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."
"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

<table>
<thead>
<tr>
<th>ECOSYSTEM</th>
<th>SUPPORT</th>
<th>INSIGHT</th>
<th>MENTIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>30%</td>
<td>$11.8</td>
<td>20</td>
<td>-</td>
</tr>
<tr>
<td>IESE STUDENTS START a business within 5 years of graduation</td>
<td>BILLION FUNDRAISED by IESE founders (including 3 unicorns)</td>
<td>PUBLICATIONS / YEAR about entrepreneurship**</td>
<td>In publications: Harvard Business Review, MIT Sloan Management Review, World Economic Forum</td>
</tr>
<tr>
<td>72,000</td>
<td>$70</td>
<td>90</td>
<td>In conferences: World Economic Forum, MIT Sloan Management Review, Harvard Business Review</td>
</tr>
<tr>
<td>JOBS CREATED through IESE-related start-up founders in...</td>
<td>MILLION INVESTED by IESE mechanisms in start-ups</td>
<td>EVENTS / YEAR about entrepreneurship</td>
<td>In media: Forbes, Bloomberg, South China Morning Post</td>
</tr>
<tr>
<td>5</td>
<td>1,400</td>
<td>22</td>
<td>-</td>
</tr>
<tr>
<td>CONTINENTS Europe, Asia, Africa, America, and Oceania</td>
<td>STUDENTS SUPPORTED / YEAR and 10,000 attendees/year at the Center’s events*</td>
<td>COMPETITIVE PROJECTS AWARDED about entrepreneurship</td>
<td>-</td>
</tr>
</tbody>
</table>

* 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)

1. Introduction
2. Impact
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6. Sharing

**Search funds**
Increasing number of investors supporting entrepreneurship by acquisition

**Corporate venturing**
Growing number of innovations between corporations and start-ups

**Technology transfer**
Strong ecosystems lacking processes and funding to commercialize scientific discoveries

**RECENT GROWTH**
55%
Of these funds were created in the past seven years

**CONTINUOUSLY RISING**
4x
Companies adopting it globally

**UNDERUSED POTENTIAL**
95%
Estimated ‘inactive’ patents in Europe

Source: IESE, Stanford (2022)
Source: IESE, Harvard, MIT (2021)
Source: IESE, European Commission (2020)
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

IESE Entrepreneurship and Innovation Center

Start-Ups

Scale-Ups

Entrepreneurs

Search Funds

Corporate Innovation

Investors

Innovators

Entrepreneurial Finance

Technology Transfer

* 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

<table>
<thead>
<tr>
<th>Start-up Bootcamp</th>
<th>Westart/WeGrow Mentoring</th>
<th>Open Innovation Bootcamp</th>
<th>Technology Transfer Bootcamp</th>
<th>Business Angels Academy</th>
<th>Search Fund Bootcamp</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Audience</strong></td>
<td>Early-stage entrepreneur</td>
<td>Early/growth-stage entrepreneur</td>
<td>Corporate innovator</td>
<td>Scientist</td>
<td>Business angel</td>
</tr>
<tr>
<td><strong>Skillset</strong></td>
<td>Developing a company</td>
<td>Creating/scaling a company</td>
<td>Implementing corporate venturing</td>
<td>Building a deep tech company</td>
<td>Learning how to invest in start-ups</td>
</tr>
<tr>
<td><strong>Duration</strong></td>
<td>1 week</td>
<td>4 or 11 months</td>
<td>3 days</td>
<td>8 weeks</td>
<td>1 week</td>
</tr>
</tbody>
</table>

*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

IESE Entrepreneurship and Innovation Center

- 8,000 IESE Founders*
- 340 Search Fund Investors
- 500 Chief Innovation Officers
- 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
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.

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)

<table>
<thead>
<tr>
<th>Points of contact</th>
<th>Corporate innovation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Josemaría Siota</td>
<td>Start-ups and tech transfer</td>
</tr>
<tr>
<td>Laura Caballero</td>
<td>Scale-ups</td>
</tr>
<tr>
<td>Bramley Johnson</td>
<td>Business angels</td>
</tr>
<tr>
<td>Paula Sancho</td>
<td>Search funds and venture capital</td>
</tr>
<tr>
<td>Carla Bustamante</td>
<td>Venture capital fund</td>
</tr>
</tbody>
</table>

Barbara Bello  Beatriz Camacho  Silvia Gomáriz  Silvia Munné  Katherine Pérez  Anna Plana  Carla Bustamante

Mar Martínez  Ana de Fuentes  Laura Caballero  Bramley Johnson  Paula Sancho
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
Africa Ariño
Juan Roure
Heinrich Liechtenstein
Jan Simon
Mauricio Prieto
Silvia Cunill
Pedro Nueno
Joaquim Vilà

* The Head of the Faculty Entrepreneurship Department is Prof. Christoph Zott.
The Center’s faculty: Profiles, insights, and modules

<table>
<thead>
<tr>
<th>25</th>
<th>6</th>
<th>14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professors and collaborators</td>
<td>Nationalities across four continents</td>
<td>PhDs from institutions such as…</td>
</tr>
</tbody>
</table>

- Harvard Business School
- Stanford Business School
- Wharton University of Pennsylvania

<table>
<thead>
<tr>
<th>16</th>
<th>100+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electives of entrepreneurship such as…</td>
<td>Corporate clients towards learning solutions</td>
</tr>
</tbody>
</table>

- 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)

<table>
<thead>
<tr>
<th>1,655</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Publications* in outlets such as…</td>
<td>Research chairs on entrepreneurship</td>
</tr>
</tbody>
</table>

- 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 Roche
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.
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Our insights
Scan and read

Our newsletter
Scan and subscribe
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.
IESE’s faculty is key to the success of the school’s mission.

World-class faculty.

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.

116 Professors
24 Nationalities across the globe
100% PhDs from top universities
25 Research chairs at the school

Appendix 2: Briefly, about IESE
Wherever in the world, whatever the challenge, we aim for a lifelong relationship.

Appendix 3: Briefly, about IESE

- **5 CAMPUSES**
- **7 OFFICES**
- **15 ASSOCIATED BUSINESS SCHOOLS**
- **39 REGIONAL CHAPTERS**
- **149 COUNTRIES WITH 55,000+ ALUMNI**

- IESE campuses
- Regional chapters
- Executive education services
- Associated business schools
A Way to Learn.  
A Mark to Make.  
A World to Change.