

# **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."*

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	<div>30%</div> <div>IESE STUDENTS START a business within 5 years of graduation</div>	<div>102,800</div> <div>JOBS CREATED <sup>(1)</sup> through IESE-related start-up founders in...</div>	<div>5</div> <div>CONTINENTS Europe, Asia, Africa, America, and Oceania</div>
SUPPORT	<div>\$14.5</div> <div>BILLION FUNdraISED <sup>(2)</sup> by IESE alumni founders (including 3 unicorns)</div>	<div>\$71</div> <div>MILLION INVESTED by IESE ecosystem in start-ups</div>	<div>1,400</div> <div>STUDENTS SUPPORTED / YEAR <sup>(3)</sup> and 10,000 attendees/year at the Center's events</div>
INSIGHT	<div>20</div> <div>PUBLICATIONS / YEAR <sup>(4)</sup> about entrepreneurship</div>	<div>90</div> <div>EVENTS / YEAR about entrepreneurship</div>	<div>27</div> <div>COMPETITIVE PROJECTS AWARDED about entrepreneurship</div>
MENTIONS	<div>In publications:</div> <div><div>Harvard Business Review</div><div>MITSloan Management Review</div><div>WORLD ECONOMIC FORUM</div></div>	<div>In conferences:</div> <div><div>MOBILE WORLD CONGRESS</div><div>web summit</div><div>NextRise</div></div>	<div>In media:</div> <div><div>Bloomberg</div><div>South China Morning Post</div><div>Forbes</div></div>

(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.

## 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

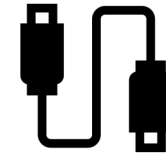
Growing number of innovations between corporations and start-ups

#### 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



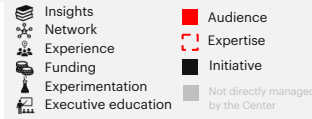
### Research Chair: Crèdit Andorrà

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

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

\* 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.



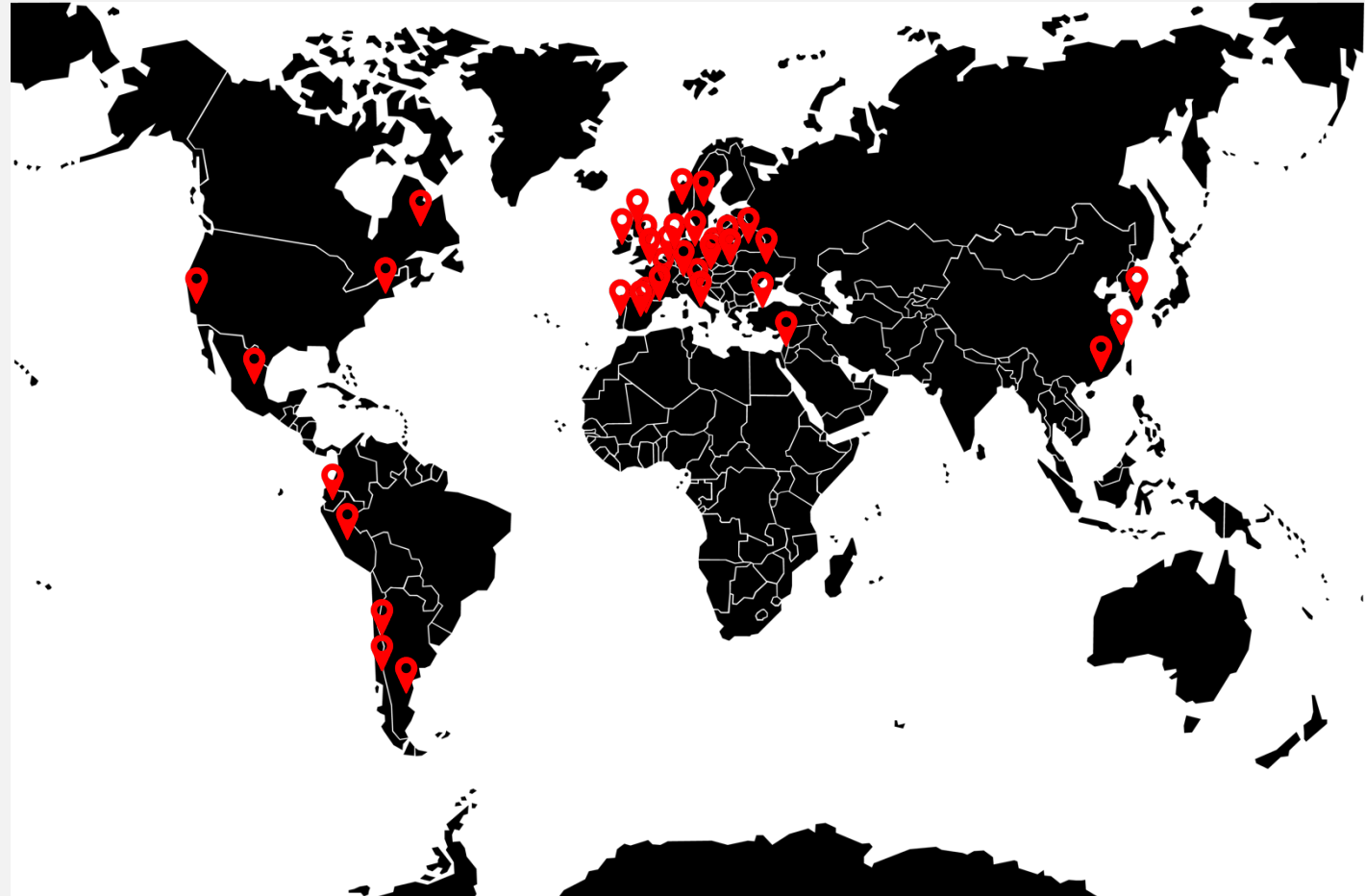
## The Center's bootcamps and mentoring

	<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 Funds 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, 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

**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.

Center’s connected team  
Accessible from every country (delocalized)



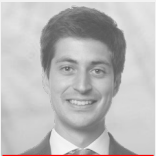
Josemaria Siota  
Executive Director



Teresa Sanchez



Monica Alegre



José Freixa



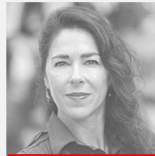
Carla Bustamante



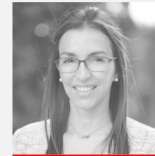
Belén Brioso



Silvia Munné



Yanina Kowszyk

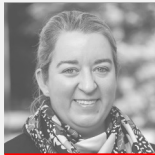


Katherine Pérez

Points of contact



Mar Martinez



Ana de Fuentes



Laura Caballero



Beatriz Camacho



Bramley Johnson

Start-ups  
and tech transfer

Scale-ups

Business angels

Corporate  
innovation

Search funds  
and venture capital

Note: The following are the points of contact for Career Development Center for Startups (Benjamin Borngräber-Berthelsen), and School of Founders (Sebastian Ross).

## The Center's faculty

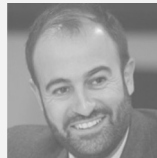
### Professors and external collaborators



**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**



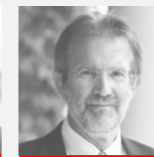
**Peter Kelly**



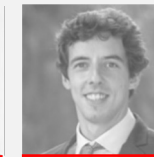
**Javier Hernández**



**Kandarp Mehta**



**Luis M. Cabiedes**



**Jeroen Neckebrouck**



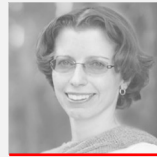
**Javier Zamora**



**Thomas Klueter**



**David Frodsham**



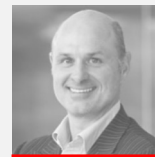
**Yuliya Snihur**



**Juan Roure**



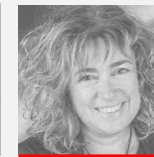
**Heinrich Liechtenstein**



**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



16

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)  
Technology transfer (BTT)



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.

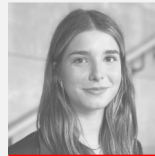


## The Center's entrepreneurship clubs

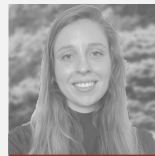
### Coordinators



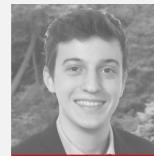
#### For students



**Candela Álvarez**  
**MiM Global**  
Entrepreneurship



**Lauren O'Neil**  
**MBA Global**  
Entrepreneurship  
(Startups)



**Marco Goffi**  
**MBA Global**  
Entrepreneurship  
(Venture Capital)



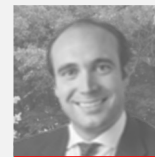
**Yasushi Kobayashi**  
**MBA Global**  
Entrepreneurship  
(Search Funds)



**Ana de Fuentes**  
**Alumni Global**  
Entrepreneurship



**Mariona Borràs**  
**EMBA Barcelona**  
Entrepreneurship



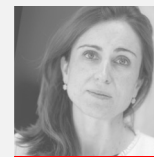
**Gonzalo Solana**  
**EMBA Madrid**  
Entrepreneurship



**Gonzaga García**  
**EMBA Munich**  
Entrepreneurship



**Angela Feltrin**  
**EMBA Brazil**  
Entrepreneurship



**Elisabeth Boada**  
**GEMBA Global**  
Entrepreneurship

#### For alumni

## 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.

# 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.**