

UTEN Seminar Outline
May 2010

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Course Title: New Paradigms in Business Incubation

Description:

Session will illustrate the evolution of business incubation from initial facilities that house emerging companies through to today's paradigm of assisting with starting new businesses. This will include the different potential evolutions of an incubator and what is typically provided to the client companies to enhance business growth.

Objective:

Allow participants to self assess or recognize the stage of evolution of their program or and where applicable to leapfrog the normal evolution path by understanding the latest trends that they may consider implementing.

TTO offices may also use this session to better understand which programs are best suited for their emerging businesses or licensees and facilitate the appropriate connections.

Target Outcome:

Lead-in session for Pathways for Venture Creation.

Course Title: Funding High Growth Start-Ups

Description:

Session will illustrate the ways that TTO's, incubator managers and entrepreneurs can best target the type of capital that they need. Additionally, emphasis will be placed on internationalization of businesses and how the capital industries may consider investment for expansion outside of Portugal and "soft-landing" into different markets. This will be applicable to "soft-landings" into Portugal as well as Portuguese firms expanding outside of the EEC.

Objective:

To understand what capital sources consider necessary in order to gain expansion or growth funding when crossing international borders to do business.

Target Outcome:

Familiarize participants with what they need to know in order to successfully gain investment for international expansion.

Course Title: Pathways to Venture Creation

Description:

Discussion and presentation of two alternative leading edge models to create businesses by university students while still in school and by fledgling entrepreneurs in your community in the very latest manner. These practices can be used to assist with technology pull/push from TTO's into helping create the new firm or by helping early stage entrepreneurs strengthen their business propositions by getting connected to the help they need.

Objective:

Participants should consider helping start companies rather than “wait” for a business to present themselves. These two very different programs will start to influence the number of new firms along with the entrepreneurial thinking on how firms can emerge rapidly.

Target outcome:

Accelerate new start-up creation.