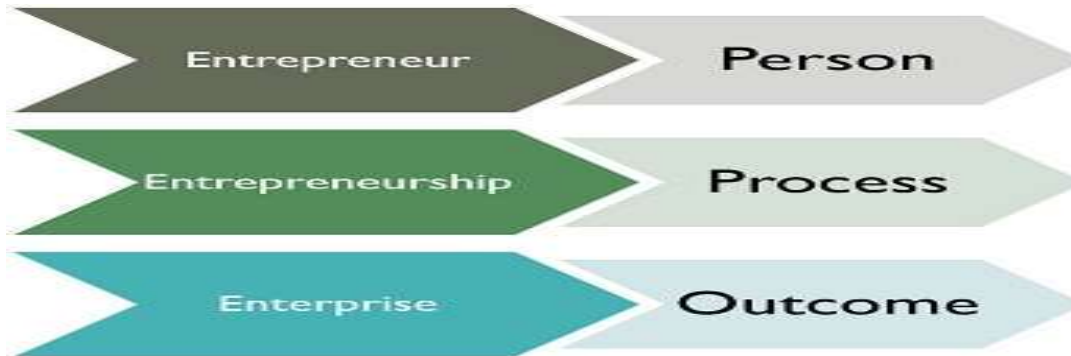


SPECIAL PROGRAMMES



Since its establishment, GACEINN pioneered the field of entrepreneurship and innovation and instilled in its members an entrepreneurial mindset—the most powerful force for creating economic and social change. GACEINN is on a mission to put the power of entrepreneurship in the most hands, and places, as possible.

To date, GACEINN already has impacted several educators and students from various educational institutions in several countries, helping to advance global entrepreneurial learning across tertiary institutions worldwide. GACEINN aims to be named No.1 academy for entrepreneurship and innovation.

Now, at GACEINN, we offer an extensive portfolio of programmes to develop faculty to teach entrepreneurially, engage students in various bootcamp style programmes, and convene tertiary institutions to collaborate in building innovative entrepreneurship programme.

Here, you will join a community of like-minded institutions that want to change the world through entrepreneurship education.

WORKING WITH TERTIARY INSTITUTIONS





From right: The pioneer Director of Entrepreneurship Development Centre and Dean, Faculty of Management, Nasarawa State University, Keffi, Ass. Prof. Suleiman A.S. Aruwa delivering keynote lecture titled "Classic Entrepreneurs' Ideas Can Dramatically Change the World" as the Keynote Speaker, during the Institute's special induction and award ceremony in Minna on 13th December, 2014.



Deputy President (Programmes and Membership)-Dr. Raimi Lukman; delivering investiture lecture entitled "Change Mantra, Diversification and Entrepreneurship as Tripods for Repositioning Nigeria's Economy" during the President's Investiture and Governing Council inauguration ceremony of Institute of Classic Entrepreneurs on 31st March, 2017 in Lokoja

International Symposia for Entrepreneurship Educators (SEE)

Preparing today's educators to teach tomorrow's entrepreneurs.

The International Symposia for Entrepreneurship Educators (SEE) are delivered in regions on and off the GACEINN campus to people from multiple locations. The curriculum is designed to foster entrepreneurial growth and economic development on institutional, regional, or national levels by preparing educators to teach with an entrepreneurial mindset.

Programme Benefits

Upon completion of the programme, your faculty will:

- Understand the powerful logic of Entrepreneurial Effectiveness and Leadership® (EE & L), and how they can teach it and apply it
- Comprehend the entrepreneurial mindset
- Recognise key process and content aspects of teaching entrepreneurship
- Appreciate the value of the case study method and the growing popularity of other experiential and action-based methods
- Build a network of like-minded educators who are dedicated to innovation in entrepreneurship education

Modules for Entrepreneurship Educators (MEE)

Take your entrepreneurial teaching to the next level.

The Modules for Entrepreneurship Educators (MEE) programme is a customisable suite of six learning modules that prepares faculty at your academic institution to effectively teach entrepreneurship.

Programme Design

GACEINN works with your college, university, or other tertiary institutions to design a programme that meets your institution's specific goals and capabilities. At the heart of the MEE

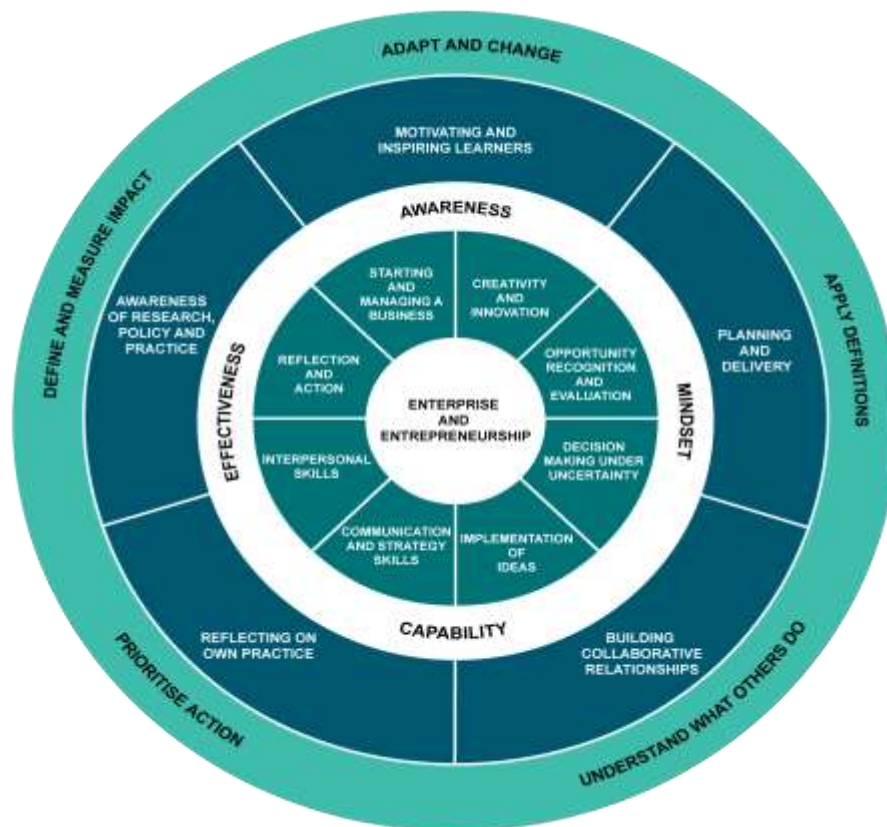
programme is the belief that teaching effectiveness should be learned and improved upon regularly.

Sample Topics

- Social entrepreneurship
- Family entrepreneurship
- Case writing and case teaching
- Design thinking
- Curriculum design and development

Location

Programmes are delivered at your college, university, or other academic institution. Institutions around the world, including England, Malaysia, Nigeria, Brunei, Saudi – Arabia, Italy, Romania, Colombia, Niger, Dubai, Finland, USA, Pakistan, Australia, Benin, Togo, Ghana, Ivory Coast, Kenya, Senegal, Rwanda, Spain, Cameroun, have held custom multi-module programmes.



GACEINN Collaboration for Entrepreneurship Education (GCEE)

GACEINN Collaboration for Entrepreneurship Education is a global programme connecting tertiary institutions around the world that are building and expanding their entrepreneurship ecosystems. The GACEINN Collaboration is a unique offering from GACEINN, the global provider of entrepreneurship education development for institutions and educators of all kinds. Participation provides access to pedagogical best practices, expertise, and thought leadership

from GACEINN, and a network of like-minded global peers from other collaborating and participating institutions. This programme shares the belief that institutions acting together achieve more toward their entrepreneurial mission and goals than each working alone. There is no better place to master the power of entrepreneurship education than through GCEE.

Who Are The Collaborative Members?

Large and small institutions of higher education around the world



Institutions with entrepreneurship majors, minors, and/or co-curricular entrepreneurship offerings



Business schools, engineering schools, liberal arts schools, and community colleges

Transforming Development through

SCIENCE,
TECHNOLOGY &
INNOVATION



GACEINN Collaboration for Entrepreneurship Education (GCEE) programme includes access for as many educators as the institution wishes. Each member school designates one person as its institutional champion. The GCEE champion is the individual who has a passion for entrepreneurship, understands and is accountable for successful development and implementation of their institution's mission in entrepreneurship education and is fluent in English. The champions will be able to secure funding for participation, encourage engagement among their faculty, share news and updates, and work closely with the GCEE leadership team.

GCEE Benefits

GACEINN Collaboration for Entrepreneurship Education (GCEE) programme puts you on the forefront of entrepreneurial education. It provides tools and resources to help advance your institution's teaching methods, research, and consultancy capabilities.

The result? Your institution will be supported in developing an internationally-renowned entrepreneurship ecosystem.

- ***Rich Entrepreneurship Ecosystem***
Learn from GACEINN faculty and staff while developing and expanding your capabilities and capacity for entrepreneurship education.
- ***Knowledge as Power***
Access an academic content library, webinars, member directory, newsletters, and information of collaborative events and opportunities.
- ***Peer-to-Peer Collaboration***
Build a global network of entrepreneurship educators that can be leveraged to advance your institutions entrepreneurship ecosystem.
- ***Learning in Action***
Obtain the tools needed through active, experiential learning involving faculty and students.

Several Member Institutions from 23 Countries

GCEE participating members believe that we must educate entrepreneurs of all kinds who think and act entrepreneurially—who transform opportunity into reality, and create social and economic value everywhere.

GACEINN Collaborative Highlights

Joining the GACEINN Collaborative gives you a wealth of programmes, services, and opportunities. Here are just a few of the ways you and your colleagues can get involved with the GACEINN Collaboration.



Collaborative Member Portal

Institutional members have access to an exclusive, 150+ member online community through the Collaborative portal. Discover our academic content library, newsletters, member directory, research, and curriculum materials. Additionally, you'll find information on webinars, events, guidance for student and faculty exchanges, and opportunities to co-create new programmes.

Annual Global Summit

The annual Global Summit brings together entrepreneurship educators from around the world to share best practices in pedagogy and advance thought leadership. The summit provides optimal value for attendees through professional development content, exposure to host school and local ecosystems, excursions, and time for members to network, conduct business with each other, and socialise.



Global Student Challenge

In this annual competition, students from member institutions compete in a feasibility analysis of a new business concept that addresses one of the Sustainable Development Goals. The challenge is completed in two phases: a local institution-based competition resulting in one winning team, followed by a global competition among the winners from each member institution. The top two teams win a scholarship to attend the GACEINN Build programme.



Faculty/Staff Development



GACEINN Symposium for Entrepreneurship Educators: Teaching Online

Whether you are an academic professional or an entrepreneur who teaches, you'll find this immersive, intense, and 100% virtual symposium as a transformative experience. Discover why *how* you teach is just as important as *what* you teach, especially when teaching online!

Not only will you experience GACEINN's best practices and teaching methods, you'll learn a distinctive entrepreneurship framework, GACEINN's hallmark methodology, Entrepreneurial Effectiveness and Leadership® (EE & L™). You'll enjoy the benefits of action-based learning as you're given the tools to enhance your delivery of online entrepreneurship education.

Learn to Teach Entrepreneurship Online

Like many of you, our GACEINN authorities have pivoted to online teaching this year. They will share their pedagogical approaches to entrepreneurship education in hybrid and online environments. This online teaching entrepreneurship workshop includes a blend of self-paced and virtual learning, including group work and peer to peer collaboration.

Session topics include:

- New approaches for teaching entrepreneurship experientially in online environments

- How to keep students engaged and practicing entrepreneurship in virtual settings
- How to convert face-to-face content to online content
- A better understanding of how teaching online differs from face-to-face and how small changes in approach and organisation can make a big difference

Schedule

The programme consists of eight live sessions as outlined below and four to six hours per week of independent assigned work through GACEINN's Canvas platform.

Who Should Attend?

This programme is best-suited for the following individuals:

- Higher education faculty who teach entrepreneurship
- Deans and administrators at higher education institutions
- Center and incubator leaders at higher education institutions
- Entrepreneurs and practitioners who also teach

What Makes GACEINN Programmes Different?



Develop a tight-knit network of international education specialists that you can leverage to your advantage for years to come.



Learn best practices, teaching methods, and world-class curricular approaches you can put to immediate use at your institution.



Enjoy access to GACEINN's world-renowned entrepreneurship educators and its “Entrepreneurial Effectiveness and Leadership®” methodology (EE & L™).

GACEINN Programme for Entrepreneurship Educators

The Programme Experience

The GACEINN Fellows Programme for Entrepreneurship Educators (The Fellows Programme) is a unique and transformational opportunity for faculty to become immersed in GACEINN's entrepreneurship ecosystem while developing an action plan for your entrepreneurship initiative to implement at their institution.

Who Should Attend This Programme?

- Higher education faculty who are currently teaching or interested in teaching entrepreneurship.
- Educators who are involved with building an entrepreneurship ecosystem.

Why Choose This Programme?

- Develop a tight-knit network of international education professionals that you can leverage to your advantage for years to come.
- Develop and bring back to your institution an action plan for your entrepreneurship education ecosystem initiative.
- Be immersed in GACEINN's world-renowned entrepreneurship ecosystem with 1:1 coaching from GACEINN faculty.

GACEINN Programme for Entrepreneurship Researchers

The GACEINN Programme for Entrepreneurship Researchers represents an immersive opportunity for all entrepreneurship scholars to gain a profound understanding of entrepreneurship research from leading, world-renowned entrepreneurship researchers. This is much more than an academic writing workshop. Throughout these four days, you will be coached as a writer while receiving invaluable feedback from an esteemed panel of peers,

editors, faculty members, and world-renowned experts culminating in a concrete, actionable six-month plan to have your written article ready for submission.

Who Should Attend This Programme?

Those who wish to publish entrepreneurship research in refereed journals.

Why Choose This Programme?

- Form a global network of peers and colleagues whom you can count on for support in the future.
- Develop an exclusive six-month plan that will result in your article submission to a scholarly journal.
- Taught by world-renowned thought leaders with a wealth of expertise and experience.

Application Requirements:

Applicants will complete a short questionnaire regarding their status, research published, present summary of research in progress and why they want to attend the programme. Also need to provide:

- CV (All materials must be submitted in English)
- Working paper
- Recommendation from Dean, Department Chair or Supervisor
- Upon submission of paper, participants will acknowledge support from the GACEINN Programme for Entrepreneurship Researchers at GACEINN.

Entrepreneurial Mindshift for Educators

An Online Approach to Help Your Students Think and Act More Entrepreneurially

Now more than ever, the role as educator is to unleash the entrepreneurial spirit of our students, cultivate a mindset of action, and build educational environments where practice can occur. This programme helps educators do all of this in an online environment. Join GACEINN internationally-acclaimed entrepreneurship educators to learn the tools and methods to teach the online course, Entrepreneurial Mindshift successfully.

Who Should Attend?

This course is designed for educators from any discipline who want to provide their students with the advantage of learning how to develop an entrepreneurial mindset, especially in an online environment.

Why Choose This Online Programme?

- Be exposed to and explore GACEINN's signature Entrepreneurial Effectiveness and Leadership ® Methodology
- Practice the IDEATE Method to understand how to better create and shape ideas into bold opportunities
- Access tools and teaching methods for a successful online approach to entrepreneurship education.

Format

This interactive online programme includes live webinars, independent exercises, simulations, and videos. At the conclusion of this programme you will be equipped to teach the online course, Entrepreneurial Mindshift to your students.



Schedule

Programme consists of three, live 60-minute sessions 9–10 a.m., and four hours per week of independent assigned work through GACEINN's platform.

Requirements

- Access to high-speed internet
- Ability to converse in English

For enquiries contact:

programmes@GACEINN.org

Included in this course:

Food Truck Challenge Simulation - This simulation teaches students about the value of learning by doing, prototyping, and the willingness to fail.

Building an Entrepreneurship Education Ecosystem

Learn to Lead a Thriving Entrepreneurship Education Ecosystem

In our increasingly dynamic and unpredictable world, an entrepreneurial mindset is quickly becoming a must-have trait. In order to best serve today's students and prepare them for tomorrow's future, tertiary institution's administrators and educators must understand the university-based entrepreneurship ecosystem.

Developing a thriving entrepreneurship education ecosystem is a collaborative effort. Institutions whose entrepreneurship education ecosystems are just beginning to form can accelerate their trajectory with the right network and support. Lay the groundwork to catalyse your school's entrepreneurship efforts with proven frameworks and action plans from the No. 1 Academy for Entrepreneurship and Innovation.

What Will You Learn?

Gain the approach, plan, guidance, and network of support you need to develop a high-impact entrepreneurship education ecosystem within your institution. Join entrepreneurship educator peers from around the world as you learn a hands-on approach for making progress on your campus. During this programme for academic entrepreneurs, you will cover topics such as:

- Assessing your entrepreneurial ecosystem
- Overcoming barriers to change and innovation
- Networking across the ecosystem to acquire resources, engage stakeholders, and build your reputation
- Leading change both inside and outside your institution
- Key success factors for how institutions create and develop entrepreneurship education ecosystems
- Assembling the resources to build and grow an entrepreneurship education ecosystem

Who Should Attend?

This programme is well suited for entrepreneurship faculty and administrators who are leading a centre, institute, accelerator/incubator, or entrepreneurship project or initiative and who are interested in entrepreneurship education ecosystem development.

What You Need to Know

This three-week online programme includes:

- Four live online sessions
- Approximately 20 hours of session and self-paced work throughout the programme.
- Programme materials include case studies, self-assessments, team projects, discussion boards, reflection exercises, and oral presentations.

STUDENT ENGAGEMENT



GACEINN Build

The Entrepreneurship Programme for Tertiary Students

GACEINN Build is an experiential programme designed to help students of tertiary institutions think and act entrepreneurially. With dedicated tracks for both undergraduate and graduate students, programme built on GACEINN's distinctive "Entrepreneurial Effectiveness and Leadership®" methodology, and a cohort of international, innovative peers, GACEINN Build is a programme unlike any other.

Come live at GACEINN for either a one- or two-week session in July. Embrace GACEINN's make-it-happen mindset and gain the tools you need to thrive as an innovative, flexible, creative, out-of-the-box thinker.

What Will I Learn?

Undergraduate Session Descriptions

Entrepreneurial Effectiveness and Leadership®: The EE & L session will explore entrepreneurial thinking and how it impacts behaviours that lead to entrepreneurial action. We will emphasise entrepreneurship as a way of thinking and acting that goes beyond the traditional discipline boundaries as we know them today. Examine how entrepreneurs act under increasing levels of uncertainty. There are often two choices when preparing to navigate an uncertain future. You can predict what will happen in the future or you can create the future. We'll talk about the need to be able to do both.

Developing Powerful Ideas: This session identifies an iterative process for launching a venture focused on market tests and experimentation in the marketplace. This approach combines both the creation and prediction sides of Entrepreneurial Effectiveness and Leadership® to identify low-cost means of testing your opportunity, learning from the test, and then reshaping the opportunity to take the next, larger test.

Designing Your Business Model: This session introduces design thinking as an approach to entrepreneurial action and innovation. Design thinking is a resource for opportunity

identification, product and service development, and venture strategy formulation. Using a video case, we examine a social venture through the lens of design thinking to consider challenges in creating value for customers/users and requirements when undertaking an innovation process.

Entrepreneurial Marketing (Marketing for Entrepreneurs): A practical guide for those who are interested in launching new ventures, this session is interdisciplinary and will cover topics ranging from strategic marketing to finance and leadership. Participants will receive hands-on guidance and instruction as they refine a business plan, articulate the value proposition of an opportunity, and formulate a strategy to achieve enduring success in a realistic context.

Entrepreneurial finance (Raising Resources): New ventures or existing companies pursuing new opportunities typically require resources. Entrepreneurial finance looks at the type of funding sources available at different stages of a venture's life. Financing events occur in stages and are matched to milestones the venture plans on achieving. New ventures run into trouble when they are undercapitalised, but counter-intuitively, also can have problems when they are overcapitalised. This session will examine the interplay between capital needed, valuation of the organisation, and strategy.

Managing Growth: Participants will study the challenges and opportunities associated with entrepreneurial management and growth. We will focus on the decisions of high-growth owners/managers in recognising and choosing opportunities, obtaining and allocating resources, challenging and directing personnel, and adapting personal goals and corporate strategies to changing personal business conditions. In this process, participants will examine management challenges for companies that are preparing to become public.

Negotiations: This session explores the many ways that managers and entrepreneurs think about and practice conflict resolution—with peers, bosses, subordinates, suppliers, customers, outside agencies, friends, neighbors, and even family members. Even though many workplace interactions are not defined as a formal “negotiation,” this skill is both a critical managerial capability and the foundation of successful conflict resolution in daily life. The session features active participation in negotiation simulations and exercises, as well as thoughtful application of theory. Participants will have the opportunity to learn more about their negotiating preferences and the consequences of the choices they make. In addition, they will be asked to accept and offer feedback on negotiation behaviour that they demonstrate and observe.

Rocket Pitch Presentation/Power Pitching: This concluding session integrates the content and experiences from the programme. Students make Rocket Pitches which are critiqued by the faculty and peers. The objective is to strengthen students' venture concepts, addressing value proposition, business model, action plans/future planned experimentation in the market, and resource requirements.

Graduate Session Descriptions

Entrepreneurial Effectiveness and Leadership®: Entrepreneurial Effectiveness and Leadership® best describes the mindset and behaviours of entrepreneurs who can think and act not only as a rational scientist, but also as someone who can lead and navigate creatively in uncertain environments. It involves the ability to function effectively as an entrepreneur or in an entrepreneurial capacity, for example within small businesses or as part of 'portfolio careers,

where multiple job opportunities, part time work and personal ventures combine'. Entrepreneurs understand that the traditional scientific method of analysing and then acting does not always work when faced with business problems in an environment that has high levels of uncertainty. It requires a mode of thinking long popularised by serial entrepreneurs and innovators—to act, learn, and build. This is the essence of EE & L™—to act your way into tackling unknown problems with unknown solutions.

The Entrepreneurial Journey—Start to Scale to Exit: Globally, the most common forms of financing entrepreneurial ventures are family and friends. While those are great starting points, these forms of funding do not really bring in other key resources—access to talent, business networks, and mentoring. Moreover, the ability to raise external financing often validates the idea and converts the idea into an opportunity. Most importantly, this sets the entrepreneurial team on a disciplined path toward growth and perhaps an eventual exit. Understanding this journey is key to building scalable businesses.

Innovation Dynamics and Disruption: Innovation is very democratic. Startup firms with very little resources are able to disrupt incumbent firms with lots of resources. We have seen this happen across almost all industries. Understanding the nuances of this phenomenon is very helpful for entrepreneurs to enter and grow inside even the most challenging industries. In some situations, the incumbents may respond vigorously to new entrants. But, for the most part, entrepreneurs have the ability to either stay under the radar or outwit the incumbents.

Business Model Innovation—Borrowing from Other Industries: One of the most prevalent forms of innovation is cross-industry pollination of ideas and solutions. Yet, business school students are very reluctant to copy and replicate successful business processes and models. This usually stems from their academic training and obsession to find “unique” business value propositions and to constantly innovate and change things.

Growing Pains—The Challenging Path to Increase Valuation: This session explores the challenges and opportunities associated with entrepreneurial management and growth. We will focus on the decisions of high-growth owners/managers in recognising and choosing opportunities, obtaining and allocating resources, challenging and directing personnel, and adapting personal goals and corporate strategies to changing personal business conditions. There are a myriad of important issues for rapidly growing companies, including building leadership capabilities, forming early-stage strategic alliances, learning how to compete in a complex marketplace, establishing and communicating vision, cash planning, and maintaining the entrepreneurial spirit in a growing organisation.

Digital and Agile Marketing for Startups: Over the last decade, the landscape of marketing has shifted significantly toward digital tools and agile methods. Starting with the foundational aspects of segmentation, targeting, and positioning, this session will examine the penetration of these tools and methods into a variety of marketing activities like attracting, retaining, and building individual relationships and managing customer communities.

Scaling-Up Operations—Building Deep and Distinctive Capabilities: The world does not have a startup problem. It has a scale-up problem. For instance, only about 10% of nearly 6 million firms in the U.S. have more than 20 employees. In Brazil, 99% of all firms have less than 50

employees. There are many benefits for enterprises to scale—they innovate more, they are more productive, they pay better employee benefits, etc. Luckily, one can learn the methods and the tools and acquire the skills to scale. Finally, at the firm level, all entrepreneurial ventures are about constantly pivoting from one business model to another until they find the one that can be profitably scaled.

The GACEINN Build is an internationally recognised programme enabling professional entrepreneurs to develop entrepreneurial effectiveness required for employability, better career prospect as well as success in meeting future challenges.

A Transformative and Dynamic Experience

Get the authentic GACEINN experience in just one or two weeks with GACEINN Build. Live and learn on campus and grow your network with innovative, international university students just like you.

Custom Student Programmes

Add a bit of GACEINN to your curriculum.

As the No. 1 academy for entrepreneurship in the world, GACEINN works with tertiary institutions around the world to embed entrepreneurship programmes into existing curriculum. Whether you're in charge of undergraduate, MBA, or e-MBA programmes, you can supplement your student's learning with GACEINN's unique entrepreneurial take on a variety of topics. You can send students to the GACEINN, or have the programme delivered on your tertiary institution's campus or online.

Programmes we develop and deliver include but not limited to:

- Entrepreneurship
 - Innovation
 - Science, Engineering and Technology Entrepreneurship
 - Entrepreneurship for the Professionals
 - New Venture Creation
 - Entrepreneurial Marketing
 - Entrepreneurial Finance
-