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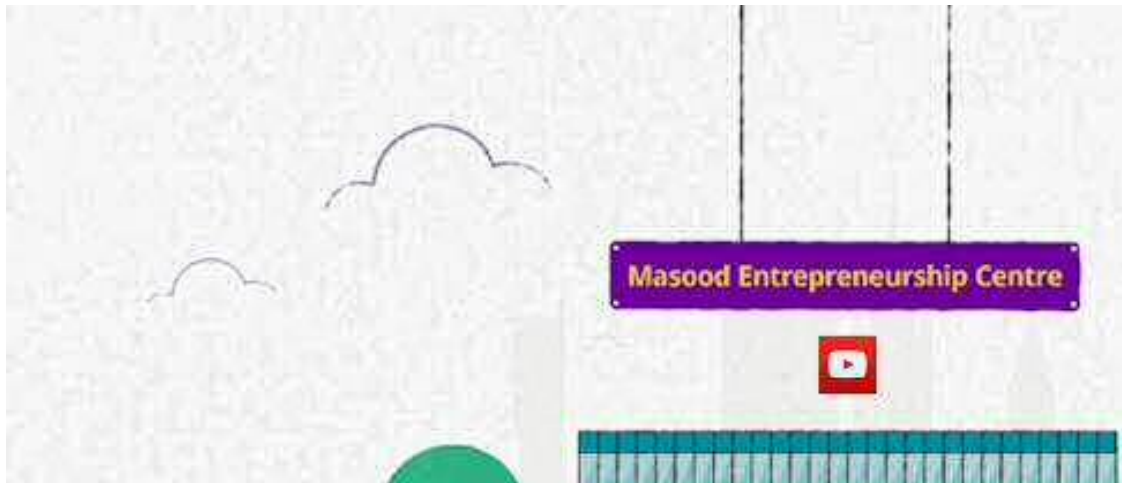
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Masood  
Entrepreneurship  
Centre

MEC Update

Issue 31 | 10 March 2023



Welcome to the latest [Masood Entrepreneurship Centre](#) newsletter...

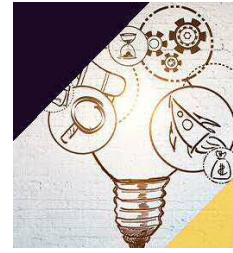
MEC News

## PGCert Entrepreneurship - learn to think entrepreneurially

MEC will be running a PG Certificate on Entrepreneurship starting September 2023 (open for enrolment now) which may be of interest to graduating students considering alternatives to doing a masters or those looking at options to work and study at the same time. This can even be a course that MGT interns do if they want to do some form of part-time studying that helps them be more innovative in their role while simultaneously boosting their CV.

Our PG Cert in Entrepreneurship is a part-time online programme and can be completed flexibly in twelve months. This is designed for entrepreneurs and intrapreneurs who want to learn fast and develop business ideas quickly. The concepts learnt in this is not only to start a business but also to help employees develop innovative ideas within their working organisation.

[Find out more](#)



## Researcher to Innovator (R2I) Programme 2023

The Researcher to Innovator (R2I) programme is an entrepreneurship training programme for research students and early career researchers with ambitions to develop commercial ventures or create impact from their academic studies.

Our short Introductory Session provides the background and tools necessary to apply to join the programme. Those successfully selected and able to engage with the programme will be invited to two days of in-person training at our bootcamp. This is followed by a number of shorter interventions, culminating in an option to present your findings to a panel of experts who will advise you on what they think your next best steps could be and an opportunity to gain a funding award.

On the recent R2I programme cohort we awarded £21k to researchers to further their ideas.



## Register for R2I Introductory Sessions

Why not take your spark and your ambition and come along to one of the four R2I Introductory Sessions in April. The sessions take place on campus and online and are repeated, so please choose the most convenient time for you:

### R2I - Introduction - Research to Impact

Tuesday 4 April 2023 – on campus

(Venue: 2.039 Enterprise Zone, Alliance Manchester Business School, Booth Street West, Manchester. M15 6PB )

12:30-13:30

17:00-18:00

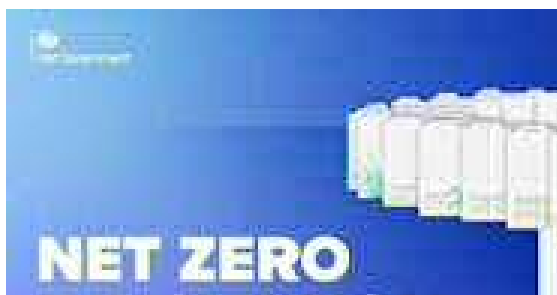
Wednesday 5 April 2023 - online

12:30-13:30

17:00-18:00

[Register for an R2I Introductory Session >>](#)

## Spotlight on



## UrbanChain has been awarded £430k through the Government's Net Zero Innovation Portfolio

UrbanChain will introduce electric vehicle charging stations and batteries to its renewable energy trading market. It comes after the Department for Energy Security and Net Zero awarded the company £430k through the Net Zero Innovation Portfolio (NZIP).

UrbanChain, a winner in the 2018 Venture Further competition, is a commercialised peer-to-peer energy exchange, using blockchain and AI to predict the behaviour of renewables, linking it directly to the consumer to reduce the volatility of prices.

UrbanChain CEO Somayeh Taheri described the funding as a fundamental step for the future of the UK's energy market.

She also revealed that UrbanChain has committed more than £100k to the grant to continue innovating its peer-to-peer energy exchange services for all potential members.

[Read more](#)



## Aoife Taylor: from Ph.D. to CEO

To coincide with International Women's Day, the University has published an interview with Aoife Taylor, CEO of DeakinBio, the company set up by the winner of last year's Eli and Britt Harari competition Aled Roberts.

Aoife discusses her experiences of being a woman in STEM, what it was like carrying out a Ph.D. during the pandemic and how the help provided by the Eli Harari award supported their new business.



Now into its tenth year, the Eli and Britt Harari Enterprise Award, in association with Professor Sir Andre Geim, is now open to all students, postdoctoral researchers, and recent graduates of The University of Manchester. This annual competition, managed by the Masood Entrepreneurship Centre (MEC), encourages new ideas for enterprises involving graphene and other 2D based materials.

Graphene, a two-dimensional carbon material, is a game-changing UK discovery and its properties make it one of the most important breakthroughs in recent memory. Graphene is a wonder material, with incredible electrical, mechanical, and thermal properties.

Prizes of £50,000 and £20,000 will be awarded to the individuals or teams who can best demonstrate how their technology relating to graphene or other 2D materials could be applied to a viable commercial opportunity. We will also be including an additional prize that celebrates the University's position as one of the leading institutions in the world on sustainable development.

Applications will be judged on the strength of their business plan to develop a new graphene-related business. The award then becomes seed funding to allow the candidate to take the first steps towards realising this plan. It recognises the role that high-level, flexible early-stage financial support can play in the successful development of a business targeting the full commercialisation of a product or technology related to research in graphene.

[Read more](#)

**Expand your professional  
network with the online  
PGCert in Entrepreneurship**

**17 March 2023 at 1pm (GMT)**

Expand your professional network with the online PGCert in Entrepreneurship

Register now for our exclusive online event on 17 March, 1pm.: ***Gain more than a Postgraduate Certificate with the Masood Entrepreneurship Centre at Alliance Manchester Business School.***

Whether you are an aspiring entrepreneur or looking to build a successful career and innovate from within in your current business, find out how studying PGCert Entrepreneurship can help you meet your goals.

As a student of PGCert Entrepreneurship you will have access to the Masood Entrepreneurship Centre where you can take part in a variety of workshops, competitions, and events to enhance your understanding of what it means to be an entrepreneur. With events available both online and in person you don't have to be in Manchester to access these great resources.

[Register >>](#)

## Resource Centre



### Set up a business

Our Resource Centre is a vital hub of information for students, staff and recent graduates who aspire to start a business.

Setting up your business correctly is essential to ensure you are protected and you comply with the rules. Learn how to set up your business, with resources on key topics including:

- Registering as a sole trader;
- Setting up a limited company;
- Buy a franchise;
- Buying a business;
- Starting an online business;
- Setting up a social enterprise;
- Small business support.

[Read More](#)

## Events

### Communicating your ideas and understanding your value proposition

**Monday 13 March 2023**

**09:30 – 12:30**



Hosted by the Masood Entrepreneurship Centre and Cath Whitaker from Team Services this workshop will provide you with the skills needed to identify your key message and to understand the value proposition of an idea.

We all know that clear communication is key to articulating your ideas effectively.

This half day workshop will help you to develop your commercial awareness, critical thinking, and creative communication skills.

[Register >>](#)

## Researcher Training: Developing a Business Idea for the Creative Industries

**Wednesday 22 March 2023**

**09:30 – 16:30**

**Alliance Manchester Business School, The University of Manchester, Booth Street West, Manchester. M15 6PB**



Everyone loves the arts and creative industries – yet many cultural organisations struggle to make ends meet. At a time of rising costs and stagnating wages, it's essential that organisations create products and services their audiences need, at prices they can afford.

If you were given the opportunity to reinvent an art gallery, how would you do it?

At this full-day interactive workshop, for all postgraduate researchers, you'll develop your commercial awareness, critical thinking, and creative communication skills.

Using The Whitworth Art Gallery as a case study you will work in small groups to analyse what the business currently does, and who its visitors are with the aim of developing new opportunities to bring in different audiences.

If you are up for the challenge register now.

Please note, lunch and refreshments will be provided.

[Register >>](#)

## Business Finance Series- Session 3 - Managing your Cash Flow

**Wednesday 29 March 2023**

**10:00 – 11:45**





Hosted by the Masood Entrepreneurship Centre and Paul Suchoparek, ex Finance Director of adidas UK and founder of Sempas Accountants Limited, these sessions, running throughout Semester 2, are designed to provide a good understanding of key financial metrics to start and grow a business successfully.

This five event series of 90 minute sessions is an opportunity to learn more about trading, profits, bookkeeping, cash flow and securing further funding.

Whether you are already a start-up entrepreneur or interested in starting your own business in the future these sessions are for you.

This session will focus on managing a company's cash flow effectively including but not limited to, the following aspects:

- Cash flow forecasting;
- Ensuring you have sufficient cash during start up;
- Good cash flow management practices- tips/advice;
- How to avoid cash flow risks.

Register >>

# MEC Market Research Training Session

**Thursday 30 March 2023**

**13:30 – 16:30**



The aim of this half day session is to provide entrepreneurs with the skills needed to both prepare and analyse market data that accurately profiles the scale of a given business opportunity.

### Part 1: Market research:

- When do I need to do it?
- The main methods to use.
- What data is needed to understand the market?

- Where to find it.
- What does an attractive market look like?
- What is a 'route to market', and why is it so important?

#### Part 2: Market validation:

- Why do entrepreneurs need to talk to customers?
- When is the right time to do it?
- How to find people to talk to.
- How to approach them and convince them to take a call or meeting.
- How to structure the call/meeting.

#### Part 3: Bringing everything together:

- How to use the data to feedback into the business plan and investment process.

[Register >>](#)

## Eli Harari Graphene Enterprise Award 2023:

### introduction and overview

**Tuesday 9 May 2023**

**13:00 – 14:00**



Join us on Tuesday 9 May and hear from Tony Walker, Deputy Director of the Masood Entrepreneurship Centre, who will give an overview of the competition, and share with you hints and tips as to what the judges will be looking for in your application.

You will learn about the support available to support you with your application and how to access this.

We're also pleased to welcome and introduce you to a previous winner of the competition, who can share with you their experience and how they have progressed with their idea since being involved with the Harari programme.

Register >>



[Masood Entrepreneurship Centre](#)

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