



COMMUNITY CHANGE STARTS AT HOME

When you are surrounded by scarce opportunities and a lack of role models, how do you break out and build a habit of productivity and purpose for yourself? Manu's DET journey shows us how.

With several financial obligations looming on the horizon, Manu did not have the option of earning a low salary. It was imperative that he found a high paying job immediately.

"In my village, people do not value education," says Manu. Like others in his village in UP, he too enrolled for a BA and then dropped out after his first year. "I never wanted to attend any classes since we didn't have any engaging teachers," he says.

Young aspirants often find a disconnect with the education system they are forced to get through in order to find jobs. Frustrated with the prospect of sitting idly at home, Manu took up a job as a teacher at a local NGO with a low salary. Even with this income, supplemented by what his father earned, it was a struggle for his 13-member joint family to make ends meet. With several financial obligations looming on the horizon, Manu did not have the option of earning a low salary. It was imperative that he found a high paying job immediately.

The decision to come to DET was not an easy one for Manu and his family. "The tuition fee was a large amount for us. We had to take out a loan using our land as collateral." Looking back Manu admits he was worried about whether the course would be worth all the effort and sacrifice from his already impoverished family. "It was a gamble. But I felt that I would not regret it. I was right," he says, smiling.





The DET Value: A long journey towards knowledge

At DET, Manu's first insight came from observing his classmates. Their focus on getting a good education and doing something worthwhile with their lives was an eye-opener to him. This inspired him to ramp up his efforts and work hard. "The photos of the first three toppers in

Deshpande Educational Trust was the most reliable source of new recruits for our growing company. I'm very happy that from the last 4 years, we're consistently getting good and well trained candidates from you. Thank you

- Suhas Joshi, Deputy Manager, HR, Muthoot Microfin Ltd.

WHAT WORKED FOR MANU

-  • Computer hardware networking
-  • Banking
-  • Listening patiently
-  • Voicing opinion in public forums



MANU | Utthaan Fellowship (Customer Service), Alumnus, 2016

I have seen it with my own eyes – the transformation that people have undergone at DET. We could barely speak a word of English when we joined. And now the same people are working in MNCs!"

any exam would be put up on our notice board," he recalls. "I really wanted my photo to be up there, so I worked hard and topped one exam. I still remember how happy I was to see myself up there on the board."

Apart from honing his technical skills and learning about computer hardware, software programs, online banking, sharpening his spoken English and Math, Manu valued the surprise moments of inspiration and knowledge he came across during his time at DET. He remembers one such time at lecture delivered by a person with a disability, who was employed at a bank in Bangalore. Listening to her life story with its struggles and displays of grit motivated him to put in more effort.

Productive Careers: Changing communities

On completing the course, Manu headed back to his village and was offered a higher position at his previous organization, with a better salary. He was appointed as a Computer Trainer and tasked with teaching software and

internet literacy to high school children. "Digital literacy was one of my favorite classes at DET and this gives me a chance to do what I love," Manu says.

Reflecting on how he has changed since the program, Manu raises an important point. "My attitude towards my sister has really changed since my experience at DET. I used to think that as she is a girl, she does not need to study much," he recalls. "Now I want my sister to study and am ensuring she achieves something first and only then thinks about her marriage. Our gender sensitization classes were very enlightening for me in this regard."

A well-known face in his village now, Manu has also been doing his bit to mobilize the local youth. "I have started a Youth Club with my friends. We train young people on skills that will help them get a job, and give them career guidance. We ask them what their goal is and what path they should take to achieve this. It's my way of sharing my DET learning with others in my community," he says, smiling.

STUDENT PROFILE AND IMPACT POST-DET

Educational qualification	BA (First Year)
First generation learner	Yes
Pre-DET monthly household income	Rs. 6,000
Sector of employment	Teaching
Hailing from	Marawatiya
Working in	Chandauli

Salary Increment (INR):

