



Isis Enterprise

Innovative Entrepreneurship

Enabling successful enterprise through practical training and development





and experiential knowledge.

weeks, or spread over a period of time.

• An interactive delivery approach that provides opportunities for

participants to engage critically and to consider and debate key issues

Workshops, courses, and mentorship programmes are offered exclusively

on a bespoke basis, which ensures the unique needs of every client are

comprehensively catered for. Training can be offered intensively over 1-2

Entrepreneurs come in all shapes and sizes. Our customers include a range of universities, local and national governments, incubators, science parks and corporates. The method of delivery and training materials can be tailored to maximise impact for clients of all types, including:

- Academics and researchers within higher education institutions and research institutes
- Small and Medium-sized Enterprises (SMEs) looking to improve business performance, expand product or service provision, or capture new international markets
- Large corporations and governmental entities looking to develop a culture of intrapreneurship
- Individuals starting out in business, including those involved in start-ups and spinouts

Financial Accounting

Raising

Enterprise

Leadership

Theory &

Risk

Management

Performance

Recruitment &

Business

Acceleration

Building &

Auditing

Business Models

Selling &

Negotiation

Business

Incubation

- Those working in facilitation roles (e.g. with governments and business parks) to enhance business ecosystems and build broader business capacities
- Those at any stage of commercialising technology, knowledge and/or software



About Isis Enterprise

Oxford University Innovation Ltd, the technology commercialisation company of the University of Oxford, has been has been involved in the creation of new technology businesses for over 27 years.

Isis Enterprise was established in 2004 as a division within Oxford University Innovation Ltd, to provide training and consultancy services to organisations around the world. Our skilled, multilingual delivery teams are drawn from a variety of scientific and commercial disciplines; a number of them have built and run their own successful businesses.

We have trained over 1000 people from more than 50 countries across the globe. Our unique access to Oxford expertise and international networks offers unparalleled insights into the practicalities of entrepreneurship





Isis Enterprise

Meet the Trainers



Dr Tim Hart
Managing Consultant, Isis Enterprise
Tim is a serial entrepreneur who has
over 20 years' experience in mentoring
and advising other entrepreneurs. His
particular expertise in pitching for and
raising investment funds.



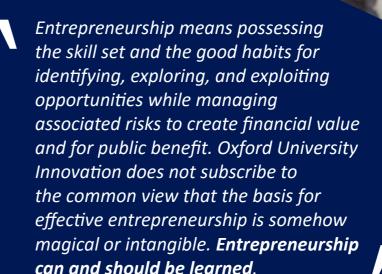
Britta Wyatt MBA
Senior Consultant, Isis Enterprise
Britta's work focuses on strategic support
for universities and governments,
including the creation of benchmarking
studies and plans for establishing
incubators and entrepreneurship centres.



Dr Mireya McKee
Senior Associate Consultant (US)
Mireya has extensive experience in
chemistry, biomedical research and
technology transfer, gained particularly
in three countries: Mexico, the U.S.
and the U.K.



Dr Nathan Pike
Senior Consultant, Isis Enterprise
Nathan is a former Oxford academic
who shifted into the business innovation
sector. He has particular experience in
entrepreneurship in the life sciences.



Dr Steve Cleverley, Head of Isis Enterprise

Case Studies

Creative Entrepreneurship in Research: Oxford University Clinical Academic Graduate School (OUCAGS)

Isis Enterprise delivered bespoke workshops for clinical academics and biomedical research scientists working within OUCAGS and the Oxford National Institute for Health Research Biomedical Research Centre.

The workshops were designed to assist academics to generate novel ideas for successful research and impact, harness entrepreneurship in research activity, and embrace intrapreneurship and innovation for personal and institutional benefit.

Master's Programme in Entrepreneurship: University of Malta

Isis Enterprise developed and delivered a new Master's programme entitled 'Knowledge-Based Entrepreneurship' for technology-based business founders. A set of entrepreneurship tools and processes were tailored for the Maltese context which we delivered before handing over to local trainers.

Academic Entrepreneurship: Universidad de Chile

We worked with this institution to enhance and continuously develop the entrepreneurial culture and technical skills of its staff and researchers.

A mixed delivery model was used to maximise impact: face-to-face lectures and workshops, online video seminars and discussions, mentored project clinics, and masterclasses led by successful entrepreneurs were all critical components.

Residential Workshop in Advanced Business Skills: National Youth Committee, Oman

Isis Enterprise was selected by the Omani Government's National Youth Commission to deliver bespoke, specialised training and mentorship to 18 first-time entrepreneurs who were the winners of the National Entrepreneurship Competition. To accelerate the growth of start-up businesses in sectors spanning tourism, transport and logistics, and energy, we provided:

- · personalised mentorship to resolve actual business challenges,
- bespoke training in business skills and regulatory compliance via Oxford masterclasses,
- · access to our proprietary methods and materials, and
- hosted visits to commercial partners within our global network.

Entrepreneurship for International Business Growth: SME Corp Malaysia

We worked in close collaboration with our partner, BDEC Resources Malaysia, to fast-track selected Malaysian manufacturers of LED lighting towards world-class competitiveness. Through training, mentoring and coaching, Isis Enterprise provided professional development for key staff and orchestrated bespoke internationalisation strategies for the companies.

Mentoring & Training for Entrepreneurs: Newton Fund & the Royal Academy of Engineering (RAE)

Isis Enterprise designed and delivered specialised training programmes for the Leaders in Innovation Fellowships programmes administered by the RAE in London. The aim was to help Fellows from around the world develop business propositions for their innovations through training and long-term coaching in business modelling, leadership, finance, Intellectual Property, marketing, and pitching to investors.

Why Entrepreneurship?

Interest in entrepreneurship has grown over the last decade: advances in technology and the availability of funding for companies at all stages of development mean that it is easier for people to start new businesses. Today, the successful commercialisation of new ideas — can come from any number of sources, be it universities, companies, or the general public.

Within the university environment, pressure from funders to demonstrate economic impact, as well as growing interest from students in entrepreneurial careers, and greater support from higher education institutions for new venture creation, are all stimulating entrepreneurial thinking and activity. Entrepreneurship training in this context often translates into upskilling academics and students, enabling them to better conceive the value of their knowledge within the global economy.

Corporations, in turn, are seeking to entice new graduates with in-house entrepreneurship (often referred to as 'intrapreneurship') programmes. Entrepreneurship training in this environment can mean influencing the mindsets, processes and structures that engender a culture of intrapreneurship, and that ultimately leads to the creation of better services and products.

Finally, a shift in cultural attitudes towards entrepreneurs is encouraging a wider range of individuals to turn their ideas into new businesses. For governments seeking to develop or support their local, regional or national knowledge-based economies, entrepreneurship training provides the skills and confidence for individuals to start new businesses, and for SMEs to scale.





Isis Enterprise's training programmes are as unique as its clients. We would be pleased to discuss your organisation's specific training needs and to put together a programme to suit your requirements and budget. Contact us today.

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