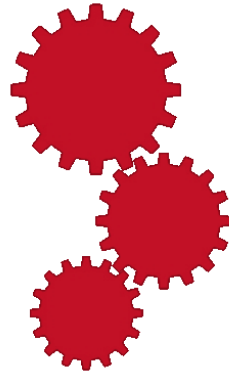


Engineering
YES



The Engineering Young Entrepreneurs Scheme

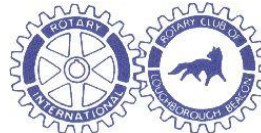
Competitive, practical enterprise training

Is Engineering YES the real entrepreneurial experience your researchers need?



The University of
Nottingham

Nottingham University
Business School



Rotary Club of Loughborough Beacon



Engineering YES

Just another training course?



The enterprise explosion



Explosion
DavidRphoto

Financial Crisis

Economic downturn

Increasing reliance
on private sector

Wilson Review



Lots of...

- Curriculum based modules within other subject disciplines
- Curriculum based solely enterprise focused
- Theoretically underpinned
- Real entrepreneurship events designed to help students start their own businesses
(often aimed at undergraduates)



Engineering YES

Competitive training event

- Postgraduate Research students
- Research Staff
- Industry researchers



Engineering YES

A competitive training event

- Teams of researchers from any UK university
- Develop a business plan and deliver to panel of industry specialists



The Format

- Meet up on Sunday evening
 - Networking session (Breaks the ice & teaches skills)
- Formal presentations on Monday & Tuesday Mornings
 - Core skills (IP, Finance, Marketing) Case studies & Venture Capital perspective)
 - Team-work exercise
- Monday and Tuesday Afternoons
 - One-to one mentor sessions with industry experts
 - Teams work through the night on their presentations
- Wednesday presentations to expert judges
 - 20 min plus 10 min questions for each team



Engineering YES

-what makes it special

- Real experience in an “almost” real context
 - Inclusive
 - Relevant
 - Safe to make mistakes
 - Easy to learn



Engineering YES

-what makes it special

- Business focused hotel venue
 - Non academic
 - Professional
 - Rely on each other
 - Focused and fast



Engineering YES

-what makes it special

- 3.5 days - immersion
 - Professional networking
 - Team working
 - Industry speakers
 - Industry mentors
 - Free work time
 - Intensive learning process



Engineering YES

-what makes it special

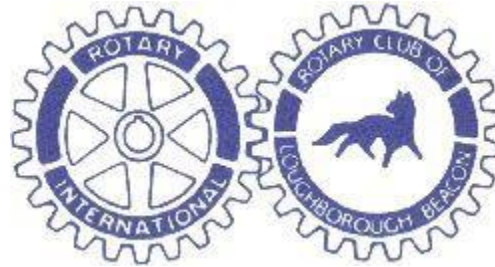
- An imperfect world
 - Imperfect data
 - Conflicting advice
 - Decision making
 - Personal judgement
 - Reliance on the team



Engineering YES

-what makes it special

- Management structure



UNITED KINGDOM • CHINA • MALAYSIA



Engineering YES

-what makes it special

- Finance – we have none of our own...
 - Primarily students paid for by their own participation through their home institution
 - Industry sponsorship



Engineering YES

-what makes it special

- Finance – we have none of our own...
 - IAA
 - DTC
 - Departments
 - HIFE
 - Other...



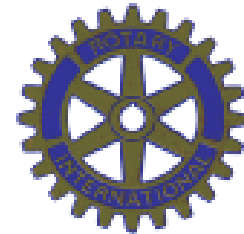
Engineering YES

-what makes it special

- Finance – we have none of our own...



Rolls-Royce



Engineering
YES



The Engineering Young Entrepreneurs Scheme



Engineering YES

-what makes it special

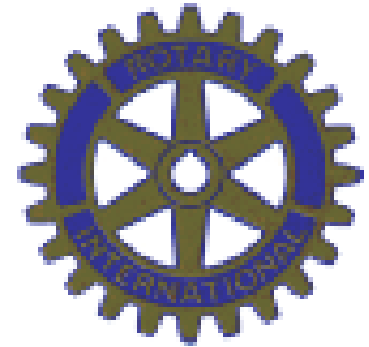
- Costs – nobody gets paid... almost
 - Fees cover hotel accommodation, food, administration and project management
 - as well as the prizes!
 - Rotarian input - crucial



Engineering YES

-what makes it special

- Who are the Rotarians?
 - International organisation
 - Over 100 years old
 - 1,850 clubs worldwide
 - Brings people together to help
 - Local Communities
 - Young people
 - Global problems – eg eradication of Polio
 - Members share their skills with others



Discussion





Short History



Personally...



Researchers really appreciate it..

“The best training programme
I have ever been on”

“I feel like you have
invested £1million in my
future – thank you”

“This course is just fantastically good”

“Brilliant”

“Its great to get a non-
research perspective
on the world”

“In today's economic climate, business skills are an essential enhancement to technical qualifications - competitions and courses like this put those skills into real context - much more useful than reading the books!”



Even if they are not entrepreneurs!

“Though I have found the event very valuable, it has unfortunately convinced me that I want to stay an academic, as far from business as possible!”



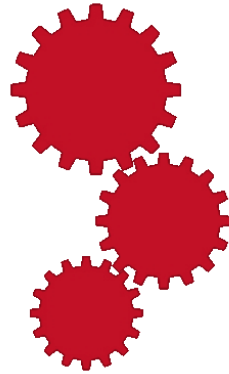
Who?

- At each workshop we provide:
 - 2 academic/case study specialists
 - 2 networking/teamworking specialists
 - 4 industry specialist speakers
 - 20 industry professional mentors
 - 4 high level industry judges

- Universities provide:
 - Participants (1 – 20)



Engineering YES



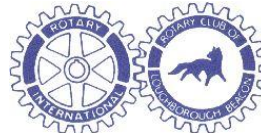
The Engineering Young Entrepreneurs Scheme

Thanks



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