

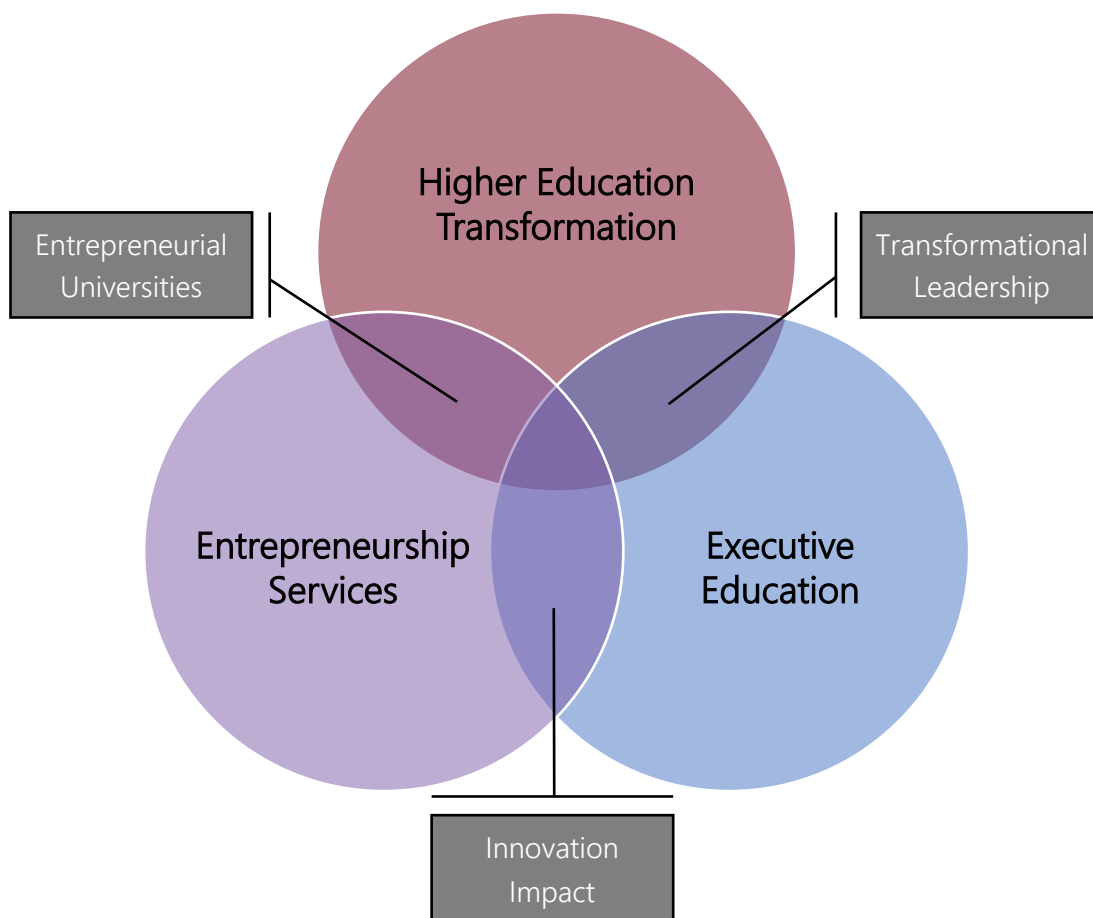


Transformation in business,  
education and entrepreneurship



Knowledge and skills change society.  
We believe elite education is for everyone.

Our transformational programmes expand mindsets, develop and apply new skills, and create impact. To date, we have done this in 25 countries.



## HEI Transformation and Faculty Development

### International Collaborations Build Entrepreneurial Ecosystems

We won seven British Council 'Creative Spark' contracts, partnering with Cass Business School, Essex Business School, London South Bank University and UWE Bristol. Working in Uzbekistan, Kyrgyzstan, Azerbaijan, Armenia, and Georgia, our 15 foreign HEI partnerships are the largest number for any British institution. The programme develops creative skills and entrepreneurial ecosystems.

- In the first year, across 5 projects in 4 countries, 2110 students and 96 staff underwent entrepreneurship training. In the previous year, there had been none.
- In June 2019 ChangeSchool teams were winners of 2 out of the 3 categories and won 4 prizes out of 9 overall in the National Pitching Competition in Armenia.
- In year 3, three projects from Tbilisi State University will be funded to start the commercialisation process in the World Bank Commercialisation and Technology Transfer programme in Georgia.



*Training was wonderful, high quality, real experience, interactive between trainers and group trainers took care about our mood, to help us understand quickly in an easy way. Brilliant! :) ♥*

Iro Tsagareishvili, faculty

## Outstanding Student Engagement Online

Our student engagement and outcomes have an average Net Promoter Score of +87. (+50 is good, +70 is considered world beating).

Video: Expertise in online teaching <https://youtu.be/VO5AQYkJfLo>

## International Faculty Development

Faculty from 101 international universities have attended our development programmes, hosted across 15 countries. <http://changeschool.org/universities/>

## Skilling Up Online and Classroom Delivery

We have coached faculty in the online and in classroom delivery of programmes from King's College London, Cass Business School, Essex University, London Business School, Cranfield University and Cambridge Judge Business School in the UK, and internationally, Georgetown University, USA; Delft University, Holland and the National University of Singapore.

Feedback: <http://changeschool.org/jaideep>

# Executive Education

## Private Sector Strategic Transformation

18-month 'Innovation Leadership and Management Skills Upgrade' multi-horizon programme for a high-tech car design company in India.

Impact: 2-year head start on innovation development that won the company the time to stay afloat when hit by a foresighted commercial shock 2 years later.

## Public Sector Innovation and Leadership

Eight-week 'Excellence in Government Leadership' programme for 120 Egyptian senior civil servants. <http://changeschool.org/leadership-for-government-excellence/>

Partner: King's Business School, King's College London.

## Open Leadership Programmes

'Leaders Influencing Toolkit', for 170 government employees, corporate executives and academics from UAE, Oman, Bahrain, Kuwait, Qatar and Saudi Arabia.

14 module programme on 'Employability, Innovation, and Entrepreneurship' for the six Gulf Cooperation Council countries, targeting 5000 Gulf-based UK university alumni <http://changeschool.org/gulf-uk-alumni/>.

Contributors: Thought leaders from London Business School, Cass Business School, and Cambridge Judge Business School.

Client: British Council.



*Their obvious global expertise, work done in planning the interventions, and the understanding they showed of how to interact with our diverse team convinced me to go ahead. Sachin Dutta, HR Lead*



# Entrepreneurship services

## Successful commercialisation of technology

Lead Training Partner: 'Leaders in Innovation Fellowships', Royal Academy of Engineering, UK for 55 technology entrepreneurs in Jordan, Egypt, Malaysia and Indonesia, to commercialise their innovations.

Video: <http://changeschool.org/royalacademy-newtonfund>

## Leading the development of Entrepreneurs

'Certified Entrepreneurship Educators' programme, Ministry of Higher Education, Sultanate of Oman

- 50 university academics from 22 university and colleges in Oman. Our bespoke programme of entrepreneurial education replaced Harvard Business School's contribution.
- Team included faculty from London Business School, National University of Singapore and Georgetown.

Video: <https://youtu.be/SUwVy9SfDEU>

## Other selected examples:

- Pre-accelerator programme for London South Bank University, Times Higher Education 'Entrepreneurial University of the Year' (2016).
- Entrepreneurship in Residence services for University College London MSc in Technology and Entrepreneurship course.
- Entrepreneurship curricula and elective courses for:
  - Woxsen Business School (India's first entrepreneurship business school)
  - Tbilisi State University (Georgia)
  - Brusov State University (Armenia)
  - The Armenian National Engineering Labs, and
  - Seven universities in Kyrgyzstan
- With LSBU, we redeveloped enterprise capacity and curriculum for the National Enterprise Development Agency (NEDA), Sri Lanka.



**Sriani Tutik** (Indonesia)  
Pivoted response to Covid-19  
Increased sales 300%  
Secured a grant of 250 million IDR (£13,500).



**Dr Aida Azmi** (Malaysia)  
New product launched, now has 100 agents selling it.  
Featured on national TV  
Finalist: Malaysia  
Commercialisation contest



**Sander Purnam** (Indonesia)  
Customers:  
100 B2C  
5 B2B  
Jobs created: 13



**Abedalrman Habashneh** (Jordan) Secured investment of \$767,522. Created 22 jobs. Featured on national TV for his blockchain innovation. Signed an agreement with the Ministry of Agriculture to improve food traceability. 250 B2B customers.