

Blundel, Lockett & Wang: *Exploring Entrepreneurship* (SAGE, 2017)

ADDITIONAL CASE STUDIES AND QUESTIONS

Chapter 1 - Student experiences of university entrepreneurial societies

We asked a number of student entrepreneurs about the support they had received while students. Here is what they said:

- Edwin Broni-Mensah (www.givemetap.com): “I am the Ventures Director of Manchester Entrepreneurs at the University of Manchester. It has helped me in so many different ways. Firstly, by just being amongst like-minded individuals; it created an environment where we could share and learn from one another on the challenges of being a (student) entrepreneur. Secondly, the society helped to inspire me through their speaker series, where inspirational business owners talk to us about their entrepreneurial journey. The President of the society (Joseph Akinagbe) recommended GiveMeTap as an exciting business and to become a NACUE case study. The society also paid for me to attend the NACUE 'Business not as usual' conference at University College London where I was voted as the Shell LiveWIRE elevator pitch winner. The society has been a fantastic help and keeps me abreast of various entrepreneurial activities. Thank you Manchester Entrepreneurs!”

- Rajeeb Dey (www.Enternships.com): “It was from my experience as President of Oxford Entrepreneurs, where new start-ups kept approaching me to advertise work roles to our members, that the idea for Enternships.com emerged - a portal to connect students/graduates to entrepreneurial internships in small businesses worldwide - emerged. It started off by me setting up a basic listing site, which over time had over 200 companies posting roles on it, just by word of mouth. Running Oxford Entrepreneurs was like running a business on campus. You have to recruit new committee members and have committee meetings (HR), put on events for your members (your product/service), market your events (marketing), get sponsorship (managing cashflow) etc. I made some great contacts during my time at the society, many of whom have gone on to support me with internships. The society provided me with great experience whilst studying and I would highly recommend others to do the same.”

- Lucian Tarnowski (www.bravenewtalent.com): “I was actively involved in the Entrepreneur Club at the University of Edinburgh. This is a great place to meet other people thinking about starting businesses - I learnt how to pitch a business, the challenges of fundraising and many of the other challenges that start-ups face. The biggest help was an Entrepreneur Incubator called EPIS, which gave me a £10,000 loan and a one year training program alongside my studies. This gave me the confidence and know-how I needed to start on my own.”

- Hermione Way (www.hermioneway.com): “Although I wasn't involved in my university entrepreneurship society (they only formed one once I left), I chose to study at a university in London as I knew being in a busy big city would enable me to be able to network with the right sort of people to help me achieve my goals and grow my business. There are networking events on every night in London and I was very proactive at attending lots of them and getting my name and business idea out there; I even met some of my current investors and most of my clients through networking events. Throughout university I made sure I signed up for any events, clubs and any other activities even if they were not in my area of study and found that as long as I attended with an open mind I could take away something valuable from every event I attended.”

Enterprise societies are found in many universities but are increasingly supported and promoted on a national basis. In the UK, the National Consortium of University Entrepreneurs (NACUE) supports and represents university enterprise societies and student entrepreneurs to drive the growth of entrepreneurship. NACUE is a grassroots organization that was founded in 2008 by the presidents of twelve leading university enterprise societies. NACUE aims to:

- support the sustainable development of university enterprise societies and student ventures;
- inspire, educate and train university enterprise society leaders and student entrepreneurs;
- connect university enterprise leaders and student entrepreneurs online and in person; and,
- advocate for the increased support of student-led enterprise initiatives at individual universities and at a national level.

Further information can be found on the organisation's website: www.nacue.com.

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