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 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.”

Josemaría 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

### Support

- **$14.5B**
  - Billion fundraised (2) by IESE alumni founders (including 3 unicorns)

- **$71M**
  - Million invested by IESE ecosystem in start-ups

- **1,400**
  - Students supported / year (3) and 10,000 attendees/year at the Center’s events

### Insight

- **20**
  - Publications / year (4) 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
  - Mobile World Congress
  - Web Summit
  - NextRise
  - Bloomberg
  - South China Morning Post
  - Forbes

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

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

(3) This counting excludes classes, programs, and the alumni learning program.

(4) 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.

IESE Business School | Entrepreneurship and Innovation Center | Supporting entrepreneurs, innovators, and investors.
One center with activities in novel, relevant, and impactful fields (some examples)

**Search funds**
Increasing number of investors and CEOs 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

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

**CONTINUOUSLY RISING**
×4
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)
**IESE Business School | Entrepreneurship and Innovation Center | Supporting entrepreneurs, innovators, and investors.**

1. **Introduction**

   - **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

2. **Impact**

3. **Activity**

   - **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**
     - EuroTeQ, DIH4CAT, InvestHorizon, MIT collaboration, etc.
   - **Technology Transfer Bootcamp**
     - For deep-tech entrepreneurs, supported by MBAs
   - **Technology Transfer Radar**
     - Annual reports on technology transfer trends
   - **Technology Transfer Lab**
     - Testing emerging technologies

4. **Team**

   - **Technology Transfer Lab**
     - Not directly managed by the Center

5. **Social**

   - **Search Funds Bootcamp (beta)**
     - An intensive week to develop this model

6. **Sharing**

   - **Corporate Venturing Squad Network**
     - Curated group of companies innovating with start-ups

*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 dpt., 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 Funds Bootcamp</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audience</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>Skillset</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>Duration</td>
<td>1 week</td>
<td>4 or 11 months</td>
<td>3 days</td>
<td>8 weeks</td>
<td>1 week</td>
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* 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.

IESE Business School | Entrepreneurship and Innovation Center | Supporting entrepreneurs, innovators, and investors.
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
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.

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 (Benjamin Borngräber-Berthelsen), and School of Founders (Sebastian Ross).

IESE Business School | Entrepreneurship and Innovation Center | Supporting entrepreneurs, innovators, and investors.
## The Center’s faculty

### Professors and external collaborators

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<th>Team Member</th>
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<td>Mª Julia Prats</td>
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<td>Christoph Zott</td>
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<td>José M. Cabiedes</td>
<td><img src="image" alt="José M. Cabiedes" /></td>
<td>Itxaso de Palacio</td>
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<td>Academic Director</td>
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<td>Llinus Hietaniemi</td>
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<td>Rob Johnson</td>
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<td>Sandra Sieber</td>
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<td>Peter Kelly</td>
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<td>Thomas Klüeter</td>
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<td>David Frodsham</td>
<td><img src="image" alt="David Frodsham" /></td>
<td>Yuliya Snihur</td>
<td><img src="image" alt="Yuliya Snihur" /></td>
<td>Juan Roue</td>
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* 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...

16 Elective courses of entrepreneurship such as...
100+ Corporate clients towards learning solutions

1,683 Publications* in outlets such as...
2 Research chairs on entrepreneurship

Fundamentals of entrepreneurship (FoE)
Summer entrepreneurship experience (SEE)
New ventures (NAVE1-2)
Entrepreneurial finance (ENFI1-2-3)
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)

* 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

- Candela Álvarez
  MiM Global Entrepreneurship
- Lauren O’Neil
  MBA Global Entrepreneurship (Startups)
- Marco Goffi
  MBA Global Entrepreneurship (Venture Capital)
- Yasushi Kobayashi
  MBA Global Entrepreneurship (Search Funds)

- Mariona Borràs
  EMBA Barcelona Entrepreneurship
- Gonzalo Solana
  EMBA Madrid Entrepreneurship
- Gonzaga García
  EMBA Munich Entrepreneurship
- Angela Feltrin
  EMBA Brazil Entrepreneurship
- Elisabeth Boada
  GEMBA Global 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

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 activities

Scan and follow

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.

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.

Appendix 3: Briefly, about IESE

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

**CAMPUSES**
- 5

**OFFICES**
- 7

**ASSOCIATED BUSINESS SCHOOLS**
- 15

**ALUMNI REGIONAL CHAPTERS**
- 39

**NATIONALITIES AMONGST 57,700 ALUMNI**
- 154
A Way to **Learn**.  
A Mark to **Make**.  
A World to **Change**.