



University of  
**Strathclyde**

# **Developing entrepreneurship for creating wealth**

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24<sup>th</sup> Conference of Rectors and Presidents of  
European Universities of Technology

# Hunter Centre for Entrepreneurship @ Strathclyde

## Background

- 1996 – established as Strathclyde Enterprise Initiative
- 2000 - £5M donation – Mr Tom Hunter, entrepreneur & alumnus

## 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

*Entrepreneurs take control of their own destiny and in so doing help to shape the future of a nation.*

# Postgraduate Programme

**Initial Focus:** Science and Technology (now pan-university)

**Aim:** To stimulate business start-ups

**Through:**

1. Modular electives – for up to 40 postgraduate students and researchers, recent graduates (Strathclyde and Glasgow)
2. Programme – Masters, Dip, Cert in Technology Entrepreneurship
3. MBA and MBM options in New Venture Creation, Entrepreneurial Finance
4. Specialist modules for other Masters courses
5. Seminars for inclusion in postgraduate training programmes

# Recent Initiatives

- 2001** Student Commercialisation Facilitator  
Entrepreneur in Residence  
Strathclyde Students into Business Programme  
GEM Scotland 2000  
Tracking attitudes and activities of class graduates  
Tracking entrepreneurial activity of alumni  
Extra seminars for alumni (e.g. angel investment evening)  
Supercoaching course for Coaches of pre-startup technology entrepreneurs
- 2002** Strathclyde Entrepreneurial Network  
Celebration of Entrepreneurship on University of Strathclyde 100
- 2003** Strathclyde 100 – Raising the Game  
- a club for high net worth alumni to meet and get involved with young ventures started by Strathclyde people
- 2004** Hosted Babson-Kauffman Entrepreneurship Research Conference

# Outreach initiatives

Supercoaching: January and September

*(Training course for facilitators of first time pre-start entrepreneurs)*

Financing Technology Entrepreneurship

*(Training course for facilitators of technology entrepreneurs)*

Personal Effectiveness for Entrepreneurs

Partnerships with entrepreneurial bodies e.g. First Tuesday, WIN

## Under development

Trading Places: Academics in Entrepreneurial Businesses

*(Support from Scottish Enterprise Glasgow)*

Think Tank/Entrepreneurs Adviser Group

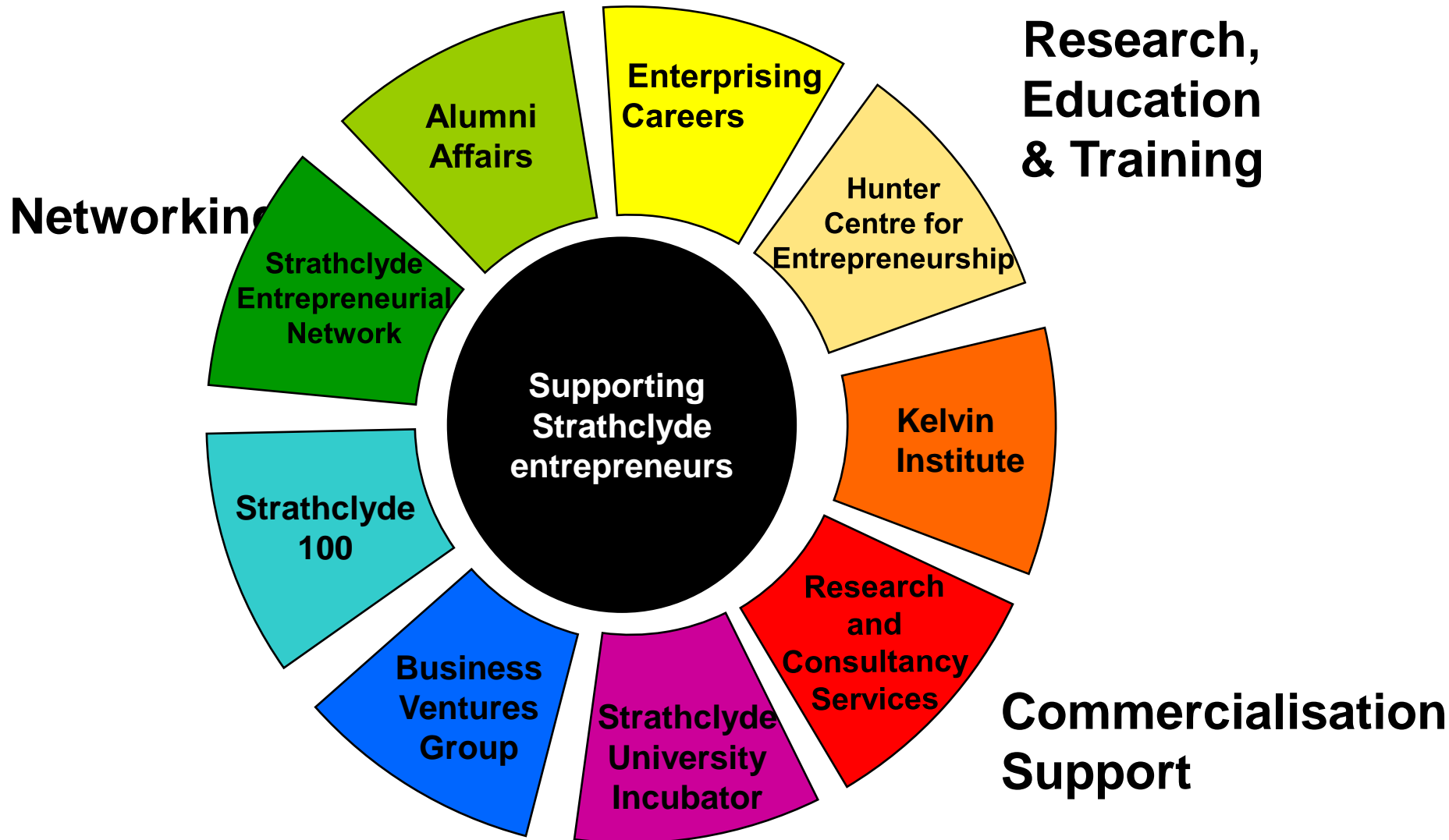
*Joint venture with Entrepreneurial Exchange*

Stakeholder Clusters

*New and existing businesses*



# Strathclyde's Community of Entrepreneurial Practice



# Case study 1

## Douglas Maxwell

Was Research Fellow in Bioengineering  
Attended technology entrepreneurship  
1999/2000.

Accepted as RSE Enterprise Fellow August  
2000

Raised £65,000 in start-up capital for PAL  
Technologies Ltd in December 2001 and  
£35,000 SMART award in January 2002

First orders May 2002

**PAL Technologies Ltd**  
[www.paltechnologies.com](http://www.paltechnologies.com)



**TECHNOLOGY FOR LIVING**



# Case Study 2

## Erwan Normand



Physics PhD Student

Attended Hunter Centre technology entrepreneurship classes 2000-01.

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 million in startup capital April 2004





# Looking to the future

- **New/expanded Premises by end 2005**
- **Expand education provision in line with strategic plan (2000 class places p.a. by 2005)**
- **New staff to cope with demand (20 by 2005) and regular visiting staff and research students**
- **More interaction with and services for alumni, entrepreneurs and entrepreneurial resource providers**
- **Develop Corporate Partnerships**
- **Part of the directory of seminars, etc. for postgraduate training programme across University**

**More information?**

<http://www.strath.ac.uk/huntercentre/>

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