



LEARN ALL THE LATEST NEWS FOR SCIENT!

Our SCIENT¹ consortium has been implementing a range of activities during the past year, aiming to develop an innovative entrepreneurship programme for STEM PhD students and graduates that will apply to the European market. Within 2016 the development of the training package has been completed, followed by the pilot testing phase. SCIENT has successfully completed the pilot programmes in all seven partner countries, with dozens of participants taking part in the in-class training, the local and EU internships, the visits to companies, the discussions with guest speakers and the mentoring activities. Through all these activities a number of participants managed to develop a clear understanding on how to enhance their own entrepreneurial ideas based on their research interests. You can read below how the pilot testing seminars were implemented in each participating country. Additionally find out more about our 5th Coordination meeting in Regensburg, Germany, the biggest SCIENT event 'the SCIENT Business Idea Competition' coming in September 2017 and last but not least some participant testimonials!

¹SCIENT is a European University-Business Alliance aimed at fostering entrepreneurial ideas of young scientists. The programme is co-funded by the Erasmus+ programme and the EU.

PILOT TESTING SEMINARS



LITHUANIA

IN LITHUANIA, 24 PARTICIPANTS WERE SELECTED OUT OF 44 THAT APPLIED TO THE PROGRAMME.

The participants represented young researchers from different research fields, i.e. environmental engineering, chemical engineering, measurement engineering, mechanical engineering, geology, electrical and electronic engineering, materials engineering, biomedicine, energy and thermal engineering, economics and management.

The 24 participants represent four universities in Lithuania.

During the trainings we had six successful and inspiring entrepreneurs as guest speakers. Participants have pitched their ideas for the jury from investors and entrepreneurs.

9 of the participants took part in internships with innovative companies in

Belgium, Austria, Italy, and Germany, while another 13 participants interned with startups and companies in Lithuania.

The participants were mentored by five mentors and two coaches.

The teams developed the following ideas:

- 1) Five Golden Fishes (mechanism designed to protect children from drowning, once accidentally fell into water)
- 2) Chemist (sticker, measuring hazardous conditions at workplace)
- 3) BIOPAK (innovative food bio packaging prolonging the validity of the food);
- 4) ViLim (i.e. vibration device solving blood circulation problems);
- 5) GEM solutions (nuclear magnetic resonance application for geology research).



PORTUGAL

IN PORTUGAL, THE PILOT TRAINING PROGRAMME WAS HELD FOR ONE MONTH AND THE IN-CLASS TRAINING OCCURRED AT THE UNIVERSITY OF BEIRA INTERIOR.

The training course was divided into 3 sessions per week. These sessions were led by several trainers and guest speakers who shared their experience in the field of entrepreneurship.

After the dissemination and meetings with teachers and researchers, aiming to promote the course, it was possible to gather 13 participants to conclude the training.

These 13 participants formed 4 teams, defending each one a business idea which was presented in the Final Pitching Session. At the end of all presentations, the panel of evaluators selected the best Portuguese Business Idea - a

sensor for detection of virus. At the end of the course attendance, a visit to Parkurbis - Science and Technology Park of Covilhã – was carried out. The main objective of this visit was to give to the students the opportunity to meet Parkurbis and some Portuguese startups as well as their entrepreneurs.

Both activities of mentoring and internship were contemplated in the training programme. Given the difficulties to find an enough number of companies interested in the international internships, some students opted to participate in practical conferences in Italy, Belgium, United Kingdom and one decided to go to Instituto Extremeo de Reproducción Asistida (Spain). Regarding the national mobility activities, some companies and organisations from Lisbon, Covilhã and Madeira were selected to offer visits and internships to SCIENT course participants.



ITALY

The SCIENT learning path in Italy titled 'Our SCIENT based business Idea – Our all Future' was launched with in-class sessions at Consorzio ARCA premises within the campus of the University of Palermo. The programme included 40 in-class hours, with theoretical and practical sessions covered in October.

Following the in-class sessions study-visit tours were conducted at various companies in November. Participants visited 5 companies in Italy, and 4 par-

ticipants attended internships in various companies in Portugal, Germany, Cyprus, and Malta.

The main aim of the pilot program was to capitalise and exploit the acquired soft and technical competences to ultimately encourage entrepreneurial thinking and living. 3 sessions were held comprising a total of 20 hours, with the main topics of discussion being START UP Sicilia, Creative Thinking, and You in Europe.



SPAIN

The course took place between September 29 to October 11, Monday to Saturday.

The course was led by FUNDEUN's Director and New Projects Manager as the main trainers, Rafael Lafont and Iker Inchauste respectively. Guest speakers also hosted such as Magdalena Jabozin- psychologist, Carolina Hernández -expert in Human Resources, Patricia Torregra -professional of Innovation-, Laura M. García -FUNDEUN's expert in grants and funding, Raúl Carratalá -professional of surveys and researches- and Nestor Guerra -world expert in Lean Start-Up method.

Participants characterised the course as excellent and have since developed

new personal profiles based on their learning.

The participants visited five different businesses and entrepreneurial projects.

The participants were given the option of doing an internship either in the national or international context. Four of them attended internships in Italy and another 5 followed national internships. Among the 4 who went abroad, 3 of them went to ASTER to learn from other PhD entrepreneurs on how to succeed in entrepreneurship. One went to the University of LUMISA, to learn about innovation in Education. The rest attended internships in Spain at businesses.



UK

AT AON THE SCIENT PILOT COURSE WAS RUN FOR 15 SCIENT POST GRADUATES ACROSS THE 5 DAY COURSE WITH ORIGINAL GRADUATE AND POST GRADUATE STUDY RANGING FROM COMPUTING SCIENCE, PHYSICS, CHEMICAL ENGINEERING AND MATERIALS.

The course was delivered by a core team of 5 trainers supported by 3 guest speakers and trainers; and 3 visits to 'entrepreneurial' companies locally.

The feedback from most students was positive and at least 3 promising business ideas have been developed.

The course has boosted the existing entrepreneurial course and drive within the University and the Growth Hub.



MALTA

PARAGON EUROPE ORGANISED AN ENTREPRENEURSHIP COURSE IN MALTA AS PART OF THE SCIENT PROJECT.

The participants of the course came from different educational backgrounds ranging from physiology and biochemistry to pharmacy, educational development, law, European studies and even health informatics.

The course took place between the end of October and the beginning of November, 2016. All learning modules developed by the SCIENT project consortium were covered during the course by professional trainers including a

successful entrepreneur, a General Manager with over 20 years of experience in Marketing and Branding, the Director of Malta's Life Sciences Park, the Director from Eduard de Bono Institute for the Design and Development of Thinking, a Professor of Leadership and Organisational Innovations and an IP Lawyer.

During the course, some participants took the initiative to create teams to originate business ideas. These ideas will be developed further during internships the students will be attending together with mentoring sessions over the next months.



CYPRUS

THE PILOT TESTING PHASE OF SCIENT TOOK PLACE IN CYPRUS BETWEEN JUNE AND DECEMBER.



This phase consisted of 4 main stages:

- **1st stage:** 40-hours of in-class training for 18 participants, of which 14 were STEM PhD students or graduates. The participants had the opportunity to learn about entrepreneurship, building their own team, developing their business idea, testing its traction, how to model business models like the Business Model Canvas, pitching, lean business plan, IP/R issues, open innovation, development of soft/leadership skills. During the theoretical part a guest speaker would also join the group and explain how the particular subject is relevant or is practiced in reality. Guest speakers included successful entrepreneurs, start-up founders, IP/R expert, entrepreneurship and start-up experts, researchers turned into entrepreneurs, business consultants and business angels.
- **2nd stage:** during the in-class training and following its completion, the SCIENT participants had the opportunity to visit more than 12 companies across Cyprus, learn about the founder's history, the challenges they faced, the company's products and services and how they have developed over time, their business development strategies and the advice they want to give to young entrepreneurs. Participants were given a detailed list with the description for each company and they were able to choose which companies they wanted to visit.
- **3rd stage:** internships at local and EU level: 10 participants were able to travel to another EU country for a week and visit a company that operates in an area close to the young researcher's interests/expertise. Another 4 participants had their internship in Cyprus, working closely with a Cypriot entrepreneur for a week and
- learning about the company's practices, procedures and operations.
- **4th stage:** SCIENT participants who wanted to develop their business idea further were given the opportunity to have one-to-one mentoring sessions with the SCIENT trainers, discussing in detail their idea, fit to market, growth opportunities and deciding if they wanted to continue with the same idea, pivot or develop a new business idea with higher growth prospects.

The participants of the SCIENT pilot testing phase in Cyprus expressed their enthusiasm and gratitude for the opportunity offered to them in discovering a new world and they acknowledged that this has opened new career paths and has helped them in developing a different mindset.

5TH COORDINATION MEETING in Regensburg, Germany



The Erasmus+ SCIENT project held its fifth coordination meeting at TechBase in Regensburg, Germany, on the 24th and 25th of November 2016.

The project aims to launch an innovative entrepreneurship programme for PhD STEM (Science, Technology, Engineering and Mathematics) students and graduates that will focus on the development of their transversal skills and provide them with a new professional path. The meeting was attended by members of the SCIENT consortium, comprising 15 partners from 8 countries.

All meeting participants were given the opportunity to discuss the progress made in the second half of 2016, identify problems, explore ideas and create the project's roadmap for the coming months. More specifically:

- GrantXpert presented the main progress achieved until November 2016 and informed partners about upcoming deadlines.
- Project partners presented their work on SCIENT Pilot Testing Workshop of the Training Programme that each one has implemented in its country and they share their experience and the feedback that they received from the participants and the guest speakers. Also partners discussed the organization of the internship stage for the participants of the Pilot Testing and presented the period of the internships in their country.
- Project partners had also the opportunity to exchanged ideas regarding training material suitability, potential improvements and their next steps towards the programme's refinement.
- Preliminary dates were set for the Entrepreneurship Academy and Business Competition event which will take place in Cyprus. Project partners did some initial planning for the upcoming Entrepreneurship Academy and Business Competition; they defined the time frame, determined the participants' profile and selected promotion methods and evaluation tools.
- ISOB presented the evaluation and quality assurance activities implemented in the 2nd semester of 2016.
- Signative informed partners about past and upcoming dissemination activities.
- GrantXpert presented the current state of expenses incurred so far at partner and project level.

The 5th coordination meeting was very productive for all partners involved.

TESTIMONIALS

PARTICIPANTS FROM ALL 7 COUNTRIES DESCRIBED THE EXPERIENCE WITH SCIENT'S PROGRAMME AS EXCELLENT, AND WERE SATISFIED WITH THE EXPERIENCE THEY GAINED.



SIMONA TODARO

Simona Todaro from Italy, who interned at Azores Geopark in Portugal said: "I have concluded my internship included in the program of SCIENT course. I want to express my satisfaction about this experience. I chose to do my internship at the GEO FUN company that is situated at Ponta Delgada (Azores islands) because their activities are in line with my business idea. I was flanked by an authority of the company that provided me with information and suggestions on how to start a tourism company. I want to say thanks to CESIE to gave me this possibility. I am returning home satisfied and enthusiastic in carrying on my business idea."



VINCENZO ZINGALES

Vincenzo Zingales who participated in an internship at Sensorik in Germany said the experience was very positive to work with competent professionals, who helped, and were always friendly and worked in an excellent climate. "My most important achievement was to return more secure in starting my business idea. Besides, the information that I obtained, I have improved my knowledge in managing a company."

PANAYIOTIS ANDREOU

Panayiotis Andreou from Cyprus is a PhD candidate in Civil Engineering and took part in the SCIENT programme. He said: "SCIENT for me was a unique and amazing training experience. The workshops were a source of inspiration and gave me a comprehensive insight of the entrepreneurial world in a practical way. SCIENT served as a strong motivation for anyone to start thinking about creating his/her own business. It is a great opportunity for the PhD students to move further of the boundaries of the research and transfer their knowledge, skills and the outcomes they developed in tangible products and/or services. In this way, they are transformed into entrepreneurs as well, not just researchers. SCIENT is strongly recommended!"

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