

# **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

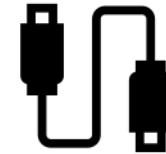
Growing number of innovations between corporations and start-ups

#### 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

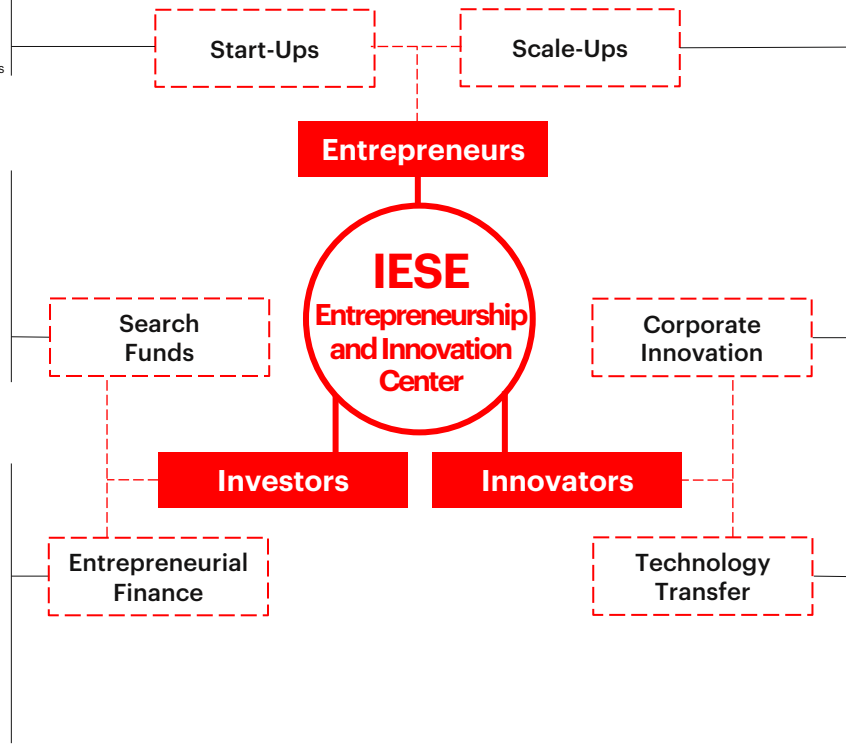
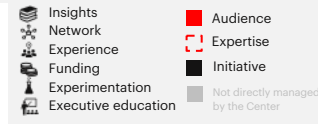
# 4. Team

# 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

	<b>Start-up Bootcamp</b> 	<b>Westart/ WeGrow Mentoring</b> 	<b>Open Innovation Bootcamp</b> 	<b>Technology Transfer Bootcamp</b> 	<b>Business Angels Academy</b> 	<b>Search Fund Bootcamp</b> 
<b>Audience</b>	Early-stage entrepreneur	Early/growth-stage entrepreneur	Corporate innovator	Scientist	Business angel	Professional
<b>Skillset</b>	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
<b>Duration</b>	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



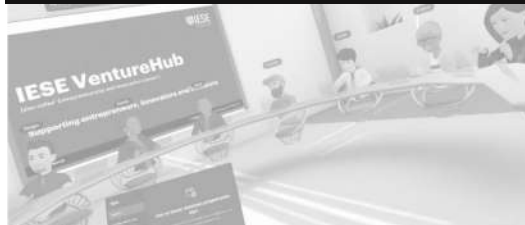
### Entrepreneurship rankings

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

**1<sup>st</sup>**

**in Spain.**

**3<sup>rd</sup>**

**in Europe.**

**8<sup>th</sup>**

**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**



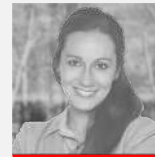
**Silvia Munné**



**Katherine Pérez**



**Anna Plana**



**Carla Bustamante**

Points of contact



**Josemaria Siota**  
Executive Director



**Mar Martínez**



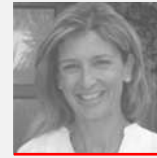
**Ana de Fuentes**



**Laura Caballero**



**Bramley Johnson**



**Paula Sancho**



Corporate innovation



Start-ups and tech transfer



Scale-ups



Business angels



Search funds and venture capital



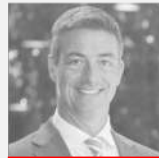
Venture capital fund

# The Center's faculty

## International professors and external collaborators



**Mª Julia Prats**  
Academic Director



**Christoph Zott**



**José M. Cabiedes**



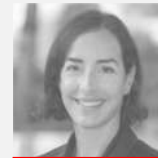
**Itxaso de Palacio**



**Mathieu Carengo**



**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

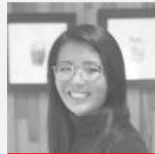
## Coordinators



### 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

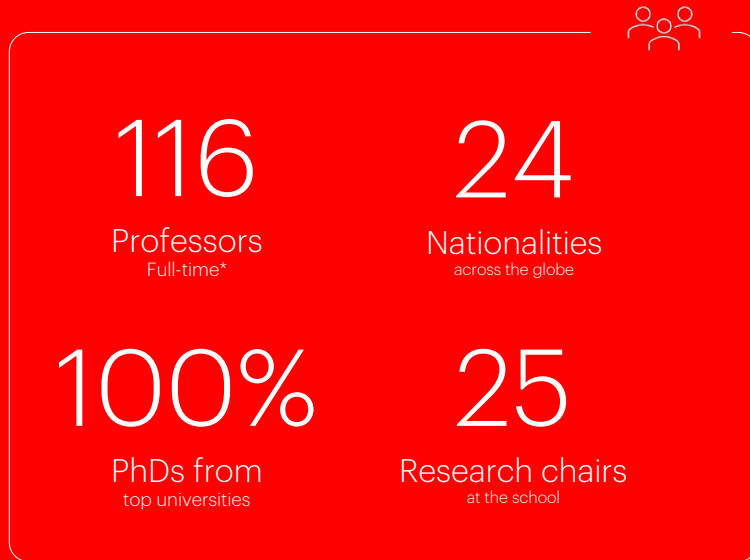


2022

FINANCIAL  
TIMES

# World-class faculty.

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



\* Additionally, there are 70 part-time 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.

# 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

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





**A Way  
to Learn.**

**A Mark  
to Make.**

**A World  
to Change.**