

Dr. Ravi Kiran Sethi

An operator with a doctorate. Twenty years in operating roles, from the engine room to Group COO, and a PhD on how entrepreneurship is actually learnt. I teach both.



Group COO, YC Ventures, Dubai
CEO, SEAKNOTIQ Ship Management
Chief Growth & Strategy Officer, Aequor Shipping
Founder, Start Young CEO

40 → 80% Fleet utilisation in one year, West Africa	14 Vessels on ExxonMobil and Total contracts	$\alpha = 0.977$ Instrument reliability, 400 students, 30 teachers	33 Courses written and delivered
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BIOGRAPHY

Dr. Ravi Kiran Sethi is Group COO at YC Ventures in Dubai, where he builds and scales companies across the portfolio. He is also CEO of SEAKNOTIQ Ship Management, Chief Growth & Strategy Officer at Aequor Shipping, and the founder of Start Young CEO, an entrepreneurship programme for adolescents.

He began as a marine engineer officer, sailing bulk carriers, container ships and tankers, and moved through broking, maritime technology and enterprise sales before running fleets and P&Ls. Most recently he took a West African offshore fleet from 40% to over 80% utilisation on ExxonMobil and Total contracts. Along the way he built and ran a fine-dining restaurant in Singapore and worked on one of India's largest telecom launches.

He holds a PhD in Business Administration from LIUTEBM University, Lusaka, awarded 2026, for research on entrepreneurial skill-building in adolescence, and an engineering degree from BITS Pilani. He teaches entrepreneurship, applied AI, brand and go-to-market, and maritime commerce.

WHAT A SESSION INVOLVES

LENGTH 60 to 90 minutes, or a full module across a term.	FORMAT Lecture, workshop, or a panel built around student pitches.	WHERE In person in Dubai. Remote anywhere. Elsewhere on request.	NOTICE Two weeks is comfortable. Less is usually possible.
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SIX SESSIONS

01

Teaching Entrepreneurship So It Sticks: the ADEPT Model

The finding that changes how you teach it: fear of failure outranks skill gaps as the binding constraint. Emotional barriers outweigh technical ones. A five-part model for closing that gap.

FACULTY DEVELOPMENT · 90 MIN

02

Run the Entire Ship

What founders actually do in year one. Ventures die of sequencing, not product. Includes the concepts worth walking away from, and how to tell early.

UG / PG · E-CELLS · 60–90 MIN

03

AI for Business Operations

What changes on Monday. AI as an operating decision rather than an IT project: one workflow, two weeks, then the next. No code. No forecasting.

PG · MBA · EXEC ED · 90 MIN

04

Using AI Without Outsourcing Your Judgment

Students already use it. The question worth teaching is what they give away when they do, and what an employer still pays them for.

EMPLOYABILITY · 60 MIN

05

Positioning Before Message

Positioning is taught as a statement and practised as a slide. Here it is a test a brand passes or fails in front of a real buyer.

MBA MARKETING · PGDM · 90 MIN

06

Engine Room to P&L

Ship management and maritime commerce. The machinery a cadet already understands, connected to the commercial decisions taken above it.

MARITIME ACADEMIES · 90 MIN

FOR DEANS AND DEPARTMENT HEADS

UGC PROFESSOR OF PRACTICE

The 2022 guidelines require fifteen years of senior professional experience and waive the PhD and NET requirement. They also exclude serving and retired academics. AICTE applies a wider equivalent.

AACSB STANDARD 3

A doctorate with current senior professional practice qualifies as Scholarly Practitioner or Practice Academic, inside the ninety percent requirement rather than against the additional-faculty allowance.

UAE CAA

Postgraduate teaching and supervision requires a doctoral qualification, which is met. Foreign qualifications also need a Ministry of Education certificate of equivalency.

TEACHING RECORD

HINDU UNIVERSITY OF AMERICA

Designed and delivered a nine-session training programme, 2026.

START YOUNG CEO

Thirty-three courses written for ages 9 to 15, including nine on applied AI.

DOCTORAL RESEARCH

Defended April 2026, LIUTE BM University, Lusaka. Four hypotheses, all $p < .001$.

PUBLISHED

Three peer-reviewed papers on entrepreneurship education, 2025: IJRIAS, IJSREM and IJIRT.

Tell me the course and the date.

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