

**2016 PROGRAMS**

CONCEPTUALIZED AND PRESENTED BY



# **BUSINESS INCUBATION TRAINING PROGRAM**

**PROGRAMS**  
ASSISTANCE  
INCUBATOR  
DEVELOPMENT  
PARKS  
TECHNOLOGY  
MANY





# PREFACE

Regional and national competitiveness and economic growth are increasingly dependent on the underlying conditions supporting risk-taking and innovative ideas. As a result, innovation is increasingly becoming a priority for firms, organizations and governments in most countries throughout the world. At the same time, economic growth has been coupled with access to information and communication technology, the ability among firms to introduce organizational changes and the level of human capital together with research and development in small and large firms.

Without doubt, innovation is becoming an important asset for which the governments are struggling to create and develop. For that reason, start-ups, entrepreneurial firms and small and medium sized enterprises (SMEs) are gradually recognized as generators for innovation and economic wealth. Today, all studies are showing that entrepreneurship is rapidly gaining importance and initiatives supporting the development of entrepreneurial activity have become a priority issue.

Business incubators are becoming essential for strengthening the development of start-ups and accelerate the process of new venture creation. Incubation programs have been adopted across the world, and are widely developed in several sectors and with several types.

The first incubator, Batavia Industrial Center in New York, was started in 1959. However, it was not until the 1980s that the concept of incubation started to gain significant traction. Since then the business model has evolved and in 2006 there were approximately seven thousand incubators worldwide.

According to the National Business Incubator Association (NBIA) "Business incubation is a dynamic process of business enterprise development. Incubators nurture young firms, helping them to survive and grow during the start-up period when they are most vulnerable. Incubators provide hands-on management assistance, access to financing and orchestrated exposure to critical business or technical support services. Most also offer entrepreneurial firms shared office services, access to equipment, flexible lease and expandable space — all under one roof. An incubation program's main goal is to produce successful graduates — businesses that are financially viable and freestanding when they leave the incubator, usually in two to three years. [...] Incubator clients are at the forefront of developing new and innovative technologies — creating products and services that improve the quality of our lives — on a small scale today, and on a much grander scale tomorrow".

In its most literal sense, a business incubator is a building that houses tenant companies that are in their initial phases. However, a business incubator is more than just a building. Their goal is to assist in the development of new entrepreneurial organizations while they are in their initial phase. By doing this, business incubators are able to help these new companies survive and grow during a period in which they are most at risk for failure.



# WHY CREATING BUSINESS INCUBATION PROGRAMS?

Business incubators occupy normally the space between mechanisms such as business development services (BDS), technology parks, and other platforms for business development. The core of business incubation is a focus on emerging enterprises. Services can range from mentoring to seed financing to influencing policies.

Since 2000, as awareness of their usefulness has grown, the number of business incubators has expanded substantially in developing countries. Countries such as Brazil and India have established large domestic networks of incubators, facilitated by a national association.

Business incubators can target specific sectors such as agriculture or certain segments of society, such as women entrepreneurs. Incubators that have a specific focus may require additional public support, given that they aim to serve a small subsegment of the market and not the market as a whole, which means that they are more challenging to sustain. In Tianjin, China, an incubator for women's businesses has had considerable impact on the growth and sustainability of enterprises that women own and manage.

The overall goal of any business incubator, whether it's generic, technology, handi-craft or for women, is to produce companies that are "successful." More specifically, the goal is for these companies to be able to "graduate" or leave the incubator in a financially stable state and be able to operate on their own upon graduation from the business incubator.

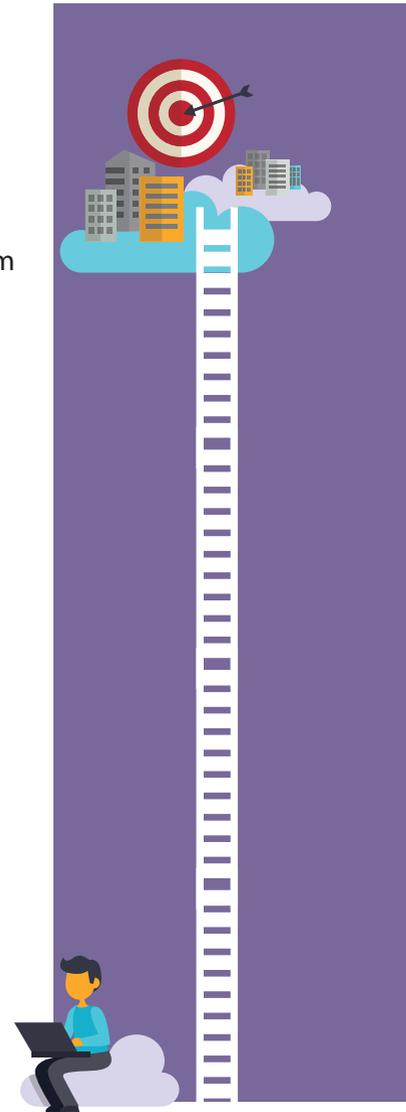
## KEY ELEMENTS OF THE PROPOSED BUSINESS INCUBATION TRAINING PROGRAM

The current proposal contains four main programs for the creation and management of business incubation systems, which are:

- 1 Program : Foundations of Sustainable Incubation Platforms**
- 2 Program: How to create & Operate incubation-platforms for Women Entrepreneurs?**
- 3 Program: How to create & operate a Technology Incubator?**
- 4 Program: How to create & operate an Accelerator?**
- 5 Program: How to manage successfully A Business Incubator Program?**
- 6 Program: How to elaborate a feasibility study to create a Business Incubator Program?**

# SOME TOPICS PRESENTED IN THE PROGRAM

- Historical overview of business incubators
- Understanding incubation system
- Services provided in the incubators
- Different roles of incubation program
- Business Incubator planning is not an easy task!
- Factors Determining the Success of an incubator..
- Why many Business Incubators programs fail?
- Hidden challenges of Creation of the incubation program
- Can we create a kitchen incubator everywhere?
- Main success elements of Technology incubators..
- What you know about incubator service strategy?
- Identification and management the expectations!
- How to find the investment?
- Different models in the business incubation industry
- Chinese Models
- French Models
- Indian Model
- African Model
- Typical facilities provided by an incubator
- Major sources of funds for incubation programs
- Key Features of Revenue Models
- Best practices of financing arrangements
- Managing the incubation system
- Who is the Champion?
- Communication Policy
- The selection and admission criteria
- Do we have to have an exit strategy?
- the main challenges in operations
- Business incubator main secrets



## THE EMPLOYED TOOLS & METHODS

This training is about the implementation of different aspects of entrepreneurship and how to stimulating the creation of enterprises among women and youth.

- Participant will learn, undertake exercises, work in groups and exchange experiences within a professional manner.
- An excursion might be part of the program to see examples of initiative and real social entrepreneurship in the community.
- Case studies, International experiences and best practices will be the main tools to develop professional skills and knowledge of incubation systems.



# THE OUTCOMES

- By the end of this training course, the participants will have:  
Updates on the international best practices in the incubation industry as well as its recent trends and applications.
- Developed and experienced the skills and attitude needed to create and manage innovative business incubation initiatives,
- Experience with the used tools and methods to analysis and improve the performance of the business incubation programs.
- Exchanged practical local and international experience in managing business incubation programs,
- Improved the managerial performance as well as theoretical understanding of managers of business incubation programs,
- Understand the different roles of business incubation programs in the local socio-economic conditions in the country,
- Understand the different policies and techniques used to measure the efficiency as well as assess the impact of business incubation programs,
- Improve the eco-system of entrepreneurship and innovation support in the community and national economy.



## THE WORKING LANGUAGE

English, French or Arabic

## THE TARGET PARTICIPATION

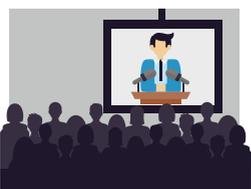
Max 20 participants. Diversity in participant's background can be an extra learning opportunity.



## THE PROFILE OF PARTICIPANTS

The profile of participants either short or long programs will follow some guidelines like:-

- governmental officials, policy makers, responsible willing to start a business incubation program.
- Private investors,
- Corporates and large industrials firms.
- Academia, research centers, and universities who are willing to invest in creation of incubation systems,
- Bankers, Investment Companies, venture capitals, etc.
- Incubator managers and specialist and or responsible of SME's supporting structures.
- Innovation Managers and Technology Transfer Managers
- NGO's and non-for-profit organizations.
- Students and Inductees.





## THE DATE AND VENUE

To be determined according the final approval of the program.

## PROFILE OF THE INSTRUCTOR

With more than 26 years of experience in entrepreneurship, social businesses and SME's development, including several senior positions in France, Saudi Arabia, Bahrain and Egypt. Affiliated to Yuns social business think-tank, ICSB, INSME and widely recognized as international speaker. Participated on the elaboration of several national plans and projects on business incubation systems in Egypt, Bahrain, Oman, France and KSA.

In Bahrain, he worked as advisor to Ministry of Social Development, where he established a startup bank, which he led as CEO for four years until it won the Prize of Mohammed Bin Rashid 2013. Before he was a GM in Bahrain Development Bank developing Bahrain and director of developing the BBIC: BAHRAIN BUSINESS INCUBATOR CENTER, the biggest business incubator in Middle East. SME's.

In his native Egypt, he was Manager in the Social Fund for Development where he participated on the elaboration the Egyptian incubation program master plan for empowering youth through a financing, training and incubation system. he also managed the first technology incubator in Egypt for five years. He also participated in the creation of four incubator in Oman, Kuwait, Kingdom of Saudi Arabia and Unite Arab Emirates.

Recently, CEO-founder of Social Innovation Expert a specialized firm in social entrepreneurship and innovation, contracted to Centennial Fund-KSA to establish entrepreneurship academy in middle east.

Dr Atef awarded by the following prizes: FB winner of Mohammed Bin Rashid Award for "Young Leaders" 2013, Winner of Prize of "Young Researchers" in Franc, attributed from AUGC, France May 1995. Winner of Prize of Bahraini Ministry of Interior's research Competition on "Community Partnership towards Fighting youth Crime and its impacts". December 2011, Major of graduation, Faculty of Engineering, Cairo University 1988-1989. More, he has several scholarship & grants from: NEP-&BC-UK, France, China. EC, ICNL-USA.

He has a D.E.A, Ecole des Mines de Nancy, France 1992, and L'institut national polytechnique de Lorraine (INPL), France 1996, a Bachelor's degree, Faculty of Engineering Cairo University – Egypt, 1989, as well as several certificates, several diplomas in finance, strategic management and development.

***Dr Atef El Shabrawy***

Atef.alshabrawy@gmail.com

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Tel: +973 17651260

[a.elshabrawy@socialinnovationexpert.com](mailto:a.elshabrawy@socialinnovationexpert.com)

[atef.alshabrawy@gmail.com](mailto:atef.alshabrawy@gmail.com)

**SOCIAL INNOVATION EXPERT Bahrain**

[www.socialinnovationexpert.com](http://www.socialinnovationexpert.com)

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