

Entrepreneurship **and Innovation Center.**

**“Creating a positive impact
through thought leadership and networks
supporting entrepreneurs, innovators, and investors.”**

Summary.

1. Introduction
2. Impact
3. Activity
4. Team
5. Social
6. Sharing

From IESE classroom to entrepreneur, innovator, and investor



"The **future isn't a place you go
but a place you create."**



Every leader can be an entrepreneur



"IESE broadened my horizons with deep business knowledge and real-world problem-solving. The program's focus on the individual made me a better entrepreneur and a better **person**."

Elo Umeh (GEMBA and 40under40)



"Pursuing an academic and research career at a prestigious business school is an incredible opportunity. As a doctoral student in entrepreneurship, IESE's rigorous training and the chance to work with world-renowned **scholars** is invaluable."

Ann-Sophie Kowalewski (PhD)



"The Master's program at IESE provided a unique opportunity to enhance my business knowledge and skills. The insights and **advice** I received from IESE staff and professors on my startup business idea have been invaluable as a young entrepreneur."

Marc Gascón (MiM)



"As a CEO and Founder, studying at IESE has shaped my decision-making. The program's comprehensive approach has equipped me with practical tools to make informed and strategic decisions. Moreover, access to a diverse professional **network** has also provided me with high-value connections and innovative ideas."

Ignacio Rodés (PDG)



"IESE has been key in my academic endeavors, deepening my knowledge and expanding my network in the global business arena. The mentorship from the Entrepreneurship and Innovation Center was excellent, providing great insights and **guidance** for my entrepreneurial pursuits."

Stan Yu (MBA and 40under40)



"The relationship with IESE is amazing. Every year I get to come back and be part of the MBA through **cases** based on my business. I love joining some of the classes and hearing what students have to say about my company."

Ana Maiques (AMP)



"My experience at IESE, especially through the EMBA program, has been **transformative**. At first, some case studies of large companies seemed distant from my business realities at that time, but as my company grew, I discovered their relevance and continue to apply those lessons in my daily work."

Cristina Aleixendri (EMBA and 40under40)

For social good



*"Entrepreneurship is part of our school's mission. We aim to develop leaders who will have a deep and lasting impact through their professional excellence and spirit of service. Successful entrepreneurs, those with a real sense of purpose, provide a great service to **society**."*

Prof. Franz Heukamp
IESE Dean



*"Entrepreneurship is a mindset, a behavior, and a way of thinking. IESE entrepreneurship faculty develops cutting-edge **research**, shedding light into novel, relevant, and impactful fields."*

Prof. Christoph Zott
Head of Entrepreneurship Faculty Department



*"Entrepreneurship is one of the streams of **thought leadership** that the school develops not only in academic journals but also in applied outlets."*

Prof. Gaizka Ormazabal
Associate Dean for Research and the PhD Program



*"Entrepreneurship is the ability to craft, develop and grow new opportunities, both through start-up projects and within existing firms. The value of an entrepreneurial **mindset** is transmitted through all our activities."*

Prof. Mª Julia Prats
Academic Director of Entrepreneurship and Innovation Center



*"Entrepreneurship needs more than academic knowledge to flourish. This is why the school has developed a full and connected **ecosystem** to support our students, alumni, and society to build solutions for a better tomorrow."*

Josemaria Siota
Executive Director of Entrepreneurship and Innovation Center

One center with purpose, insights, and networks



Mission. Creating a positive impact through thought leadership and networks supporting entrepreneurs, innovators, and investors.

Vision. Becoming one of the most cutting-edge and impactful global ecosystems for high-growth entrepreneurs, corporate innovators, and private investors.

One Center of global impact

ECOSYSTEM

30%

IESE STUDENTS START ⁽¹⁾
a business within 5 years of graduation

102,800

JOBS CREATED ⁽²⁾
through IESE-related start-up founders in...

5

CONTINENTS
Europe, Asia, Africa, America, and Oceania

SUPPORT

\$15.1

BILLION FUNdraISED ⁽³⁾
by IESE alumni founders (including 3 unicorns)

€71

MILLION INVESTED ⁽⁴⁾
by IESE ecosystem in start-ups

1,400

STUDENTS SUPPORTED / YEAR ⁽⁵⁾
and 10,000 attendees/year at the Center's events

INSIGHT

20

PUBLICATIONS / YEAR ⁽⁶⁾
about entrepreneurship

90

EVENTS / YEAR
about entrepreneurship

27

COMPETITIVE PROJECTS AWARDED
about entrepreneurship

MENTIONS

In publications:

**Harvard
Business
Review**

MIT Sloan
Management Review

**WORLD
ECONOMIC
FORUM**

In conferences:

MOBILE
WORLD CONGRESS

**web
summit**

NextRise

In media:

Bloomberg

**South China
Morning Post**

Forbes

(1) Source: Internal data.

(2) This encompasses 80,724 jobs by IESE-alumni founders and 22,076 jobs by IESE-related founders. In the case of IESE-alumni founders; temporarily, it only tracks around 6%, some of the largest, since 1998.

(3) It only tracks around 6% of IESE-alumni startups, some of the largest, since 1998.

(4) It encompasses investment from IESE's business angels network (€56M), and the alumni-led fund Finaves (€15M).

(5) This counting excludes classes, programs, and the alumni learning program. It includes onboardings, mentoring, and more.

(6) This includes six refereed articles, two books, four studies, and eight business cases, in coordination with the entrepreneurship department. It excludes proceedings, non-refereed articles, book chapters, and technical notes.

One center with activities in novel, relevant, and impactful fields (some examples)



Search funds

Increasing number of investors and CEOs supporting entrepreneurship by acquisition

GLOBAL GROWTH

55%

Of these funds were created in the past seven years

Source: IESE, Stanford (2022)



Corporate venturing

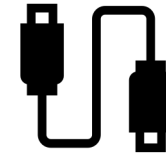
Growing number of innovations between corporations and start-ups

CONTINUOUSLY RISING

x4

Companies adopting it globally

Source: IESE, Harvard, MIT (2021)



Technology transfer

Strong ecosystems lacking processes and funding to commercialize scientific discoveries

UNDERUSED POTENTIAL

95%

Estimated 'inactive' patents in Europe

Source: IESE, European Commission (2020)

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WeStart Mentoring

Start-up mentoring by entrepreneurs and experts



Summer Start-up Experience

Validate your idea and become an entrepreneur



Founders Bootcamp

An intensive week to give you the skillset to create a start-up



Student Clubs of Entrepreneurship

MIM, MBA, EMBA: start-ups, venture capital, and search funds



International Search Funds Institute

Jointly with Stanford, annual study



Search Funds Conference

Gathering with the international community



Search Funds Investor Days

Privately held gatherings of search fund investors



Search Funds Bootcamp (beta)

An intensive week to develop this model



Business Angels Network

Monthly forum. Network member of EBAN



Business Angels Academy

Learn the skillset needed to be an angel investor



Student Clubs of Business Angels

Student community of angel investors



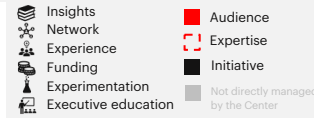
Research Chair: Crèdit Andorrà

Shedding light on topics related to start-up financing



Venture Capital Fund, Finaves

Fund that invests in alumni start-ups



Start-Ups

Scale-Ups

Entrepreneurs

IESE
Entrepreneurship
and Innovation
Center

Search
Funds

Corporate
Innovation

Investors

Innovators

Entrepreneurial
Finance

Technology
Transfer



WeGrow Mentoring

Mentoring program for growing scale-ups



IESE 40under40 Awards

Celebrating the top IESE entrepreneurs under 40 year old



IESE Founders Radar

Tracking the 'wall of fame' of IESE entrepreneurs



Scale-Up Institute

Several publications in scale-ups and growth



School of Founders

Executive education program for scale-up founders



Open Innovation Institute

Annual publications about corporate venturing



Open Innovation Conference

Gathering with chief innovation officers



Open Innovation Bootcamp

An intensive week to upgrade your knowledge



Corporate Venturing Squad Network

Curated group of companies innovating with start-ups



Research Chair: Bertrán Foundation

About entrepreneurial processes in established firms



Business Model Innovation Challenge

Executive education program about business models



Technology Transfer Resources

DIH4CAT, EIC Scaling Club, InvestHorizon, MIT collaboration, etc.



Technology Transfer Bootcamp

For deep-tech entrepreneurs, within EuroTeQ initiative



Technology Transfer Radar

Annual reports on technology transfer trends









Technology Transfer Lab

Testing emerging technologies

* This summarizes some of the activities. | There is only one Center, with a unified team. It is delocalized, while having physical spaces called VentureHubs in some IESE campuses. | The Center cooperates with the Entrepreneurship Faculty dept., focusing on research and teaching.

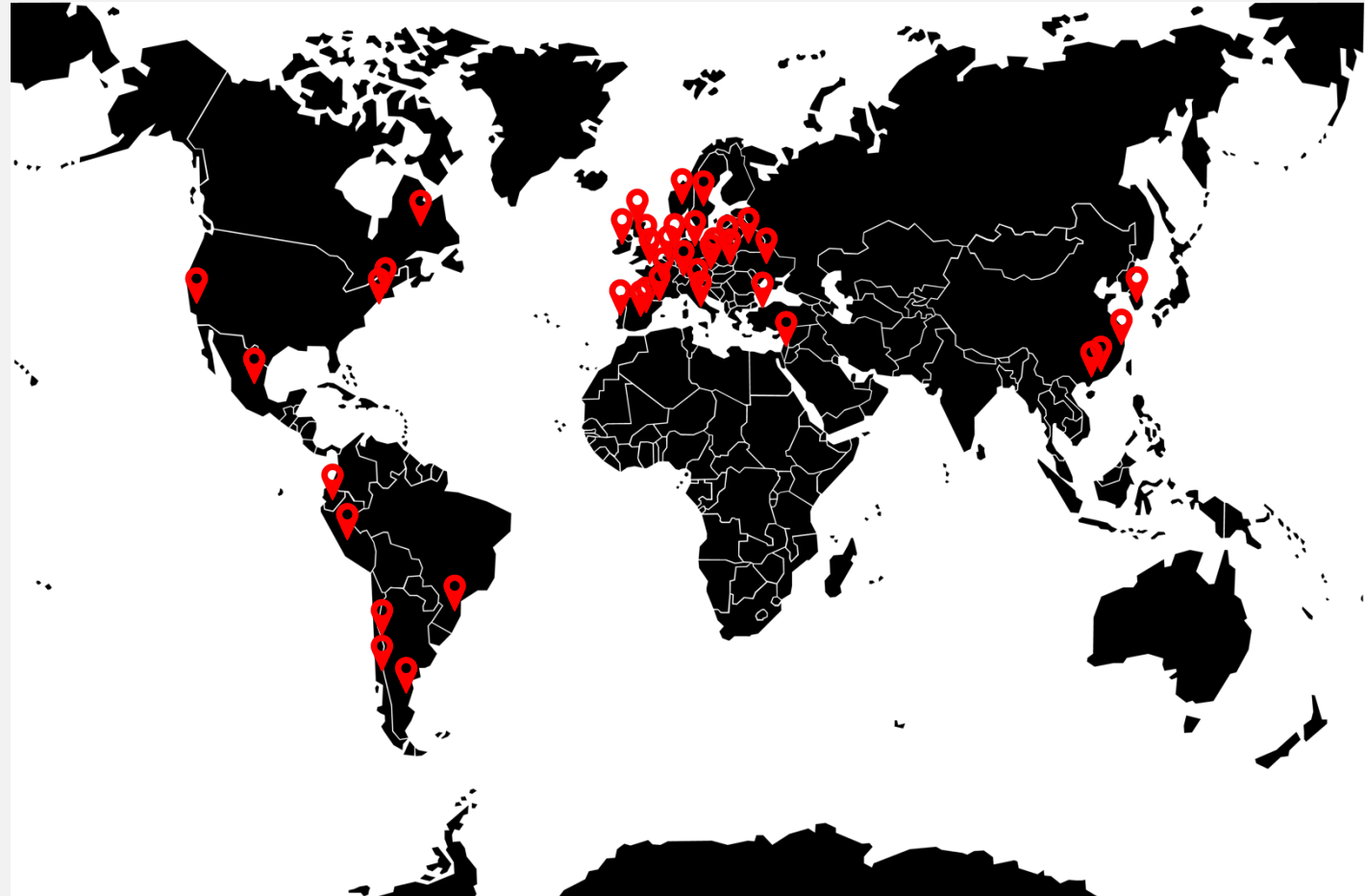
The Center's bootcamps and mentoring

	Start-up Bootcamp 	Westart/ WeGrow Mentoring 	Open Innovation Bootcamp 	Technology Transfer Bootcamp 	Business Angels Academy 	Search Funds Bootcamp 
Audience	Early-stage entrepreneur	Early/growth-stage entrepreneur	Corporate innovator	Scientist	Business angel	Professional
Skillset	Developing a company	Creating/scaling a company	Implementing corporate venturing	Building a deep tech company	Learning how to invest in start-ups	Acquiring and leading a company
Duration	1 week	4 or 11 months	3 days	8 weeks	1 week	1 week

* The Center also provides support to the Summer Entrepreneurship Experience, an MBA elective to validate a start-up idea.

** The Technology Transfer Bootcamp is also part of the Technology Transfer Group.

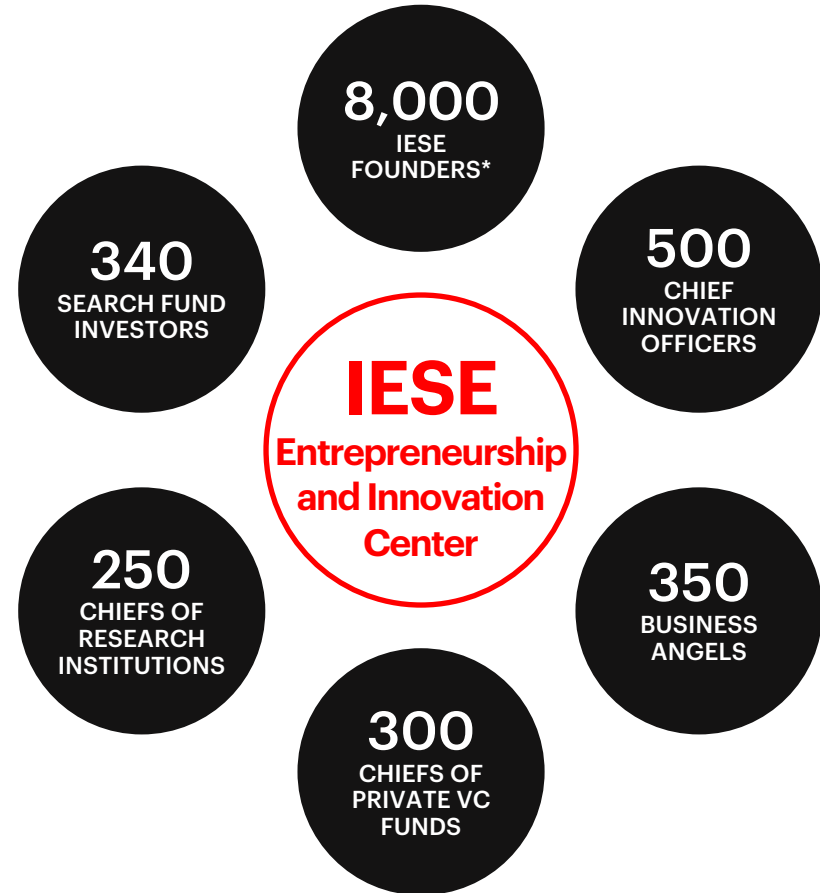
*All IESE bootcamps and mentoring initiatives are approved by the Center's Academic Director.



Examples of recent on-site activity that the Center has organized or participated in.

* This visualization excludes the classes, programs, alumni learning program, and the presence of founders. For the school's overview, see Appendix 3.

A Center encompassing a curated network across five continents



* This number counts IESE alumni/student founders based on LinkedIn and Crunchbase. | ** Chief innovation officers also refer to similar roles such as CTOs, CSOs and CDOs.

Some of Center's recent news

EuroTeQ Alliance

Connecting EU engineers with entrepreneurs



EU-LAC Digital Accelerator

Boosting corporate-startup innovations in EU and Latam



EIC Scaling Club

Supporting 100 deep-tech scale-ups



Founders Radar

Every day, closer to our IESE entrepreneurs, globally



Scale-Up Institute

Developing applied knowledge in scale-ups and growth



Entrepreneurship and innovation | Pioneers - growth - excellence

IESE was the first European business school to teach entrepreneurship at its MBA program in 1974-1975.

Since then, the school's entrepreneurship and innovation activity has grown in quality, quantity, connectedness, and impact.

Global indexes in entrepreneurship and innovation have recognized this positive impact, ranking the school as one of the leading institutions in this field.

Entrepreneurship and Innovation

1st

in Spain.

3rd

in Europe.

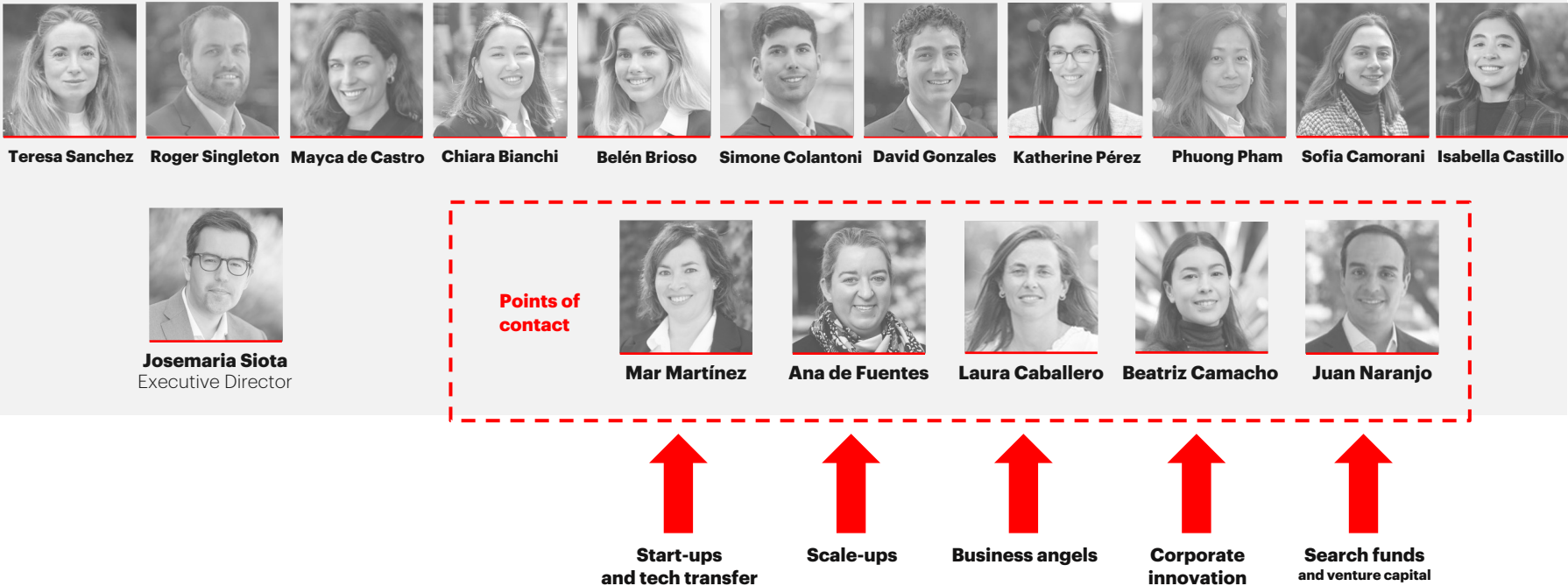
8th

in the world.

Source: América Economía, Business Schools' Innovation Index (2021). | Note: At Bloomberg Businessweek, Business Schools' MBA Entrepreneurship Index (2021), the school was ranked 2nd in Europe. | For the school's overview, see Appendix 1.

Center’s connected team

Accessible from every country (delocalized)



Note: The following are the points of contact for Career Development Center for Startups (Anna del Llano), and School of Founders (Sebastian Ross).

The Center's faculty

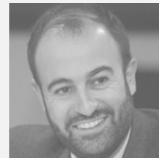
Professors and external collaborators



Mª Julia Prats
Academic Director



Christoph Zott



José M. Cabiedes



Itxaso de Palacio



Mathieu Careno



Josep M. Casas



Desirée Pacheco



Pedro Nuevo



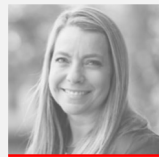
Alberto Fernández



Liinus Hietaniemi



Rob Johnson



Sandra Sieber



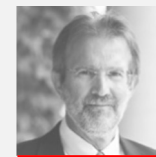
Peter Kelly



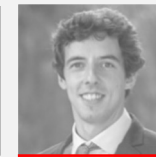
Javier Hernández



Kandarp Mehta



Luis M. Cabiedes



Jeroen Neckebrouck



Javier Zamora



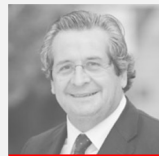
Thomas Klueter



David Frodsham



Yuliya Snihur



Juan Roure



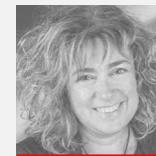
Heinrich Liechtenstein



Jan Simon



Mauricio Prieto



Silvia Cunill



Miguel A. Ariño



Joaquim Vilà

* The Head of the Faculty Entrepreneurship Department is Prof. Christoph Zott.

The Center's faculty: Profiles, insights, and modules



28

Professors
and collaborators

13

Nationalities
across several continents

18

PhDs from
institutions such as...



Harvard
Business
School



15

Elective courses
of entrepreneurship such as...

100+

Corporate clients
towards learning solutions

Fundamentals of entrepreneurship (FoE)
Summer entrepreneurship experience (SEE)
New ventures (NAVEI 1-2)
Entrepreneurial finance (ENFI 1-2-3)
Creativity (CREATIV)
Landing your family business (LAND)
Venture capital and private equity (VCPE and VENCAP)
Sustainable entrepreneurship (SE)
Search funds (SEARCH)
Corporate entrepreneurship (CORPENT)
Business model innovation (BMI)



1,683

Publications*
in outlets such as...

2

Research chairs
on entrepreneurship

Academy of Management Journal
Administrative Science Quarterly
Strategic Management Journal

* This includes refereed articles, books, studies, business cases, proceedings, non-refereed articles, book chapters, and technical notes since 1972. | Source: IESE Publications. | For the school's overview, see Appendix 2.

The Center’s entrepreneurship clubs

Coordinators



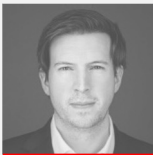
For students



Jacek Kowalczyk
MiM
Entrepreneurship



Aryan Tyagi
MBA
Entrepreneurship
(Startup and Entrep.)



Nicolas de Miguel
MBA
Entrepreneurship
(Venture Capital)



Patrick Wladimirski
MBA
Entrepreneurship
(Search Funds)



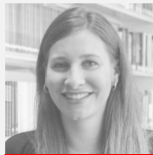
Mariona Borràs
EMBA (Barcelona)
Entrepreneurship



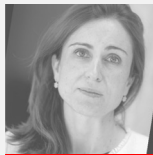
Antón Arrien
EMBA (Madrid)
Entrepreneurship



Ruchi Adhikari
EMBA (Munich)
Entrepreneurship



Angela Feltrin
EMBA (Brazil)
Entrepreneurship



Elisabeth Boada
GEMBA
Entrepreneurship

For alumni



Ana de Fuentes
Alumni (Global)
Entrepreneurship

Social goals for 2020-2030

50,000

NEW JOBS TO BE CREATED

by supporting 5,000 entrepreneurs in building their start-ups and in raising €500 million in venture investment, in order to promote economic growth

8 DECENT WORK AND
ECONOMIC GROWTH



Achieved (2020-2023): 65%

2,000

CHIEF OFFICERS TO BE IMPACTED

positively across the globe through our research and activities to support the growth of innovation ecosystems

17 PARTNERSHIPS
FOR THE GOALS



Achieved (2020-2023): 40%

200

NEW PUBLICATIONS TO BE RELEASED

related to search funds, corporate venturing, tech transfer or angel investment, to foster innovation while scaling up investment in scientific research

9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



Achieved (2020-2023): 55%

*Some part of this impact is supported by one of the IESE endowment funds: the Entrepreneurship Challenge Fund.

Scan, use, and share

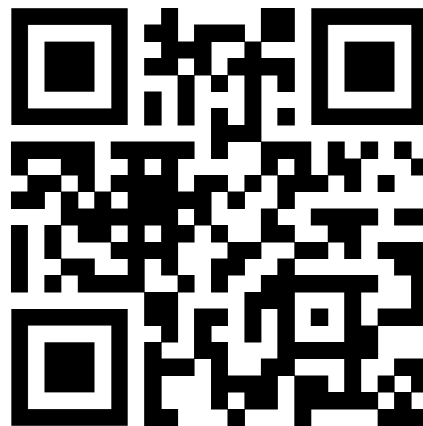
Our activities



Scan and **follow**

<https://bit.ly/3blydO2>

Our insights



Scan and **read**

<https://bit.ly/47XHiPs>

Our newsletter



Scan and **subscribe**

<https://bit.ly/3Sfvimu>

Excellence with impact.

We believe in excellence in all our activities, from teaching and knowledge development to campus experience, career guidance and our lifelong relationship with participants.

IESE Business School has consistently been ranked one of the best business schools in the world.

2

Executive
Education
Worldwide



2023

FINANCIAL
TIMES

World-class faculty.

IESE's faculty is key to the success of the school's mission.



114

Professors
Full-time*

23

Nationalities
across the globe

100%

PhDs from
top universities

24

Research chairs
at the school

Appendix 2: Briefly, about IESE



Examples of recent awards

Highly Cited Researcher Distinction
(by the *Web of Science Group*, 2020)

In recognition of exceptional research performance demonstrated by the production of multiple highly cited papers that rank in the top 1% for field and year.

Responsible Research in Management Award
(by the *Academy of Management* and the *Community of Responsible Research in Business and Management*, 2019)

Published in *Academy of Management Discoveries*.

Best Paper Prize
(by *Strategic Entrepreneurship Journal*, 2021)

Recognizing a paper published in this journal more than five years ago that has had substantial impact in the field.

* Additionally, there are 70 part-time faculty. Source: IESE Annual Report 2023.

Unique global network.

Wherever in the world, whatever the challenge, we aim for a lifelong relationship.

- IESE campuses
- Regional chapters
- Executive education services
- Associated business schools





**A Way
to Learn.**

**A Mark
to Make.**

**A World
to Change.**