

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."**



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 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 programs and activities."*

Prof. Mª Julia Prats
IESE Academic Director



*"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 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 bring entrepreneurial dreams to life."*

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
a business within 5 years of graduation

72,000

JOBS CREATED
through IESE-related start-up founders in...

5

CONTINENTS
Europe, Asia, Africa, America, and Oceania

SUPPORT

\$11.8

BILLION FUNdraISED
by IESE founders (including 3 unicorns)

\$70

MILLION INVESTED
by IESE mechanisms in start-ups

1,400

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

INSIGHT

20

PUBLICATIONS / YEAR
about entrepreneurship**

90

EVENTS / YEAR
about entrepreneurship

22

COMPETITIVE PROJECTS AWARDED
about entrepreneurship

MENTIONS

In publications:

In conferences:

In media:

* This counting excludes classes, programs, and the alumni learning program.

** 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 supporting entrepreneurship by acquisition

RECENT GROWTH

55%

Of these funds were created in the past seven years

Source: IESE, Stanford (2022)



Corporate venturing

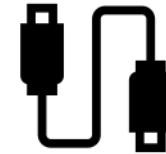
Growing number of innovations between corporations and start-ups

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)

1. Introduction

2. Impact

3. Activity

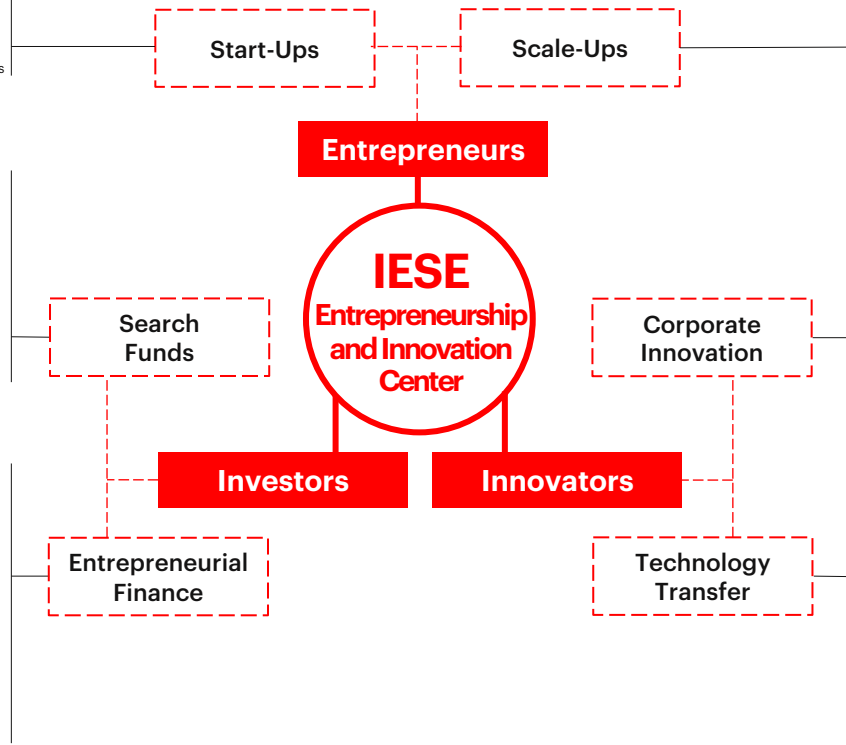
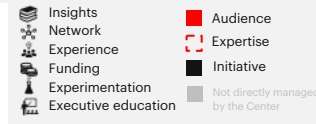
4. Team

5. Social

6. Sharing

- WeStart Mentoring**
Start-up mentoring by entrepreneurs, lawyers and experts
- Summer Start-up Experience**
Become an entrepreneur and validate your idea
- 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**
Private 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



- WeGrow Mentoring**
Mentoring program for growing scale-ups
- IESE 40under40 Awards**
Celebrating the top IESE entrepreneurs under 40-year-old
- IESE Founders Radar (beta)**
Tracking the 'wall of fame' of IESE entrepreneurs
- 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**
MIT E. Forum, InvestHorizon, DIH4CAT, Go-SME, etc.
- Technology Transfer Bootcamp**
For deep-tech entrepreneurs, supported by MBAs
- Technology Transfer Monitor**
Annual reports on tech-transfer trends
- Technology Transfer Lab**
Testing emerging techs such as 5G, AR, VR and holography

* 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 of IESE's campuses. | The Center cooperates with the Entrepreneurship Faculty dept., focusing on research and teaching.

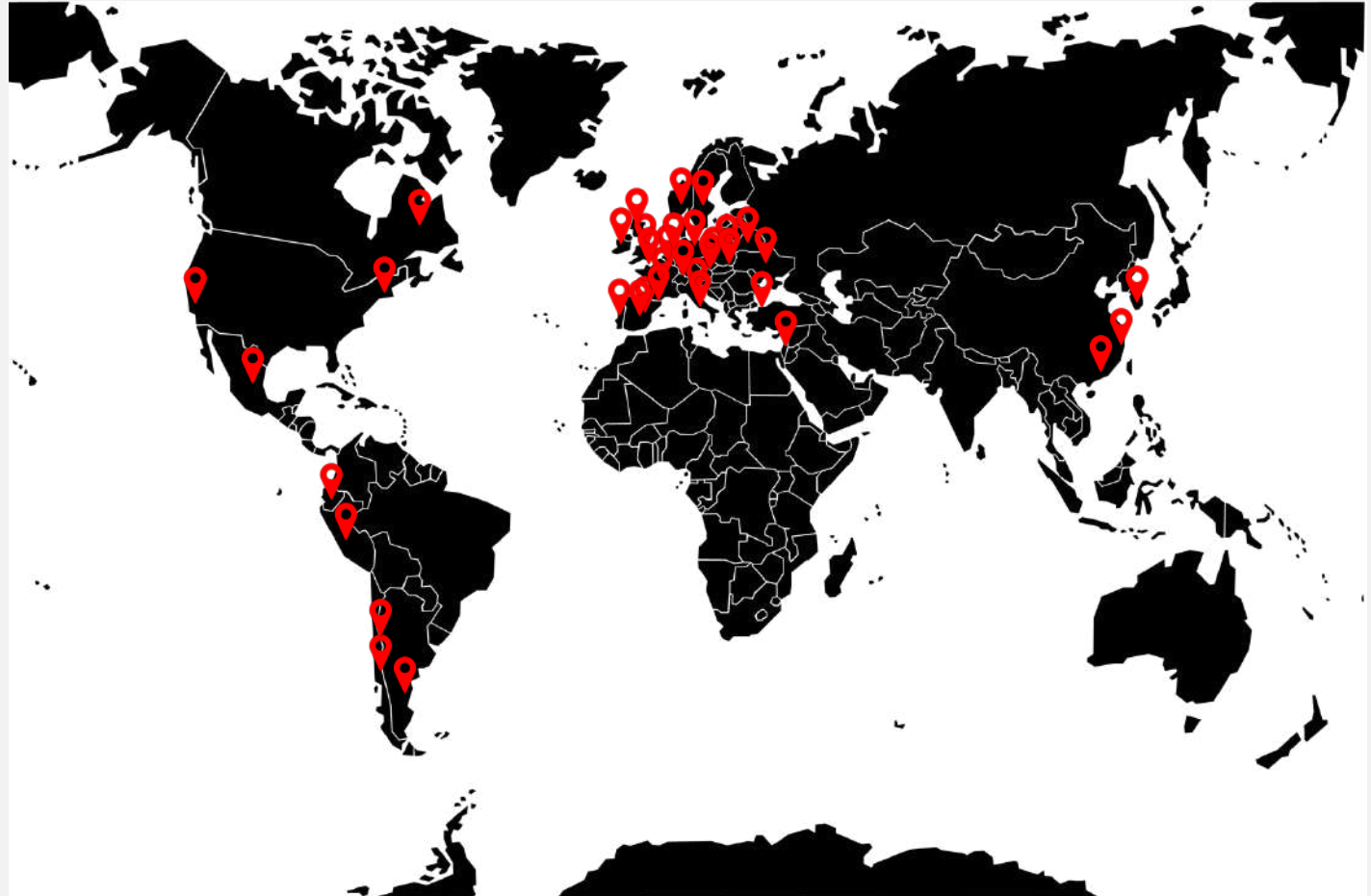
The Center's bootcamps and mentoring

	Start-up Bootcamp 	Westart/ WeGrow Mentoring 	Open Innovation Bootcamp 	Technology Transfer Bootcamp 	Business Angels Academy 	Search Fund 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, the 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 IESE 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



8,000
IESE
FOUNDERS*

340
SEARCH FUND
INVESTORS

500
CHIEF
INNOVATION
OFFICERS

IESE
Entrepreneurship
and Innovation
Center

250
CHIEFS OF
RESEARCH
INSTITUTIONS

400
BUSINESS
ANGELS

300
CHIEFS OF
PRIVATE VC
FUNDS

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

Some Center's recent news

More support to students/alumni

Scaling WeStart mentoring for IESE founders



World Economic Forum

Professors appointed innovation co-curators



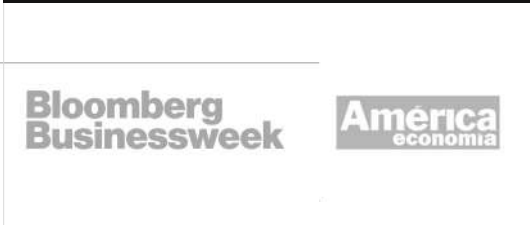
Testing emerging technologies

Project awarded by the EU Commission



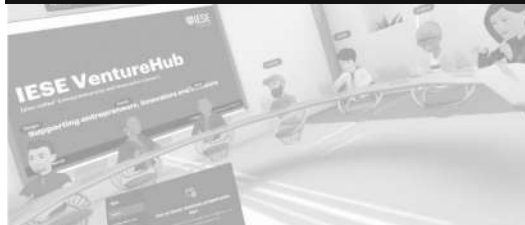
Entrepreneurship rankings

Top-8 worldwide, up an average of 10 positions



Metaverse start-up hackathon

At the entrepreneurship annual gathering



IESE 40under40

Best IESE entrepreneurs under 40 years old



Entrepreneurship and innovation | Pioneers - growth - excellence

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

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, especially during the past four years, 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.

The Center's staff

Accessible from every country (delocalized)



Barbara Bello



Beatriz Camacho



Silvia Gomáriz



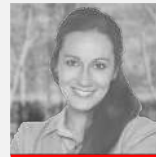
Silvia Munné



Katherine Pérez



Anna Plana



Carla Bustamante

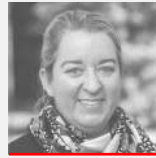
Points of contact



Josemaria Siota
Executive Director



Mar Martínez



Ana de Fuentes



Laura Caballero



Bramley Johnson



Paula Sancho



Corporate innovation



Start-ups and tech transfer



Scale-ups



Business angels



Search funds and venture capital



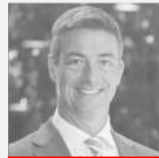
Venture capital fund

The Center's faculty

International professors and external collaborators



Mª Julia Prats
Academic Director



Christoph Zott



José M. Cabiedes



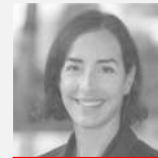
Itxaso de Palacio



Mathieu Carenzo



Josep M. Casas



Desirée Pacheco



Alberto Fernández



Rob Johnson



Sandra Sieber



Peter Kelly



Javier Hernández



Kandarp Mehta



Luis M. Cabiedes



Jeroen Neckebrouck



Javier Zamora



Thomas Klueter



David Frodsham



África Ariño



Juan Roure



Heinrich Liechtenstein



Jan Simon



Mauricio Prieto



Silvia Cunill



Pedro Nuevo



Joaquim Vilà

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

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



25

Professors
and collaborators

6

Nationalities
across four continents

14

PhDs from
institutions such as...



16

Electives
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)
- Technology transfer (BTT)



1,655

Publications*
in outlets such as...

3

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. | For the school's overview, see Appendix 2.

The Center's entrepreneurship clubs

Coordinators



For students



Rima Lin
MBA Global
Entrepreneurship



Boo Umaly
MBA Global
Entrepreneurship
(Venture Capital)



Federico Vecchio
MBA Global
Entrepreneurship
(Private Equity)



Fernando Reche
MBA Global
Entrepreneurship
(Search Funds)



Fabiana Haubold
MiM Global
Entrepreneurship



Mariona Borrás
EMBA Barcelona*
Entrepreneurship



Gonzalo Solana
EMBA Madrid*
Entrepreneurship



Mar Raposo
EMBA Munich*
Entrepreneurship

For alumni



Ana de Fuentes
Alumni Global
Entrepreneurship

*Also for alumni.

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



2,000

CHIEF OFFICERS TO BE IMPACTED

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



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



*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/3oaVwqg>

Our newsletter



Scan and **subscribe**

<https://bit.ly/3W3uaTv>

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

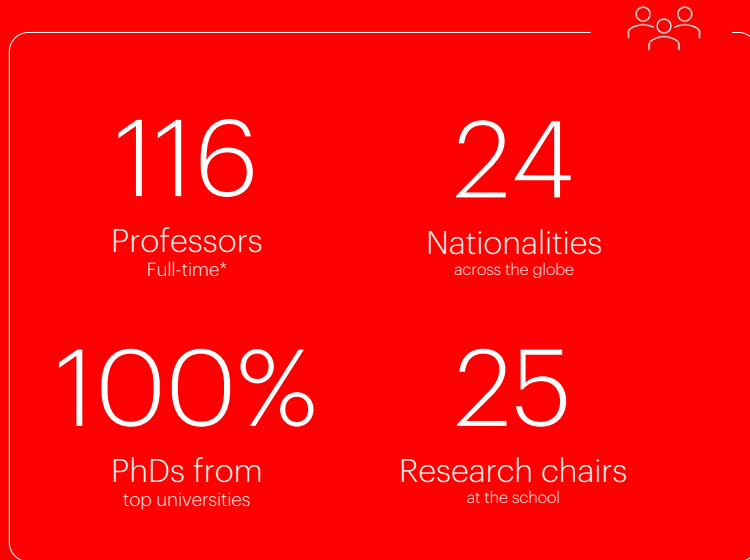


2022

FINANCIAL
TIMES

World-class faculty.

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



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.

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**.