In the Name of God
Entrepreneurship Education Experiences for International Students at Faculty of Entrepreneurship, University of Tehran

By: Dr. Babak Ziyae & Dr. Mehran Rezvani
Views on Entrepreneurship Education

Two main approach to empower students with entrepreneurial skills:

• **Entrepreneurship centers: Training for all students**
• **Formal program to provide experts in entrepreneurship**

Some universities select the first, some the second and University of Tehran apply both in parallel because

• **we had shortage in the entrepreneurship trainers**
• **government was looking for more business start-ups and**
• **many businesses need improvements**
Mission of Faculty of Entrepreneurship

• To equipe students and entrepreneurs with updated entrepreneurship knowledge and skills in their business life cycle.

• To create a supportive and innovative learning environment for strengthening the critical thinking of students and entrepreneurs to prepare future leaders in the region.

• To foster smart partnerships with local and international businesses
**Facility’s core values**

**Integrity**
We respect and behave ethically toward each other and our external partners. We practice social and civic responsibility in the greater communities to which we belong.

**Innovation**
We have a long-standing commitment to an institutional culture that fosters creativity, risk-taking, continuous improvement, and an entrepreneurial spirit.

**Collaboration**
Our commitment to cross-disciplinary collaboration and to working closely with students defines the practices of the faculty, administration, staff and who work on our faculty.

**Vibrant**
The learning experience of our students, the work environment for our staff, and the interactions with our communities will be vibrant and excite and engage them.
Entrepreneurship programs

- Conventional programs
- E-learning programs
- Non-degree programs
Current Master Programs

1. New Business Creation/Venture
2. Corporate Entrepreneurship
3. International Entrepreneurship
4. Public Sector Entrepreneurship
5. Entrepreneurship Education
6. Entrepreneurship Development
7. Entrepreneurship in Agriculture businesses
8. Entrepreneurship in Technology-based businesses
9. Entrepreneurship in E-businesses
10. Tourism Entrepreneurship
11. MBA in Entrepreneurship
Ph.D. Programs

1. New Business Creation
2. International Entrepreneurship
3. Public sector Entrepreneurship
4. Corporate Entrepreneurship
5. Entrepreneurship in Technology-based businesses
6. Entrepreneurship Development
• Chapter 1: Globalization and International Entrepreneurship
  • To understand the essence of “entrepreneurship” and “Internationalization”
  • By 3 approach
    - Behavioral base
    - Opportunistic base
    - Process base
• Chapter 2: Theories and Models of Internationalization
  - Classics Theory
  - First market imperfection Theory
  - Secondary market imperfection Theory
  - Internationalization Theory
International Entrepreneurship Book

• Chapter 3: International Entrepreneurship; Research Stream
  • Stream 1: Entrepreneurial activities abroad
  • Stream 2: Compare entrepreneurial activities in different market
  • Stream 3: Comparative study of entrepreneurship

• Chapter 4: International New Venture
  - Speed
  - Founder International vision
  - Scope
  - Scale

• Chapter 5: International Entrepreneurship in SMEs

• Chapter 6: Networks and entrepreneurial SME Internationalization

• Chapter 7: Rapid Internationalization

• Some Challenge:
- New ness
- Un experienced
- Scarcity of resource
- Market entrance problems

• Chapter 8: Opportunity Recognition in International Entrepreneurship

• Some Issue:
  - Competency of owner/ founder
  - International Market orientation
  - International Learning
  - International Innovation orientation
  - International risk-taking
  - International Motivation

• Chapter 9: Electronic International Entrepreneurship
• Chapter 10: International Entrepreneurship in Family Business
  - Ownership Structure
  - Organizational structure
  - Control level and

• Chapter 11: International Entrepreneurship in Established Firms

• Chapter 12: International Entrepreneurship in International emerging markets
  - Entry modes
Students with ideas for new ventures can participate in the Student Entrepreneur Initiative, which provides funding, office space, training and mentoring for teams of students to explore their innovative ideas.

Faculty is exercising a match making role in market to connect students and faculty members with businesses.
Beyond the formal course

• We help big companies to improve their performance

• Consulting with SMEs to grow up in market share

• Applying entrepreneurial methods such as Student start ups

• Entrepreneurship cafe and Business counsels desk
Functions of FE in UT

Teaching the course of essentials of Entrepreneurship in UT’s faculties

Match maker: Recognizing Industry Issues which should be solved by the university

Research commercialization of Basic Sciences and Engineering Faculties

Consultancy of BP FS, and Business Development

Collaboration with Technology and Science park
Faculty of Entrepreneurship offers:

**Network for commercialization of ideas**

- Financing for commercialization of ideas
- Collaboration on joint projects
- Supporting micro designs

ICT
Network for commercialization of ideas

Building trust for students with ideas

Secure investment for capital owners
Commercialization Network

Individuals or entities looking for new ideas or designs (call)

Support, guide and management of the system

Idea, design or product owners

Investing or buying
Consulting services aimed at production models, processes and innovative business plans

Technical and economic assessment of innovation – based designs

Funding by means of consultancy and bridging idea generators and investors
Attracting ideas, designs and products secretariat

Assessment of ideas and designs secretariat

Commerce, investment and market development secretariat

business development services secretariat

Secretariats

Education secretariat

Informatics secretariat

› Administrative-finance secretariat

International affairs secretariat
The Process

- Idea Generator
- Console administrator
- Idea Generator
- Developers
- Business Angle
- V.C

Console of networking system for commercialization of ideas

Checking idea maturity
The Mission of Commercializing Network of Students Business Ideas

1. Providing supervision, consultation, design and support for Universities

2. Organizing core services in order to develop the strengths and convert the ideas to wealth

3. Setting up, guiding, improving and promoting the services to businesses
Recommended services of networking system for commercialization of

Creating specialized scientific groups among members

Public information

First phase

Uploading and sharing text files, audio and video among members

Introducing each member using member profiles
THE CORE OF INNOVATION IS THE KNOWLEDGE TRIANGLE (KT)

Actors in the knowledge triangle are at the core of the innovation web

- Higher Education
- Business
- Research & Technology

ENTREPRENEURSHIP: Driver of KT
1) To develop the “Action Plan” for development of students' idea networking

2) Consultations regarding the commercialization of innovative ideas or designs

3) Facilitate the process for acquiring capital and other international financial resources
Thank You