



LEAN DATA

LEAN DATA VIKALP TEACHERS
JANUARY 2018

LEAN DATA RESULTS: VIKALP TEACHERS

- 1 Headlines:**
 - + Top actionable insights
 - + Surprising insights revealed through the data
- 2 Teacher profile**
 - + History as a teacher, Aspirations
 - + Poverty profile
- 3 Interaction with Vikalp**
 - + Interaction with trainers and ease of use of Vikalp's tools
 - + Satisfaction level and challenges
- 4 Impact on Children**
 - + Change observed in children post Vikalp's Interventions
- 5 Impact on Self**
 - + Change observed in self post Vikalp's Interventions

I - HEADLINES

“...Bookish knowledge is actually difficult for the child and becomes boring whereas these experiences with the [Vilalp’s] tools and models help them to easily understand and recognise number...”

DATA COLLECTION DETAILS

JAN 2018, INDIA

METHODOLOGY



Data collection: Phone surveys with one local Lean Data researcher



Sample size: We completed interviews with **27 teachers**, who are using Vikalp's tools in the schools the company works with



Response rate: **42%** response rate (completed interviews ÷ phone calls made to contact list)



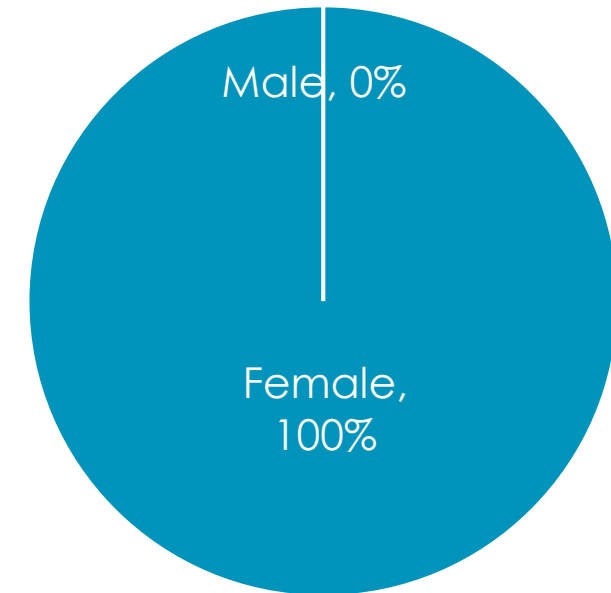
Survey script: Lean Data designed Core Insights and Edu Trainer script, including questions across teacher profile, satisfaction and challenges with Vikalp



Interview duration: The average interview duration was **20 minutes**

RESPONDENTS

TEACHER GENDER BREAKDOWN



SUMMARY LEAN DATA INSIGHTS

1 IMPACT ON TEACHERS

- + **Highly Satisfied** teachers with Vikalp's kits as well as the training given by Vikalp. 43% teachers indicated **their Interest in teaching – specifically Maths “Very Much Improved” post Vikalp**. Constant Input and support by Vikalp team was appreciated.
- + **Ease of teaching Math** and **Ease of handling the class** are the most important changes for the Teachers due to Vikalp.
- + Teachers expressed Vikalp has not led to much additional burden, but indicated Saturday/Fri sessions should be managed better

2 IMPACT ON STUDENTS

- + Teachers indicated they have observed positive changes in **the interest levels for the Math** subject, the **ability to grasp concepts**, and **willingness to do homework** in the children post Vikalp's Interventions
- + **Other changes:** Better base in Math, easier to understand abstract concepts such as Multiplication, Ease of demonstration with practical kits

3 OPPURTUNITIES

- + Train the trainer opportunities for involving teachers
- + Formalizing a process to take timely and regular feedback from teachers
- + Evaluate the link of Vikalp's intervention and student scores specifically, and communicate the same with Teachers
- + Create voluntary whatsapp groups for support of teachers, and to increase their awareness and interest

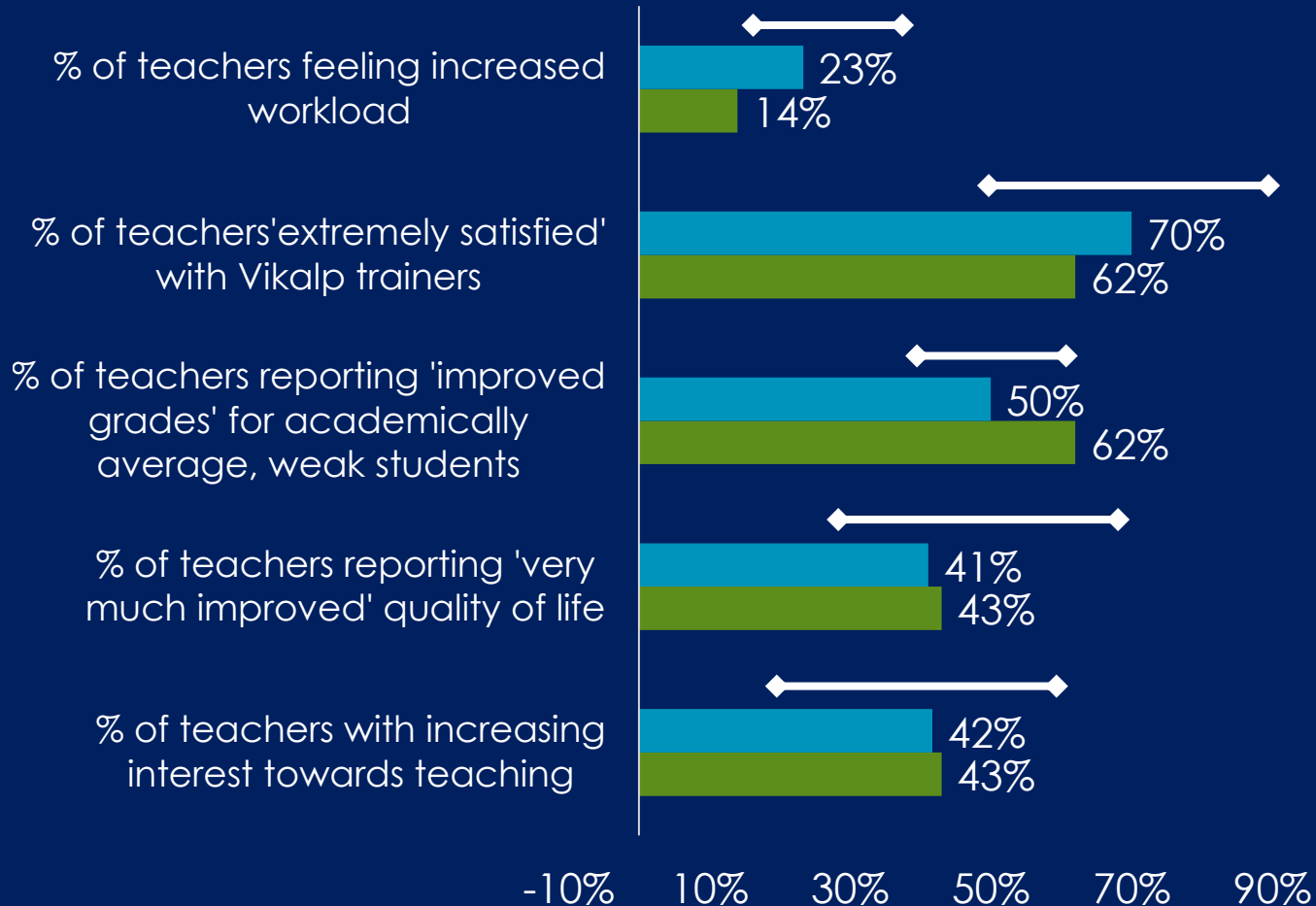
STAFF QUIZ RESULTS: SURPRISES FROM THE DATA

N=18

■ Staff Guess Avg.

■ Actual Performance

↔ Staff Guess: range



Top outcome of QoL improvement

■ Motivates students

■ Eased up class interaction

The "Know Your Customer" award goes to:



Anonymous*

Got the most questions right



*Respondent didn't mention their name while filling the survey

II - TEACHER'S PROFILE

“...I [Teacher] do have aspirations to excel in teaching and get promoted to the most higher level but you know what, after seeing all these [Vikalp's] tools and models, these achievement needs, within me, become restless. In our time we didn't have these tools and now I regret that if we had these chances I would have better understood my subjects...”

MOST TEACHERS HAVE BEEN TEACHING MATH IN SCHOOL FOR 2 YEARS OR LESSER, AND AVG TENURE WITH VIKALP IS 10 MONTHS

Teaching Experience & Aspirations



>4 years

was the tenure of 60% of teachers in teaching profession

*"I want to be **successful** in my teaching profession and **want to achieve more promotions**"*

*"I want to **excel** as a teacher and gradually **achieve the highest position**"*

*"I want to **learn more** about teaching skills..."*

Technology Savviness of Teachers



38%

Own Laptop/Desktop



48%

Use web browsing (Google/ Facebook/ You Tube)



62%

mentioned that they use Whatsapp

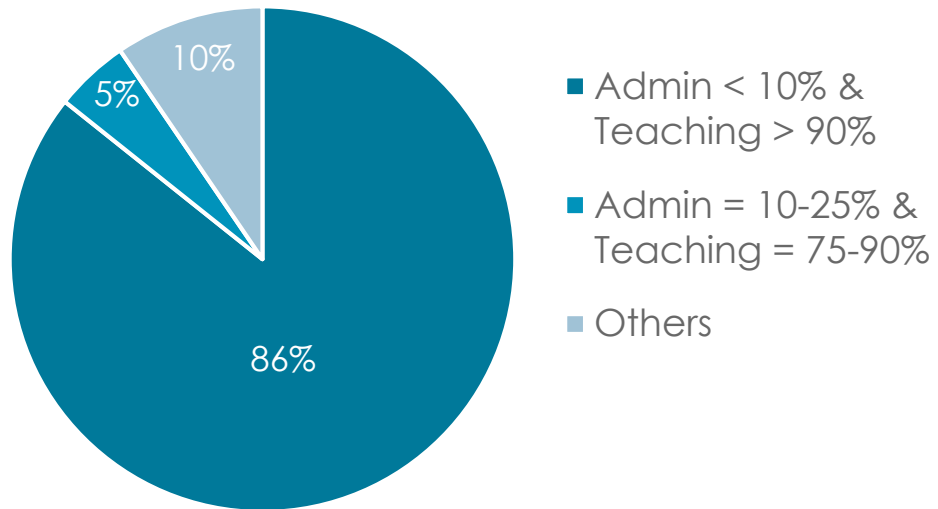


81%

Own Smartphones

VIKALP'S INTERVENTION HAS NOT LED TO MORE BURDEN ON TEACHERS

Q: How much time do you currently spend between core teaching tasks and admin related tasks?



Q: Is there a change in the amount of time you are spending in preparing for your classes [Post Vikalp]?

14%

teachers mentioned that there their workload has increased and they spend more time for the preparation of the classes

“Remedial classes have been organized for the weak students every Saturdays, where they could do more of these activities”

“Training sessions are often conducted by Vikalp on Saturdays after 12 p.m or 1p.m after our school working hours”

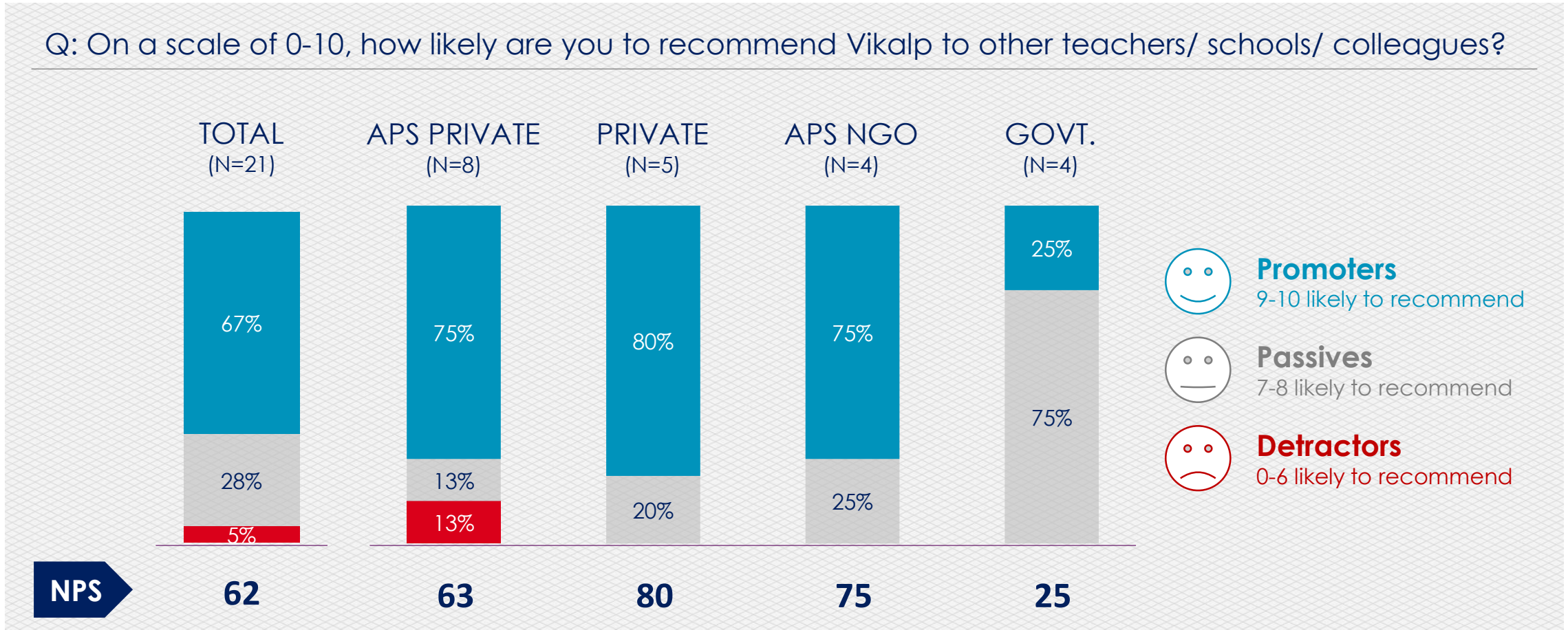
III - INTERACTION WITH VIKALP

“...Vikalp trainers explained the concepts and the models very well. They even say that we are free to call them in case of any confusions with the tools...”

NET PROMOTER SCORE IS 62

The Net Promoter Score (NPS) is widely used as a proxy for gauging overall satisfaction and loyalty among customers. Anything above 50 is considered excellent. NPS for Acumen's education portfolio is 37.

Q: On a scale of 0-10, how likely are you to recommend Vikalp to other teachers/ schools/ colleagues?



MOST TEACHERS ARE COMFORTABLE USING VIKALP'S PRODUCTS



3/21

teachers mentioned they faced challenges using Vikalp's products/ tools



100%

Teachers attended Vikalp's introductory training session at their schools

Challenges faced by teachers

"The only problem is the student used to **tear the tools and damage it** while using. So, have to be very careful during the activities session."

"Actually few teachers were using Rubber band (Geo-box) activity. **I don't know to use them.** Maybe the teachers are using for higher classes (4th Standard). But Vikalp has not train us that tool for lower classes."

All of the teachers said they have all the necessary inputs/ tools/ training they could get through Vikalp, for teaching Mathematics

TEACHER'S INTERACTION WITH VIKALP...

Can you tell us about the overall satisfaction levels with Vikalp's products/services?

100% were satisfied

Whom did you reach out to, in case of any challenge with Vikalp's kit/ technique?

**+Vikalp Trainer
+Didn't reach out to anyone**

On a scale of 1-5 how do you rate the interaction with Vikalp staff/ trainer? (where 1 is very good and 5 is very bad)

**62%
Trainer interactions as Very Good**

*"My Interaction with Vikalp's trainers is very good. Sometimes Pramod Sir comes to the school to observe the children. **They also make us explain so well during the training session..**"*

*"They [Vikalp's Trainers] **used to come and observe the children during the activity sessions.** They also help us, if we have some issues with the concepts, methods..."*

*"Vikalp's staff were really very good. **They have trained us 4 to 5 times and they explain** the concepts so well that our task has become easier now.."*

*"They have done a **great job by introducing these model** to the schools. I am very thankful for you people... Really nice experience with them. **I enjoyed their trainings too..**"*

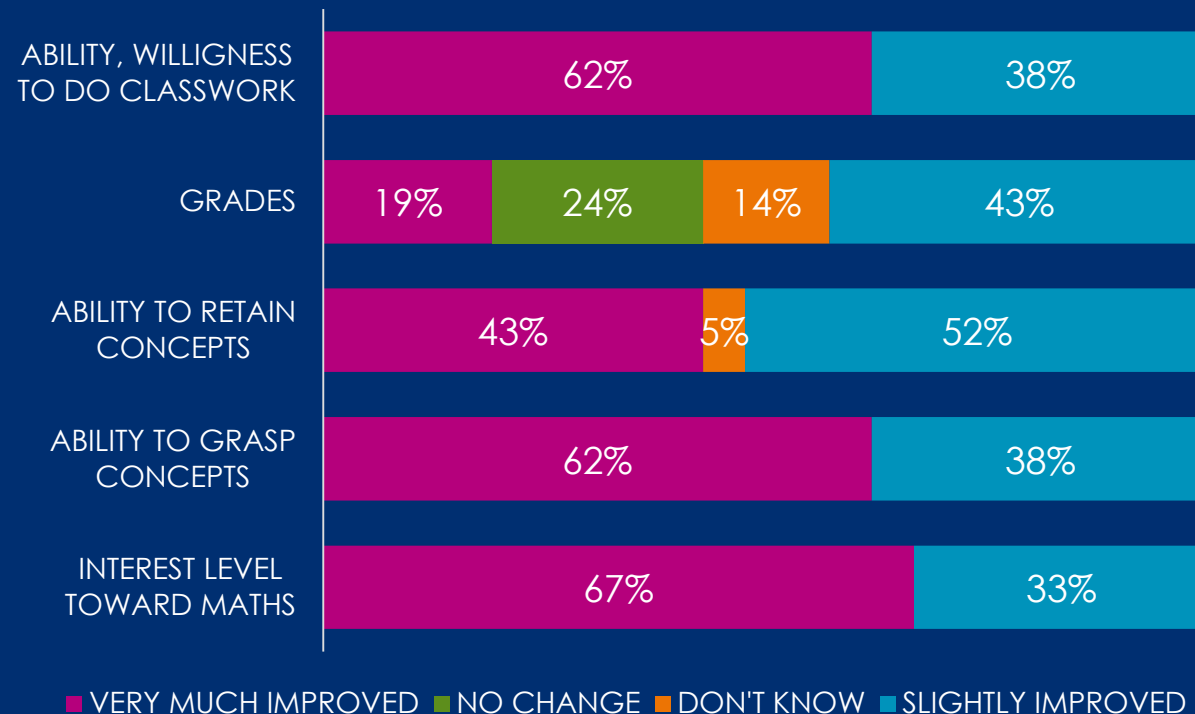
IV- IMPACT ON CHILDREN

“...They have become more curious to learn new things and have started taking interest in Maths, though not as a subject but as games...”

TEACHERS WERE UNSURE ABOUT VIKALP'S EFFECT ON GRADES OF CHILDREN

Q: Can you tell us overall changes you have observed in your students post Vikalp started working in your School/ Institution?

(Academically weak/ average children)



“Though they are comfortable and enjoy a lot doing these activities but this is the case only in practical work. **When it comes to books they again seems to be confused and as boring as before....**”

“It has become **easier for the students to understand and take interest in this subject** which some of them used to dislike earlier.”

Suddenly the students **started enjoying Maths**. Moreover, doing multiplications was confusing for some students but now they can easily do it with the help of the tools..

100% students are “very comfortable” using Vikalp’s kits and tools (As reported by the teachers)

FAVOURITE QUOTES ON STUDENT IMPACT

97%* +ve sentiment : Changes observed by Teachers in Academically strong children, and **95%** for average/weak children

There is improvement in them. **Initially they have a fear for Maths, now at least they are coming forward to solve the work.**

Though they knew counting but they were unable to do back counting. **With the help of the models and tools they are doing these easily. Moreover, it has become easier for them also to distinguish between large and small numbers.**

They are already brilliant students but they find Maths as a subject more interesting. Earlier Maths appeared to be boring to them.

They **used to be confused and can't understand things like skip counting** but now with the **help of the tools they not only can easily understand the concepts but they can also solved problems quickly.**

Initially they lack concentration when they only do theory but doing these activities and practical has not only **increases their interests in Maths** but it has also become easier for them to understand the concepts in much easier ways.

Now, **they are more interested in the class** as they see new and creative things. They can understand concepts easily with the help of these tools.

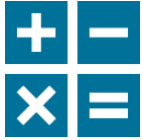
Practical impacts of these tools are more than theoretical or paper pen work. Initially they have confusions and difficulties in understanding concepts. Now all the concepts are clear to them.

Learning has become more fun for them. They enjoy learning with these games and activities and learning automatically takes place.

V- IMPACT ON TEACHERS

“It has become easier for the students to understand and take interest in this subject which some of them used to dislike earlier...”

PERCEPTION OF CHANGES IN SELF



43%

teachers indicated **their Interest in teaching** – specifically Maths “**Very Much Improved**” post Vikalp



43%

teachers said there was “**No Change**” in their confidence levels post Vikalp’s intervention



38%

Teachers said Vikalp’s teaching method helped them outside school (includes those who said “a lot” or “sometimes”)

[Vikalp’s Products] are easier to teach children.

Easier to handle students in classes as they find the activities interesting.

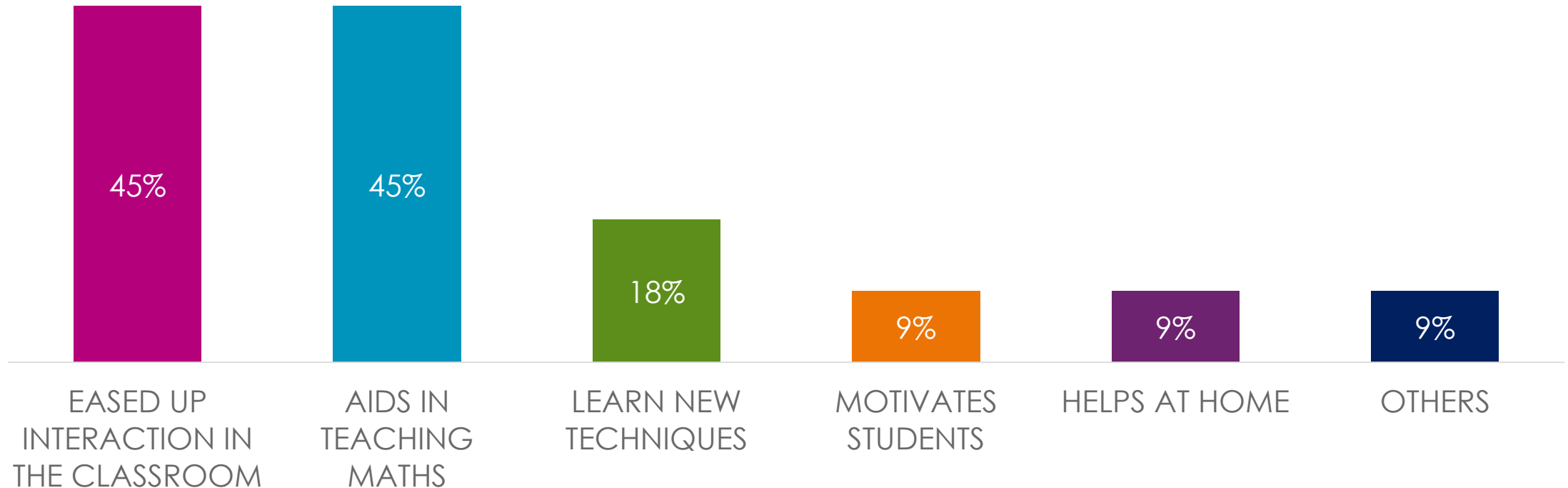
This is just my beginning [Learning]. I want to get success as a Teacher.

Want to excel as a teacher and gradually achieve the highest position

IMPROVEMENTS IN TEACHER'S QUALITY OF LIFE

43% SAID QUALITY OF LIFE HAS 'VERY MUCH IMPROVED',
AND 38% INDICATED 'NO CHANGE'

Q: Has the quality of your life changed because of Vikalp's intervention in your school/ institution?

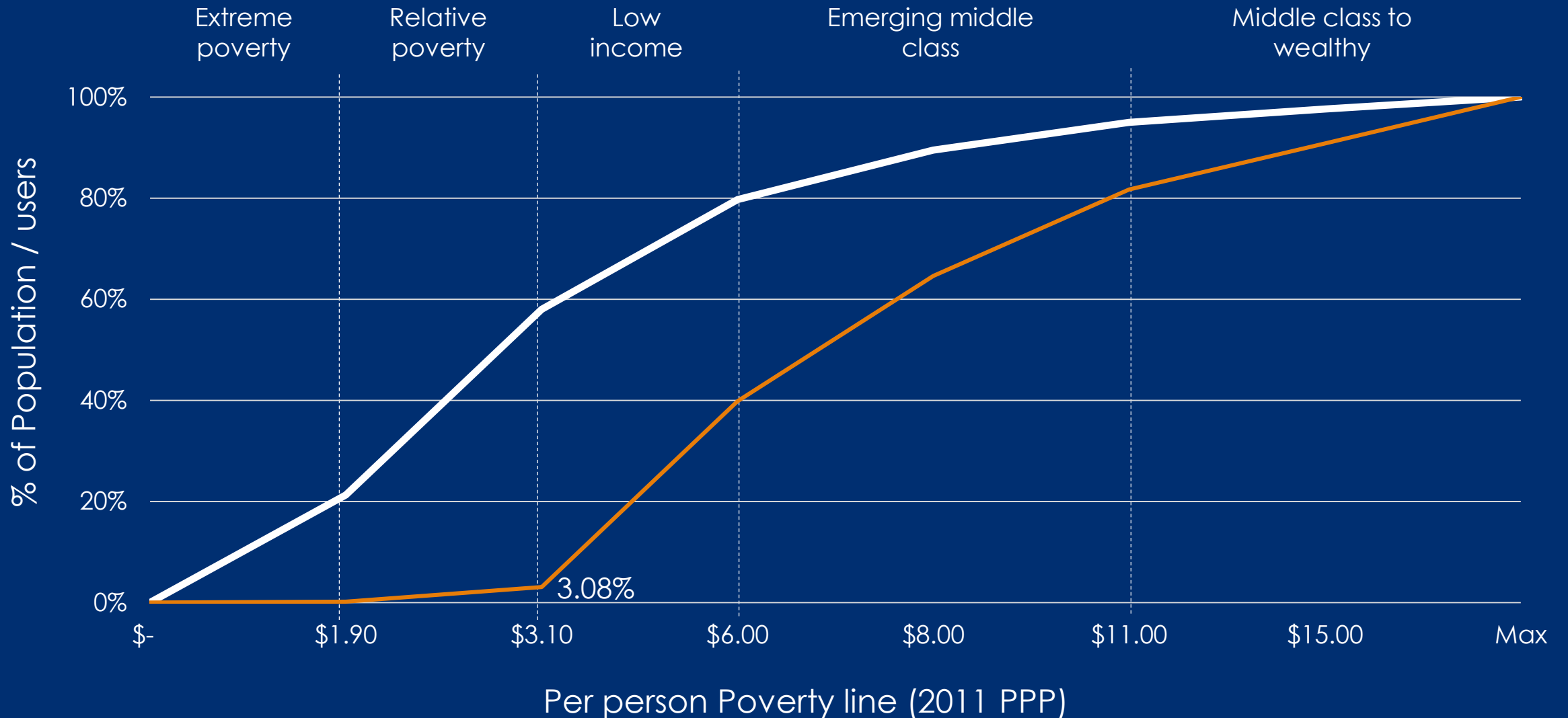


*"Not only it has become **easy for my students to teach but also it helps my child to teach at home....**"*

INCOME PROFILE OF TEACHERS

INDIA NATIONAL AVERAGE
VIKALP TEACHERS

Majority of Vikalp's teachers are in the low income or emerging middle class income categories





**WE'RE EXCITED TO
HEAR YOUR
THOUGHTS.**

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A **ACUMEN**
CHANGING
THE WAY
THE WORLD
TACKLES
POVERTY