

# MIT \$50K Global Startup Workshop

## *Community, Connection & Collaboration*

### *Wrap-up and Conclusions: Summary of Breakouts*

**Deric Corwin**

John Harthorne

Richard Monte

Domingo Giorsetti and Juha Valkama

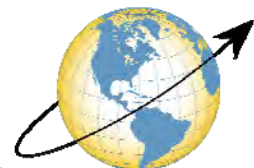
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# Sharing Your Perspectives

- **Participation:**
  - 243 people registered
  - 130 Organizations
  - 30 countries represented from 6 Continents
- **Breakout Discussions:**
  - Development of entrepreneurial ecosystem
  - Business plans competitions & best practice sharing



# The Ecosystem

- **Global Context**
- **Legal Systems & Capital Access**
- **Culture, Acceptance, & Risk Attitudes**



# Global Context

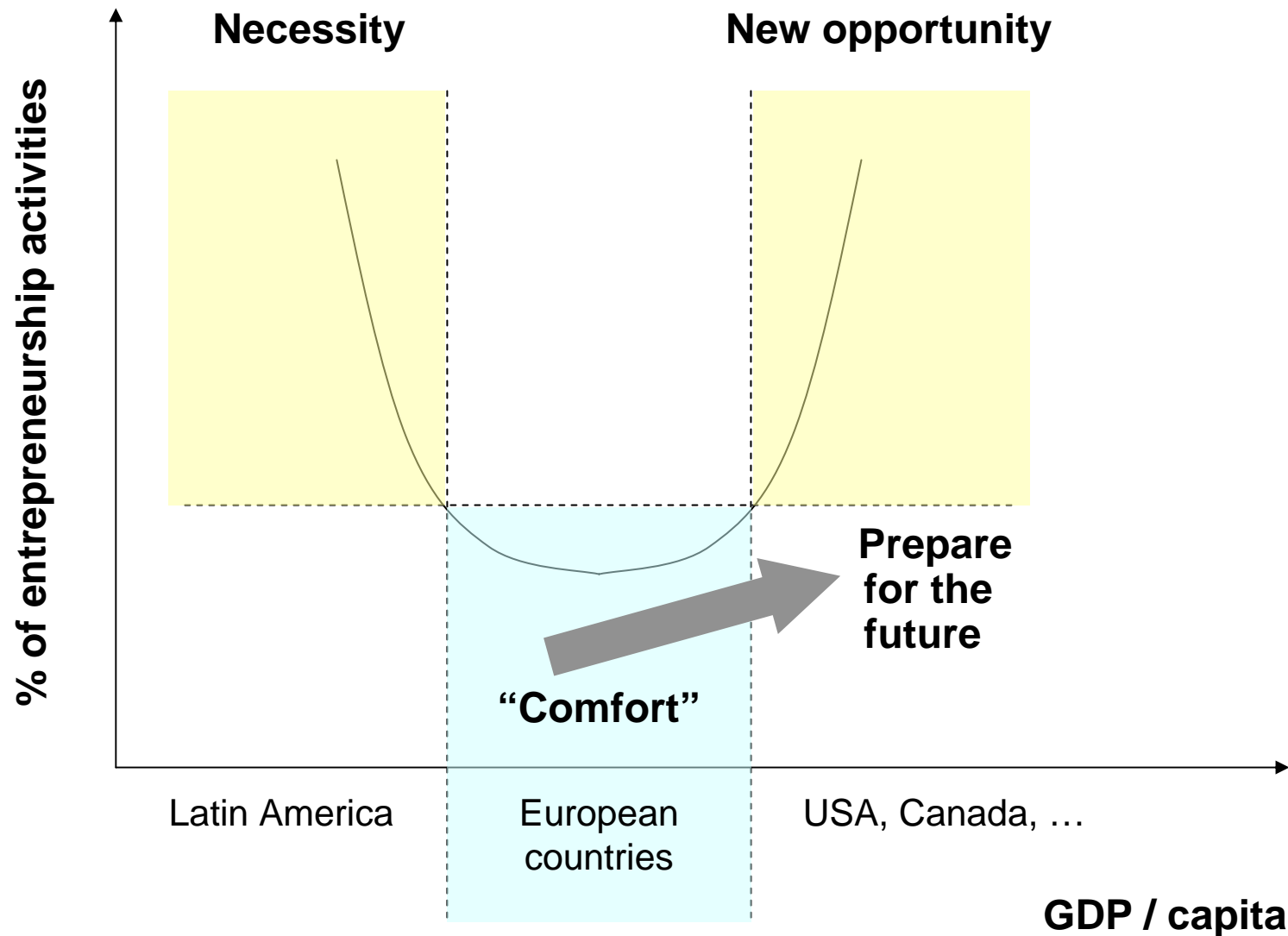
- **Every region has need for entrepreneurship**
- **Entrepreneurial context varies by region**
  - Economic & social factors
  - Science vs. business focus
    - Management skills, marketing
    - Innovation vs. invention
- **No region can ignore other contexts**
  - Must think globally, connect globally
- **BPC's have to adapt to each country as well**

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# Different Contexts Mean Different Needs



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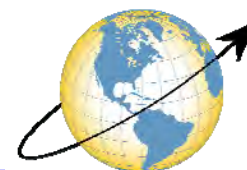


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# Legal Systems & Capital Access

- **Legal and capital contexts are biggest areas of variation**
  - Access to funding varies a lot from region to region
  - Legal processes varied
    - 1 hour vs. 37 days to create a legal company (Singapore vs. Argentina)
  - Tax structures differ (incentives vs. penalties)
- **Hits early stage businesses hard (especially in Latin America)**
  - To start, you need to have a lot of money (self-finance)
  - Government support is essential to bridge the gap in funding
  - Still, there is a need to innovate and seek new sources of funding!

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# Culture, Acceptance, & Risk Attitudes

- **Investment vs. Inspiration**

- “Risk Capital” is not risky (Brazil, Chile)
  - Only willing to put in \$\$ if know it will come back
- Have many entrepreneurs, but there are no investors (no \$\$) (Argentina)
- Highly capable people (with MIT/Harvard MBA’s) are not willing to take the risk to start a business... (USA)
  - Prefer to take a highly paid position in consulting firm or large company

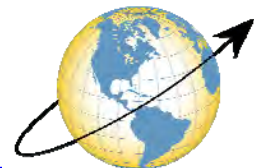
- **Trust & Acceptance**

- When someone builds a successful company, many other people are suspicious (Latin America)
- When someone builds a successful company, people applaud (Europe and North America)
- Still a barrier – need to build the ecosystem



# BPC Model

- **How do BPC's Add Value?**
- **Philosophy & Practices**
- **The Learning Process**
- **Valuing Your Community**



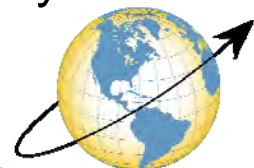
# How do BPC's Add Value?

- **Possible Metrics**

- Companies started; GDP impact
- Students trained; ideas proposed

- **Worth the investment?**

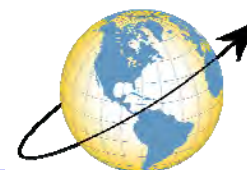
- Can you really train people to be entrepreneurs?
- Is the model working?
  - “BPC’s are becoming a business instead of education in entrepreneurship”
  - “We have a lot of business incubators but not many companies”
- Yet, a BPC itself is an entrepreneurial venture!
- It is only one part of a successful ecosystem
  - Investors, government, universities, enterprises, etc.
- BPC can be catalyst to improve the ecosystem & bring visibility



# Philosophy & Practices

- **Who leads the BPC?**
  - Students, Institutions, Companies
- **What are the dimensions of focus?**
  - Cultivate new ideas
  - Start real businesses
  - Promote entrepreneurship in general
- **BPC's have become more segmented over the past years**
  - Separate streams for validation vs. significant funding
    - Write the idea → Test and validate → Get support → Start the company
  - More industry focus and sub-tracking
    - Software products, nanotechnology, social development
  - Students self-select into the right competitions or tracks

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# The Learning Process BPC Model

- **Entrepreneur's education**
  - Critical Thinking vs. Reciting Information
  - Creativity in thinking is important
  - Evaluating what has been learned from the process
- **Don't be afraid to learn**
  - Bring in the people from the “field” to teach
  - Get involved, go and talk to the people
- **Networking is important**
  - Nowadays you need to know the right people
  - Build trust, learn together in order to make people invest and work together
  - Team is critical

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# Value Your Community

- **“We need an entrepreneurial society”**
  - Social Entrepreneurship
  - Exchange, networking, learning
    - Same goals, different skills
    - Good to know you’re not alone
- **BPC’s can help to build the ecosystem**
  - Goes beyond just creating entrepreneurs, or starting new companies
  - An interdisciplinary, multi-cultural venture to enhance the playing field for entrepreneurship



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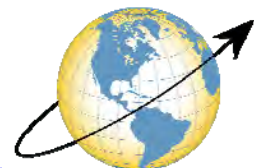


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# What's Next: The Very Near Term

- **We want your feedback!**
  - You get USB keys in return, which contain:
    - MIT 50K GSW Program Book Introduction
    - Breakout Session Raw Notes
    - Organization Descriptions
    - Panel Presentations (Day 1 & 2)
    - Web Resources
- **Gala dinner and Buenos Aires**
  - Relax, and have fun
  - Network, network, network
- **We will email links to more content soon**
  - E.g. Day 3 slides, contact list ...
- **The website will be updated soon as well**
  - <http://50K.MIT.EDU/GSW/>

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# What's Next: The Next Six Months

- **Please maintain communication!**

- With us and each other
- Use networking resources:
  - Email
  - Websites:

<http://www.globe-c.net/>

<http://www.euplanet.net/>

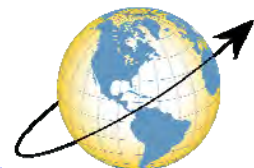
- **Please continue to innovate and execute**

- Create more and better Business Plan Competitions
- Encourage and foster a strong entrepreneurial ecosystem

- **Expect another feedback form**

- Actually ... more like a test

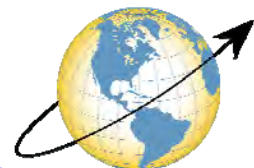
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# What's Next: MIT 100K 2007

- **Plan on attending!**
- **GSW Team**
  - We expect many similar faces on next year's team ...
- **GSW Team Co-Leads 2007**
  - Deric Corwin [dcorwin@sloan.mit.edu](mailto:dcorwin@sloan.mit.edu)
  - John Harthorne [jharthorne@sloan.mit.edu](mailto:jharthorne@sloan.mit.edu)
- **Have ideas, want feedback:**
  - Especially:
    - Innovative content or format changes
    - Feedback from panelists and moderators
  - Please put some thought into your feedback forms
  - Email Deric or John with ideas at any time



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