare. A problem that happens once a year is hard to build on.

5. **"Local artisans make beautiful things but can't sell beyond their own neighbourhood."**

Answer: Real problem — Their income depends on it, there are many of them, and buyers elsewhere would pay.

6. **"When it rains, autos charge double and there is no other way home."**

Answer: Real problem — Every monsoon, for many people, and they are already paying more.

THE FRAMEWORK

Five questions that separate problems from noise.

1

How painful?

A pebble in your shoe, or a broken leg?

2

How often?

Once a year, or every single day?

3

How many people?

Just you, or the whole school, the whole city?

4

What do they do today?

Is today's fix slow, costly or annoying?

5

Would they pay?

Would they give money or time to make it go away?

Score each from 1 (low) to 5 (high), out of 25. **Science** measures the pain, **commerce** prices it, **humanities** understands it.

SCORE IT LIVE · EXAMPLE SCORES

Canteen queue vs. a blue school bus

QUESTION

CANTEEN QUEUE EATS THE BREAK

WISH THE BUS WERE BLUE

How painful?



How often?



How many people?



Today's fix is bad?



Would they pay?



Total

20 / 25

6 / 25

15 or more: worth chasing. · Under 10: let it go.

TEAM ACTIVITY · 8 MINUTES

Your turn: find your best problem.

STEP 1 · 1 MIN**Pick three**

From your hunt list, circle the three problems your team cares about most.

STEP 3 · 1 MIN**Find the winner**

Highest score wins. A tie? Pick the one more people would pay for.

STEP 2 · 4 MIN**Score each one**

Give each problem 1 to 5 on all five questions. Add them up out of 25.

STEP 4 · 2 MIN**Stand and share**

Your winning problem and its score, in 20 seconds.

LIVE BOARD

The room's top problems

No problems yet. As teams share, add their winning problem and score here.

LOCK IT IN · VOTE WITH 1, 2 OR 3 FINGERS

Five questions before you go.

1. A problem happens to one person, once a year. Which two questions warn you?

Answer: How often? and How many people?

2. Families already pay for tutors. Which question does that answer?

Answer: Would they pay?

3. What should come first?

Answer: A problem real people care about

4. Which team is most likely to find, and solve, the best problem?

Answer: A mix of science, commerce and humanities

5. Your problem scores 8 out of 25. What do you do?

Answer: Let it go and chase a stronger problem



JOURNALS OUT · OR ANY NOTEBOOK

Write it down before it fades.

PAGE 2

Idea bank: your top three problems, and who has them

PAGE 8

Notes 01: Sumit's story in three lines

CIRCLE IT

The one problem you would chase, and its score

THIS WEEK

Ask one person who has that problem: what do you do about it today?

WHAT'S NEXT · NEXIS TEAM

Take your problem into the field.

Visit 1**12 Oct**

Business revealed soon

Visit 2**5 Nov**

Business revealed soon

Visit 3**25 Nov**

Business revealed soon

Visit 4**12 Dec**

Business revealed soon

Your field mission: at every visit, ask what problem this business solves, and which problems it still has.

NEXT SESSION · TUE 13 OCT

Generating New Business Ideas

with Aman Choudhary

Bring your top problem. We will turn it into ideas.

Don't fall in love
with your idea.

Fall in love with the problem.

Thank you, Sumit · See you on the first industry visit, 12 October