



"Academic Entrepreneurship in the High North: From Science to Business in Entrepreneurial Education"

*Master of Science in Business Creation and Entrepreneurship
Tromsø University Business School,
University of Tromsø
www.uit.no/hht*

*Professor Lene Foss and Assoc. Professor Elin M. Oftedal
Seminar at the Innovation Center, University of Stavanger
November 9th 2012*

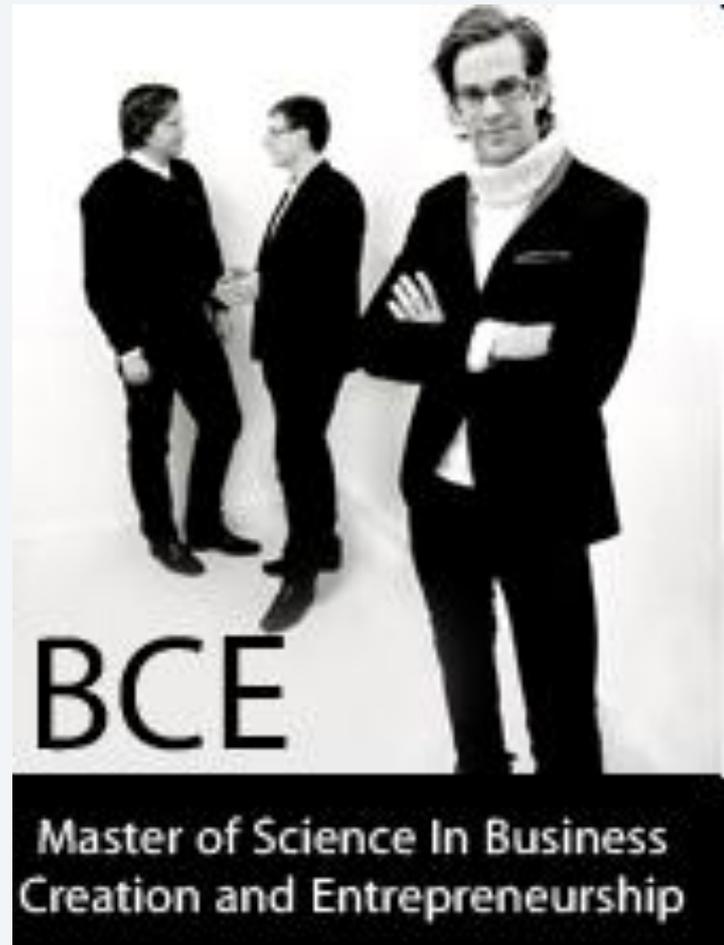
Faculty's motive

- "Academics is all about credit and the credit only comes to those who have peer reviewed articles... Commerce has to do with property and stock...They are not objects of scientific truth." (informant in Owen-Smith and Powell (2001))



Master of Science in Business Creation and Entrepreneurship

- Master students as co-entrepreneurs
 - Theoretical/academic learning + practical experience
- Steep learning curve
- Engagement and fighting spirit
- Create your own workplace – or position yourself as an entrepreneur available for other start-ups



Program Structure



First term (autumn)

- BED-3025 Intellectual Property Strategies 10 ects
- BED-3024 Design of technological innovations and markets 10 ects
- BED-3028 Venture Creation 10 ects

Second term (spring)

- BED-3031 Entrepreneurial Financial Management 10 ects
- BED-3048 Corporate Entrepreneurship 10 ects
- BED-3029 Idea Evaluation and Strategy 10 ects

Third term (autumn)

- BED-3035 Commercialisation and Internationalisation 10 ects
- BED-3030 Entrepreneurial Leadership and Teams 10 ects
- BED-3047 Entrepreneurial Networking and Methods in Writing BCE 10 ects

Fourth term (spring)

- BED-3905 Master`s Thesis in Business Creation and Entrepreneurship

Nye samarbeidsmodell for forskningsbasert entreprenørskap

Academia



Commercialization agents



Inventor



Co Entrepreneurs



Instruments and financial institutions



Industry and business community



IDEAS FROM UiT

- Marine /medical biotechnology
- Space/earth/satellite
- Health/telemedicin
- Fishery /aquaculture technology
- Renewable energy
- Cold climate technology

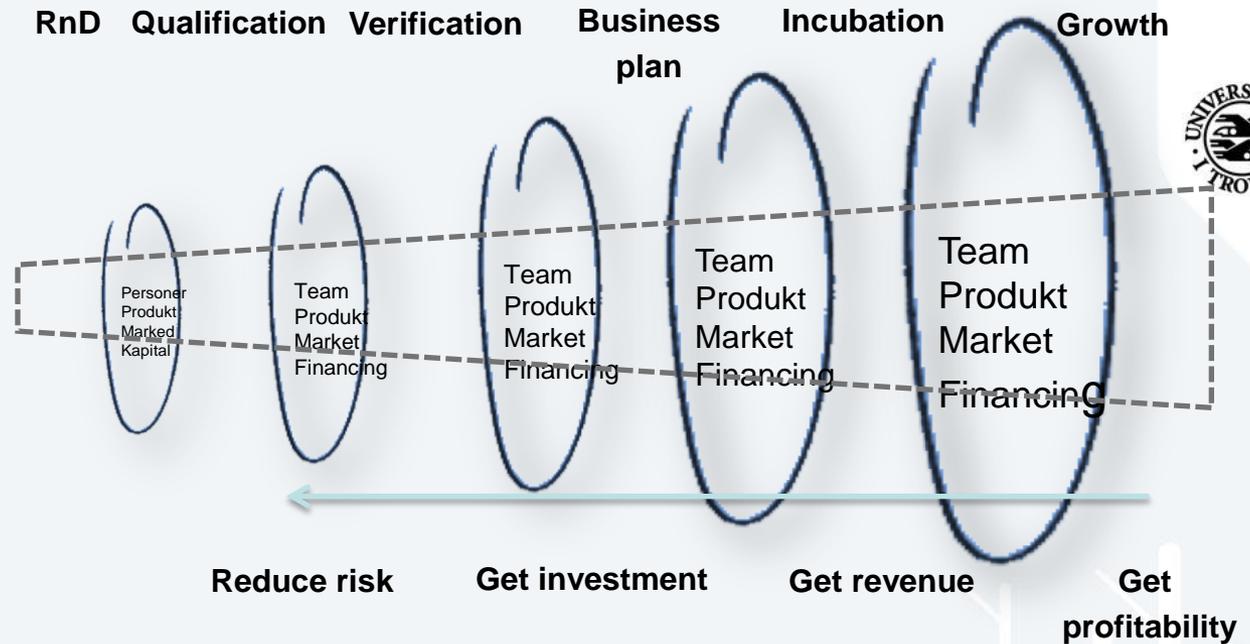


Roles & Responsibilities

- Idea provider(s)
 - Special expertise within domain of idea – available for questions and advice.
 - Entrepreneur if desirable
- NTT
 - Consultant (most cases)
- BCE students
 - Project teams
 - Learning by doing – project management, action and time planning, budgeting, meeting organisation, applying for public grants, business plan development, developing investor presentations – and handling uncertainty!
 - Building trust and proving that your competence is valuable for the project
 - Potential co-entrepreneurs if project is successful, company is established, financing secured and competence fit with company's need



RESULTS OF BCE



Own idea, Incorp: 2010, Revenue/Profitability from day 1



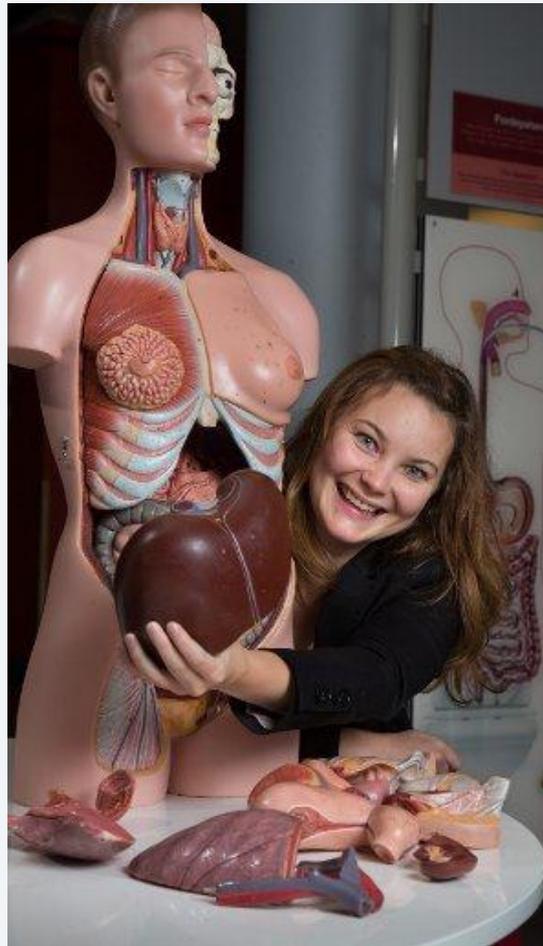
BCE: 2009, Verification: 09/10, Incorp: Q2 10, Revenue: Q1 12



BCE student headhunted, Incorp 10, Revenue from day 1



BCE: 2010, Incorp: 01.11, Investment: Q1 11, Revenue: Q2 12



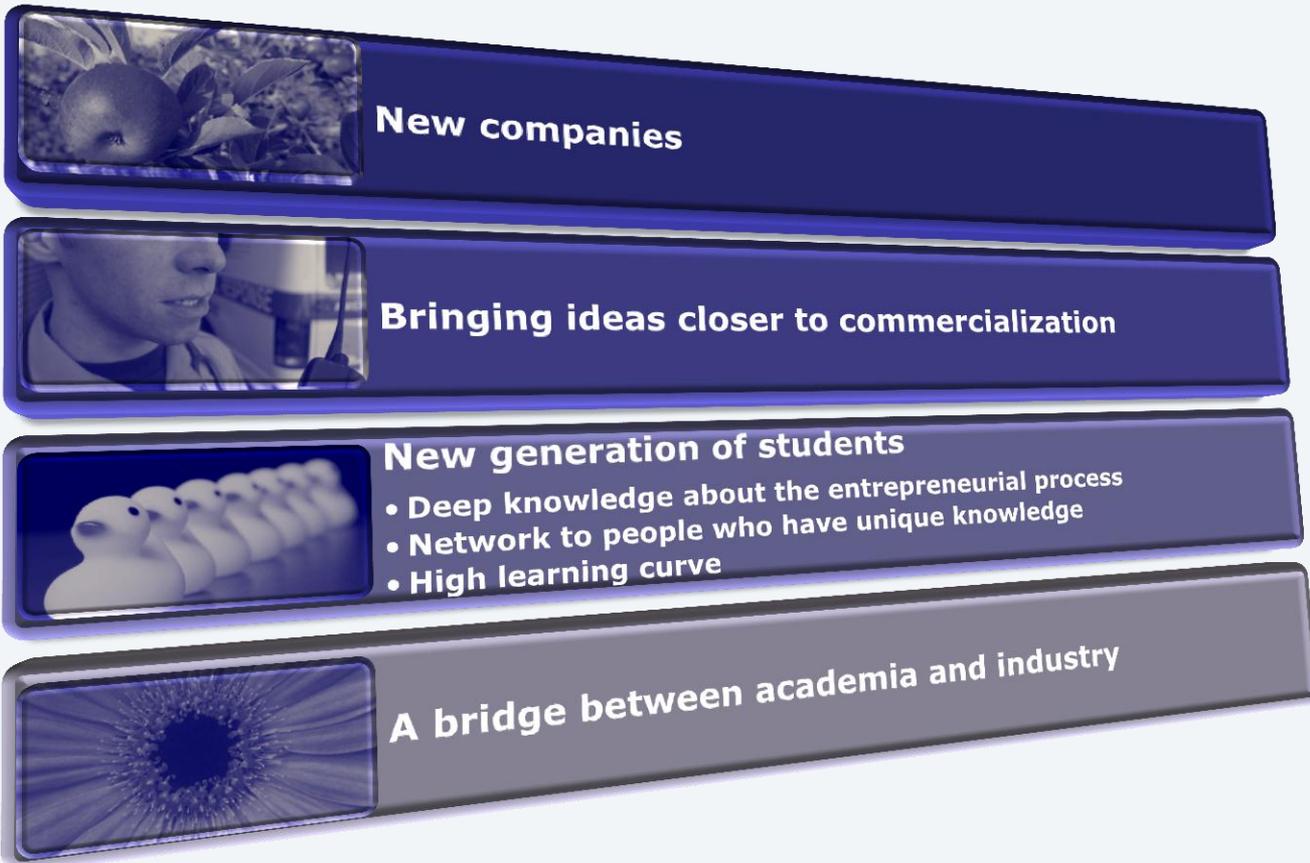
 Moose on the Loose.no



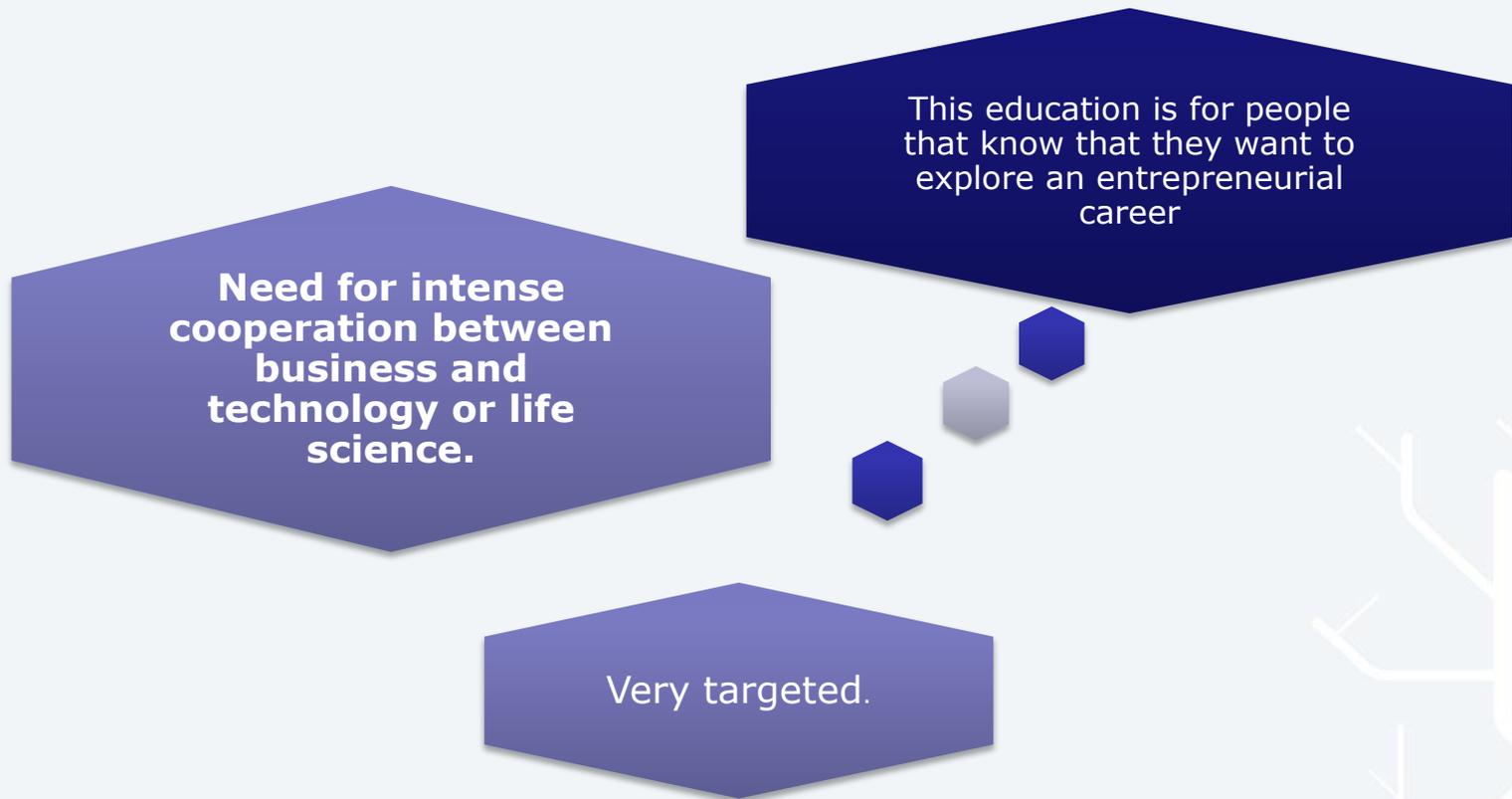
All photos from Nordlys.no

UNIVERSITETET I TROMSØ UiT

The value



Possible cooperation



UNIVERSITETET I TROMSØ students (cohort 2008-2011)

Nasjonalitet	Antall
Botswana	1
Finland	1
Hviterusland	1
Iran	1
Jordan	1
Mexico	1
Nepal	3
Nigeria	1
Norge	7
Rusland	1
Serbia	1
Sverige	2
Thailand	1
Ukraina	1

Kvinner	9
Menn	14

Utdanningsbakgrunn	Antall
Bachelor degree in Mechanical Engineering	3
Bachelor degree in Master of Organization	1
Bachelor and Master in Business Studies	5
Bachelor degree in Industrial Engineering	1
Bachelor's degree in Fishery Science	2
Bachelor in Business Administration in Marketing	2
Bachelor degree in Computer Engineering	1
Bachelor in computer science with Economics	1
Bachelor in Industrial Management	1
Bachelor and Master in Fishery Science	1
Bachelor in International Trade	1
Bachelor in International Business	1
Bachelor and Master in Creative Music Technology	1
Bachelor's degree in Marine Business Management	1
Master of Science in Medical biology	1

