

WORKSHOP CURRICULUM · GRADES 9–12 · INDIA & UK

Money, Markets & the Real Economy

A case-study workshop on what the classroom doesn't teach

Designed & delivered by Ashmeet Singh

Masters, The London School of Economics · Ex-KPMG Deals · Ex-World Bank · Fund Manager · Private Banker

8

MODULES

What school teaches vs. what the real world asks

IN THE SYLLABUS

Textbook definitions of GDP & inflation

Accounting entries & formats

Theory of firms & markets

Little or no personal finance

Exam-led answers



WHAT STUDENTS ACTUALLY NEED

Why the RBI or Bank of England moves rates, and what it does to your EMI

Reading a real annual report and spotting red flags

How companies are bought and sold: real M&A deals

Budgeting, compounding, investing & managing family wealth

Excel, research, presenting and defending a recommendation

Eight modules, four phases, one capstone

PHASE 1

Foundations

01

How Money Works

Budgeting, compounding, banking

02

Reading a Balance Sheet

The three financial statements

PHASE 2

The Big Picture

03

Assessing an Economy

GDP, inflation, rates, currency

04

Markets & Investing

Stocks, bonds, funds, risk

PHASE 3

Inside the Industry

05

Wealth Management

Advising real families

06

Real-Life M&A

How deals are valued & done

PHASE 4

Policy & Careers

07

Public Finance & Development

Budgets, taxes, World Bank

08

Professional Skills

Excel, pitching, networking



Capstone: Investment Committee

Teams pitch a company, a portfolio or a national budget to a panel of industry guests

Foundations: the language of money



MODULE 01 · FOUNDATIONS

How Money Works

“If you invest ₹5,000 a month from age 22, what will you have at 60?”

- 15m ○ Needs vs wants: building a monthly budget
- 20m ○ Compounding, the “8th wonder”: FD vs SIP vs inflation
- 15m ○ Banks, credit cards, loans & credit scores
- 10m ○ Scams & red flags: “too good to be true” returns

REAL CASE

The cost of starting late

Two savers, same monthly amount, one starts ten years later. Students model both in Excel and see the gap compounding creates.

► Activity: build your first-salary budget



MODULE 02 · FOUNDATIONS

Reading a Balance Sheet

“A company can be profitable and still run out of cash. How?”

- 15m ○ Three statements: P&L, balance sheet, cash flow
- 20m ○ Read a real annual report: revenue, margins, debt
- 15m ○ Key ratios: ROE, debt/equity, working capital
- 10m ○ Spotting red flags in the numbers

REAL CASE

Satyam Computer Services (2009)

India’s largest accounting fraud: a confessed ~₹7,000 Cr cash hole. What the cash and receivables lines should have told investors.

► Activity: rate two listed companies, healthy vs risky

The big picture: economies and markets



MODULE 03 · THE BIG PICTURE

Assessing an Economy

“Why does the whole country care when the RBI changes one number?”

- 15m ○ GDP, inflation, unemployment: the dashboard
- 15m ○ Interest rates, central banks & currency
- 15m ○ Fiscal deficit, debt & balance of payments
- 15m ○ Teams diagnose a country from its data

REAL CASES

India 1991 · Sri Lanka 2022 · UK mini-budget 2022

India pledged gold to avoid default; Sri Lanka defaulted; UK gilt markets forced a policy U-turn. Three crises, three lessons.

► Activity: be the central bank, set the rate



MODULE 04 · THE BIG PICTURE

Markets & Investing

“Is the stock market gambling? What is the difference?”

- 15m ○ Shares, bonds, mutual funds, gold: what each does
- 15m ○ Risk vs return & diversification
- 15m ○ How prices move: earnings, rates, sentiment
- 15m ○ Bubbles, crashes & investor psychology

REAL CASE

Global Financial Crisis 2008

How US housing loans and Lehman Brothers' collapse spread to markets worldwide, including India, and why diversification mattered.

► Activity: ₹10 lakh virtual portfolio challenge

Inside the industry: wealth and deals



MODULE 05 · INSIDE THE INDUSTRY

Wealth Management

“What would you do with ₹50 crore after selling your family business?”

- 15m ○ How private banks & wealth managers work
- 15m ○ Goals, risk profiling & asset allocation
- 15m ○ Family offices, succession & protecting wealth
- 15m ○ Ethics: suitability & client trust

REAL-WORLD SIMULATION

Advising a founder family

Drawn from practice advising ~₹2,500 Cr: teams build an allocation for a fictional family with education, retirement and philanthropy goals.

► Activity: present your plan to the “client”



MODULE 06 · INSIDE THE INDUSTRY

Real-Life M&A Transactions

“Why would Walmart pay US\$16 bn for an Indian start-up?”

- 10m ○ Why companies buy, merge or sell
- 20m ○ Valuation basics: multiples & what you pay for
- 15m ○ Deal process: due diligence, negotiation, regulators
- 15m ○ Did it work? Synergies vs overpaying

REAL CASES

Walmart–Flipkart (2018) · Tata Steel–Corus (2007) · HDFC–HDFC Bank (2023)

A global buyer entering India, an Indian firm buying abroad, and India’s largest bank merger, seen from a KPMG Deals lens.

► Activity: mock deal negotiation, buyer vs seller

Policy and careers: from budgets to the boardroom



MODULE 07 · POLICY & CAREERS

Public Finance & Development

| “Where does a country’s tax money actually go?”

- 15m ○ Reading the Union Budget / UK Budget
- 15m ○ Taxes, subsidies & trade-offs
- 15m ○ How the World Bank funds development
- 15m ○ Measuring impact: did the money work?

REAL CASE

GST rollout in India (2017)

One of the biggest tax reforms in the world: why it was needed, what changed for businesses, and the lessons from implementation.

► Activity: mock budget committee, allocate ₹100



MODULE 08 · POLICY & CAREERS

Professional Skills

| “What do bankers and economists actually do all day?”

- 15m ○ Excel for finance: tables, formulas, charts
- 15m ○ Research & writing a one-page investment note
- 15m ○ Pitching & presenting with confidence
- 15m ○ LinkedIn, networking & landing internships

REAL-WORLD PRACTICE

Write a client note

Students write a 1-page note on a listed company, the same format used daily in wealth and fund management, then get feedback.

► Activity: build your LinkedIn profile live

Six simulations and a capstone

Stock Market Game

A ₹10 lakh virtual portfolio tracked across the course, with live market news.

MODULES 04, 05

Central Bank Room

Teams receive inflation, growth and currency data and must set the interest rate.

MODULE 03

Deal Room

Buyer and seller teams negotiate a real-style acquisition with a term sheet.

MODULE 06

Client Meeting

Role-play advising a founder family on a ₹50 crore liquidity event.

MODULE 05

Budget Committee

Allocate a national budget across health, education, defence and debt.

MODULE 07

Forensic Accountant

Find the hidden problem in a set of real (anonymised) financial statements.

MODULE 02

Capstone: Investment Committee Day

Teams choose a company, a portfolio or a country budget, build the analysis in Excel, and defend a recommendation in front of a panel of guests from banking, investing and policy, drawn from a 10k+ professional network. Best team receives a certificate and mentor sessions.

OUTCOMES

Skills students leave with

MODULE	FINANCIAL LITERACY	ANALYTICAL THINKING	EXCEL & DATA	RESEARCH & WRITING	PRESENTING	COMMERCIAL AWARENESS
01 How Money Works	●	○	●	○	○	●
02 Reading a Balance Sheet	●	●	●	○	○	●
03 Assessing an Economy	○	●	●	●	○	●
04 Markets & Investing	●	●	●	○	○	●
05 Wealth Management	●	●	○	○	●	●
06 Real-Life M&A	○	●	●	●	●	●
07 Public Finance	●	●	○	●	●	●
08 Professional Skills	○	●	●	●	●	●

● Core focus
● Strong
○ Introduced

Plus: certificate of completion, portfolio of work for university applications

DELIVERY OPTIONS

Formats that fit your school calendar

1

DAY

Bootcamp

Four headline modules (01, 02, 03, 06) and a mini case competition.

Best for: career days, summer schools

4

WEEKS

Intensive

All 8 modules over weekend or after-school sessions, plus the capstone.

Best for: Grades 11–12, holiday programmes

1

TERM

Full Course

8 modules at a deeper pace, with simulations, assignments and the capstone.

Best for: IB / CBSE economics enrichment

à la

CARTE

Single Modules

Pick any module as a standalone 60–90 min masterclass.

Best for: trying it out, assemblies

Who

Grades 9–12 · IB, CBSE, ICSE, A-Level · 20–40 students per cohort

Where

In person across India · In person or virtual for UK schools

Materials

Case packs, Excel templates and slides provided for every module

LET'S TALK

Give your students the finance education school leaves out.

Start with one complimentary module for your senior students, then choose the format that suits your school.

EMAIL

ashmeetsingh38@gmail.com

LINKEDIN

Ashmeet Singh · 10k+ network

Intro call

→

Free pilot module

→

Full workshop