
A live, national Case-study: **Scotland**

Timeline

- 1991 Review of Scotland's Business Birth Rate
- 1992 Consultation with stakeholders
- 1993 Scottish Business Birth Rate Strategy, LINC Scotland
- 1994 Small Business Loan Scheme
- 1995 Year of the Entrepreneur, Great Scots in Business, Enterprising Infants, Entrepreneurial Exchange
- 1996 Personal Enterprise Shows, CONNECT
- 1997 Centre for Enterprise Education (FE Sector)

A live, national Case-study: **Scotland**

Timeline

2001 A Smart, Successful Scotland

2001 Review of BBRS

2001 National Roll-out of Schools Enterprise Programme to all Primary Schools

2001 Scottish Institute for Enterprise extended to all Higher Education Institutes

2001 Royal Society of Edinburgh Enterprise Fellowships

2002 New Approach to Entrepreneurship

A live, national Case-study: **Scotland**

October 2002

“We will mainstream exposure to enterprise and the concepts of entrepreneurship – to really make a difference within secondary schools and to have changed the experiences of the next generation of school leavers. Only then will we have begun to create a truly modern, aspirational country on which our future economic success can be based.”

Jack McConnell, Scottish First Minister

A live, national Case-study: **Scotland**

2003 Enterprise in Education Strategy

The first comprehensive system of enterprise education for pupils in all schools at both primary and secondary level.

A live, national Case-study: **Scotland**

“Determined to Succeed goes to the heart of the vision for a smart, successful Scotland. It is a long term drive to build an enterprise culture in Scotland. To give young people a better chance of realising their full potential. To give the economy of Scotland the skills, new ventures and entrepreneurs it needs for growth”.



Cumbræ Primary School



Business working with students

Benefits to Business

Example: Largs Printing

http://www.determinedtosucceed.co.uk/dts/dts_displayCaseStudies.jsp?pContentID=4769&p_applic=CCC&p_service=Content.show&



t 01475 675158
e enquiries@surfprint.co.uk

THE UK's #1
ONLINE PRINTSHOP



Benefits to Students

Example: Simmers of Edinburgh

http://www.determinedtosucceed.co.uk/dts/dts_displayCaseStudies.jsp?pContentID=4773&p_applic=CCC&pElementID=81&pMenuID=40&p_service=Content.show&





What do the students say?

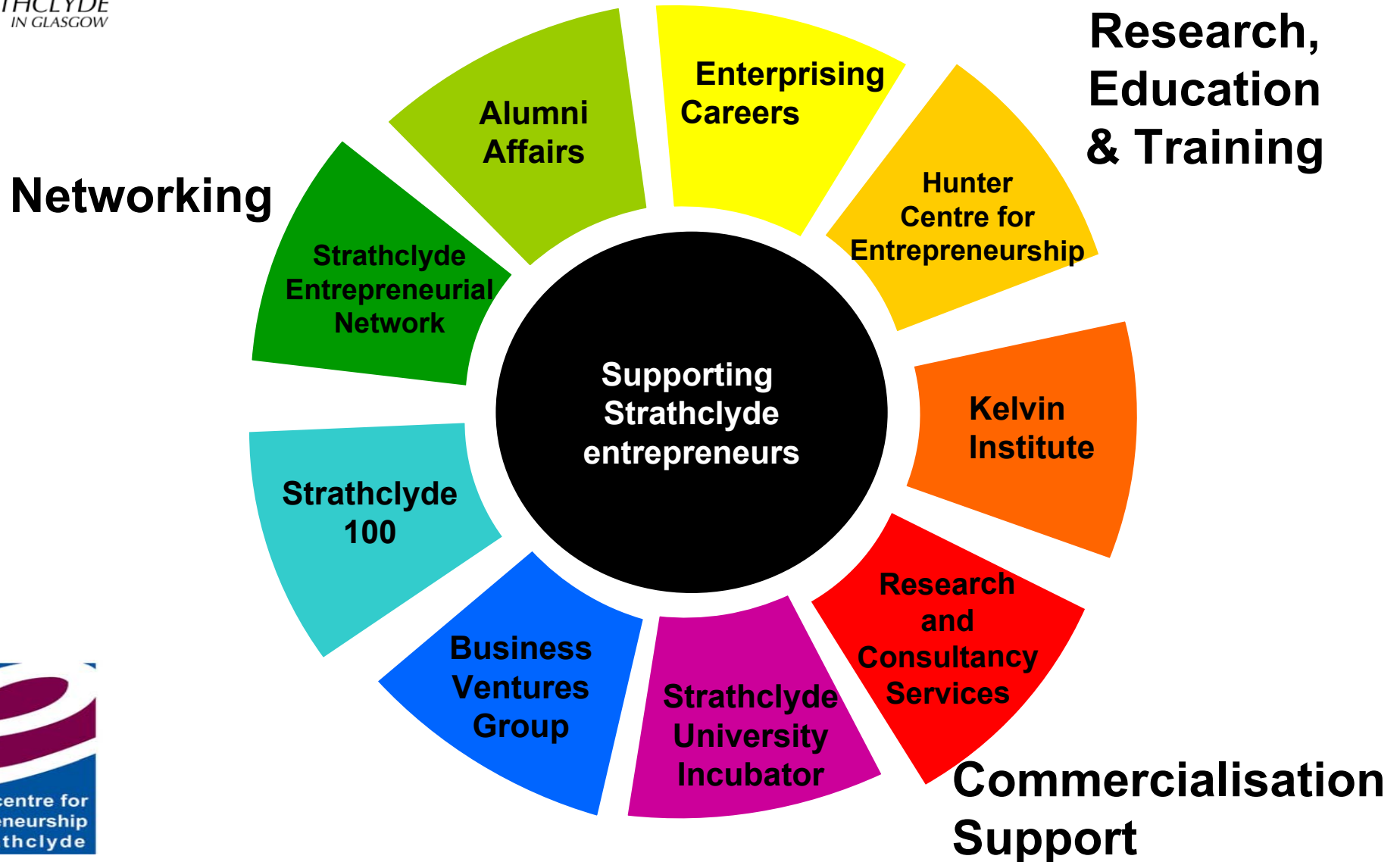
<http://www.talkingscotland.com/content/default.asp?page=s39>



Entrepreneurship Education at Strathclyde

- **Pre-university: headstart**
- **Undergraduate: choice of 13 open enrolment entrepreneurship electives plus some custom electives**
- **MENG with Diploma in Entrepreneurship**
- **Postgraduate: choice of 4 open enrolment entrepreneurship electives plus some custom electives**
- **MSC/Dip/Cert in Technology Entrepreneurship**
- **Continuing Professional Development**
RSE Entrprise Fellows Programme, Supercoach programme

Entrepreneurial Community of Practice





An *exciting* Entrepreneurial Environment



- Celebration of Entrepreneurship Day



- Strathclyde Students into Business

Upstarts





Hunter Centre for Entrepreneurship

- **Founded in 1996 as Strathclyde Entrepreneurship Initiative**
- **Vision: A world-class entrepreneurship centre in education, research and outreach**
- **Mission:**
 - **To raise the entrepreneurial capacity of Strathclyde students, staff and alumni**
 - **To lead in entrepreneurship research in Scotland**
 - **To promote entrepreneurship as a career and a profession**



Staff

- **7 full time faculty and 4 adjunct faculty**
- **6 fulltime and 6 part time support staff**

Also:

- **Entrepreneurs**
- **Entrepreneurial resource providers**
- **International Academic Network**



Networking



The Supercoach® Programme

- Developed through collaboration with a US entrepreneur and experienced coach: Sharon Ballard
- Written, one page exercises
- Designed to help the entrepreneur to shape and communicate their business concept
- Trains entrepreneurs and coaches

Case Study

- **Erwan Normand**
- **Physics PhD Student**
- **Attended Hunter Centre technology entrepreneurship classes 2000/2001**
- **Holds patents on laser-based electronic “sniffer”**
- **Entered Strathclyde University Incubator Upstarts Programme 2003**
- **Formed team from experienced business alumni**
- **Presented to Strathclyde 100 June 2004**
- **Raised £1.1 million in start-up capital April 2004**
- **Successful product launch September 2004**
- **Raised £2.5million spring/summer 2006**
- **Moved to Stirling Industrial Park July 2006**
- **Employs 12 now + 14 next year**

<http://www.cascade-technologies.com/>