ENTREPRENEURIAL DISCOVERY PROCESS - TRAINING DAY 2

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9 DECEMBER 2020

REVISION – TRAINING DAY 1

How to attract stakeholders?

How to help them participate?

How to manage the process?

How to keep the process alive?

Picture: dreamstime.com

ENTREPRENEURIAL DISCOVERY PROCESS – FEATURES (REVISION - TRAINING DAY 1)

- Inclusive
- Participatory
- Meaningful
- Efficient
- Continuous

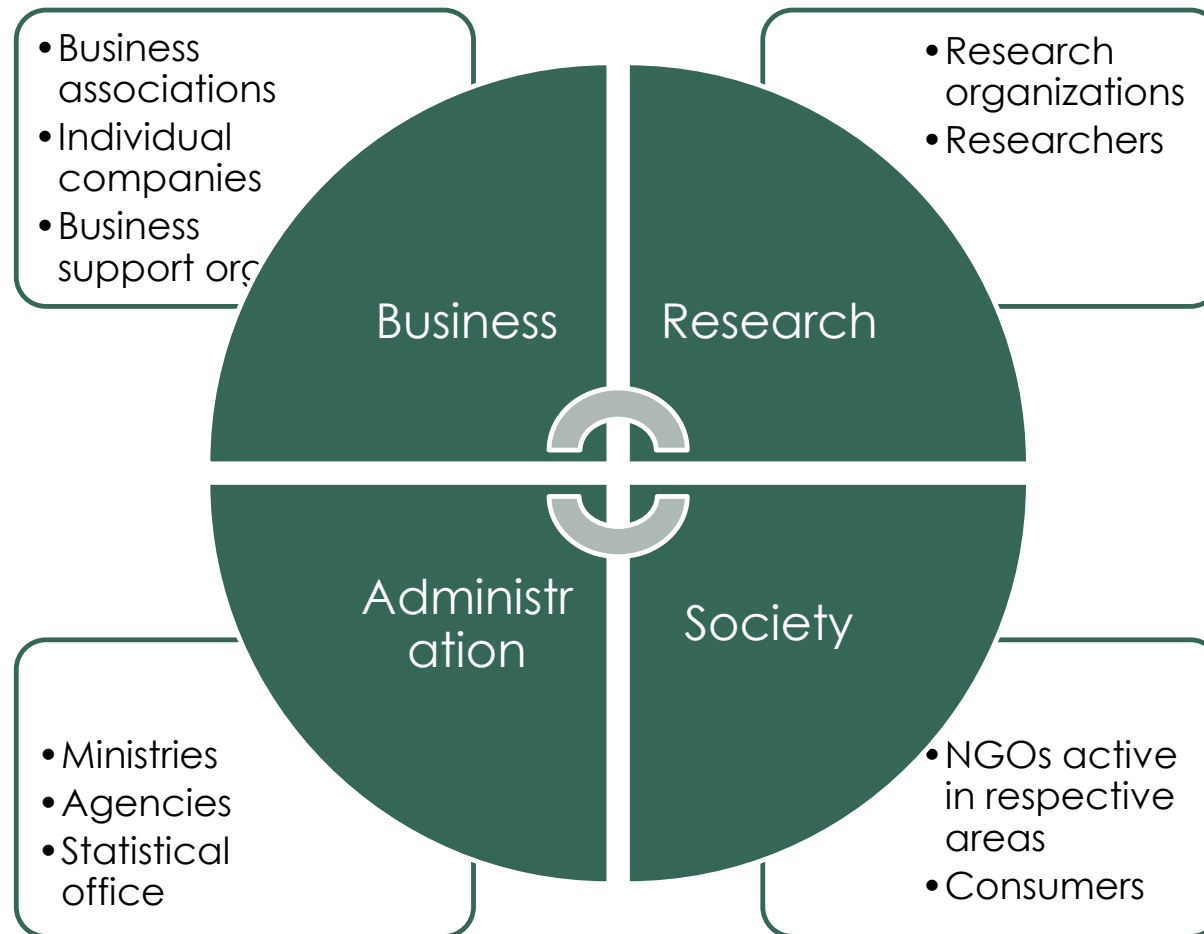# QUESTIONS FOR CONSIDERATION

- Whom could you engage to your working groups? Types of entities / specific entities (institutions, organizations, companies, individuals)?

- How would you like to organize the operations of the Working Group? What should be the first tasks they should focus on?

TRAINING DAY 2
ENTREPRENEURIAL DISCOVERY PROCES IN PRACTICE

1. Stakeholders to engage in Working Groups

2. Organization of WG operations

3. Alternatives to WGs – case studies

4. Tasks for WGs

5. Sources of information for EDP

6. Verification of priority areas as a result of EDP

WORKING GROUPS IN POTENTIAL S3 PRIORITY AREAS

- Business associations
- Individual companies
- Business support org

- Research organizations
- Researchers

Business

Research

Administration

Society

- Ministries
- Agencies
- Statistical office

- NGOs active in respective areas
- Consumers

WORKING GROUPS – POTENTIAL PARTICIPANTS BUSINESS

Business associations	Chambers of commerce	Workers' unions	Clusters/cluster managers	Science & technology parks
Industrial parks	Start-up organizations	Venture capital funds	Other financing institutions	Individual enterprises
	Serial entrepreneurs	State-owned enterprises		

WORKING GROUPS – POTENTIAL PARTICIPANTS RESEARCH

Universities (public & private)

Research organizations

Technology institutes

Private R&D centres

Research teams

Distinguished researchers

Associations of researchers

WORKING GROUPS – POTENTIAL PARTICIPANTS SOCIETY

Technical organizations

Consumers' associations

NGOs active in a particular area

Educational organizations

WORKING GROUPS – POTENTIAL PARTICIPANTS ADMINISTRATION

Ministries	Agencies	Regional administration
Regional development agencies	Managers of special economic zones	Municipalities

INITIATION OF THE WORKING GROUP ACTIVITIES

- Explanation of the purpose
- Introduction of participants
  - Organization
  - Role in the organization
  - Relation to the priority area
  - Experience in research,development and innovation (RDI)
- Explanation of role of public administration
- Plan for first steps/tasks
- Rules of operation

# ORGANIZATION OF WORKING GROUPS

- Q1: Who should be the head of the working group? The representative of:
  - A: business
  - B: research
  - C: society
  - D: administration
- Please **use the chat box** to vote on your preference!

ORGANIZATION OF WORKING GROUPS

- Q1: Who should be the head of the working group? The representative of:
    - A: business
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ALTERNATIVES TO WORKING GROUPS – CASE STUDIES

- Pomorskie/Pomerania – north of Polan

- Innovative, highly entrepreneurial

- Large base of SMEs

- Focus on services, IT, offshore/marine industries
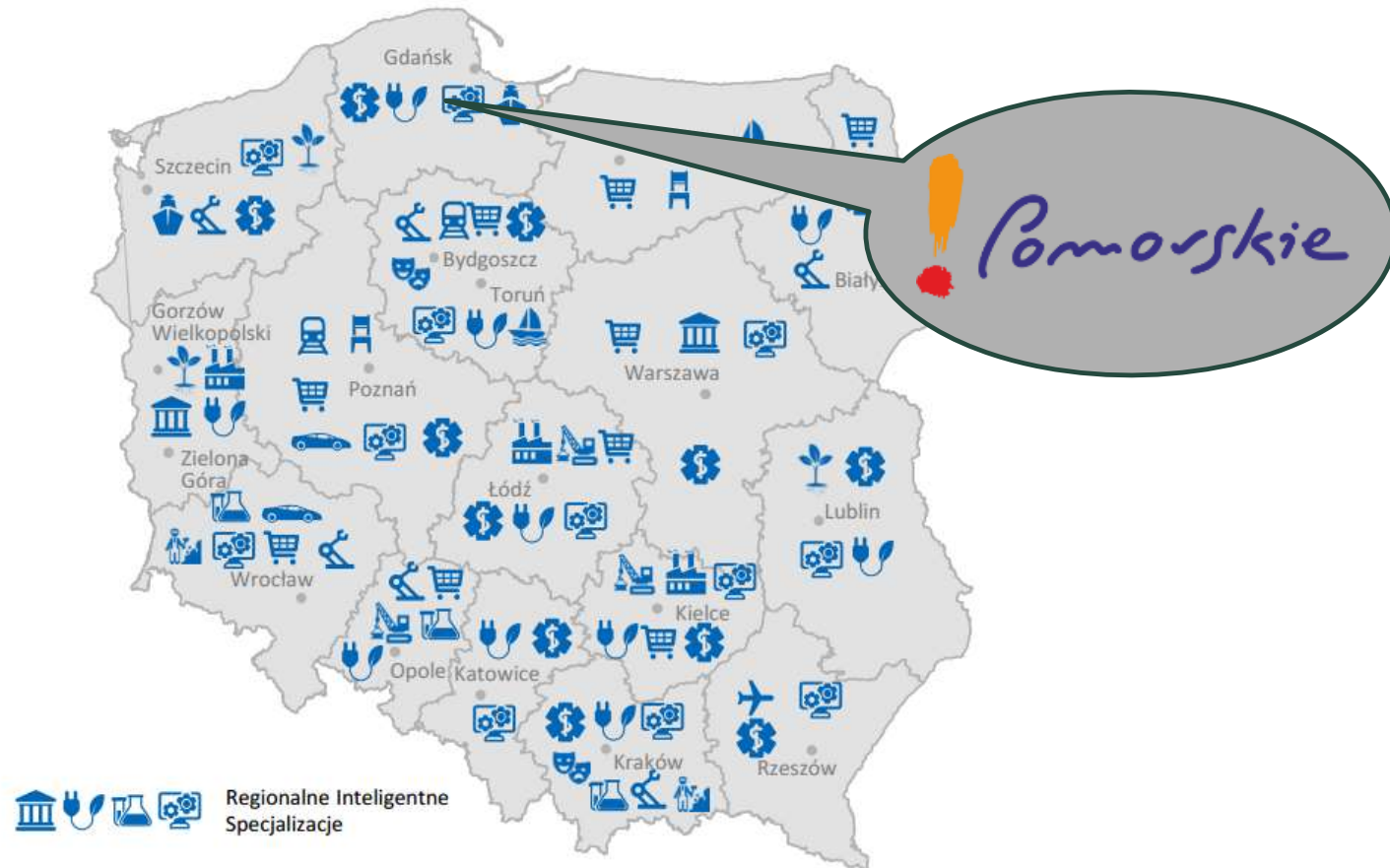
ALTERNATIVES TO WORKING GROUPS – CASE STUDIES

- Opening of the EDP: open call for smart specializations (partnerships):
    - Stage 1: concepts
    - Stage 2: full applications
- Memoranda of understanding with the 4 winner partnerships on:
    - Objectives of development of each priority area
    - Framework rules for support of projects in the priority area
    - Framework declaration of the administration regarding enhancement of environment supporting the particular area
    - Rules for co-operation
- Partnerships open for all interested parties
- MoU renewed on a regular basis

ALTERNATIVES TO WORKING GROUPS – CASE STUDIES

- Śląskie/Silesia – region in the south of P

- Second PL region in terms of contribution to GNP

- Strongly industrialized (mining, metallur

- Research sector focusing on traditional industries

ALTERNATIVES TO WORKING GROUPS – CASE STUDIES

Śląskie.
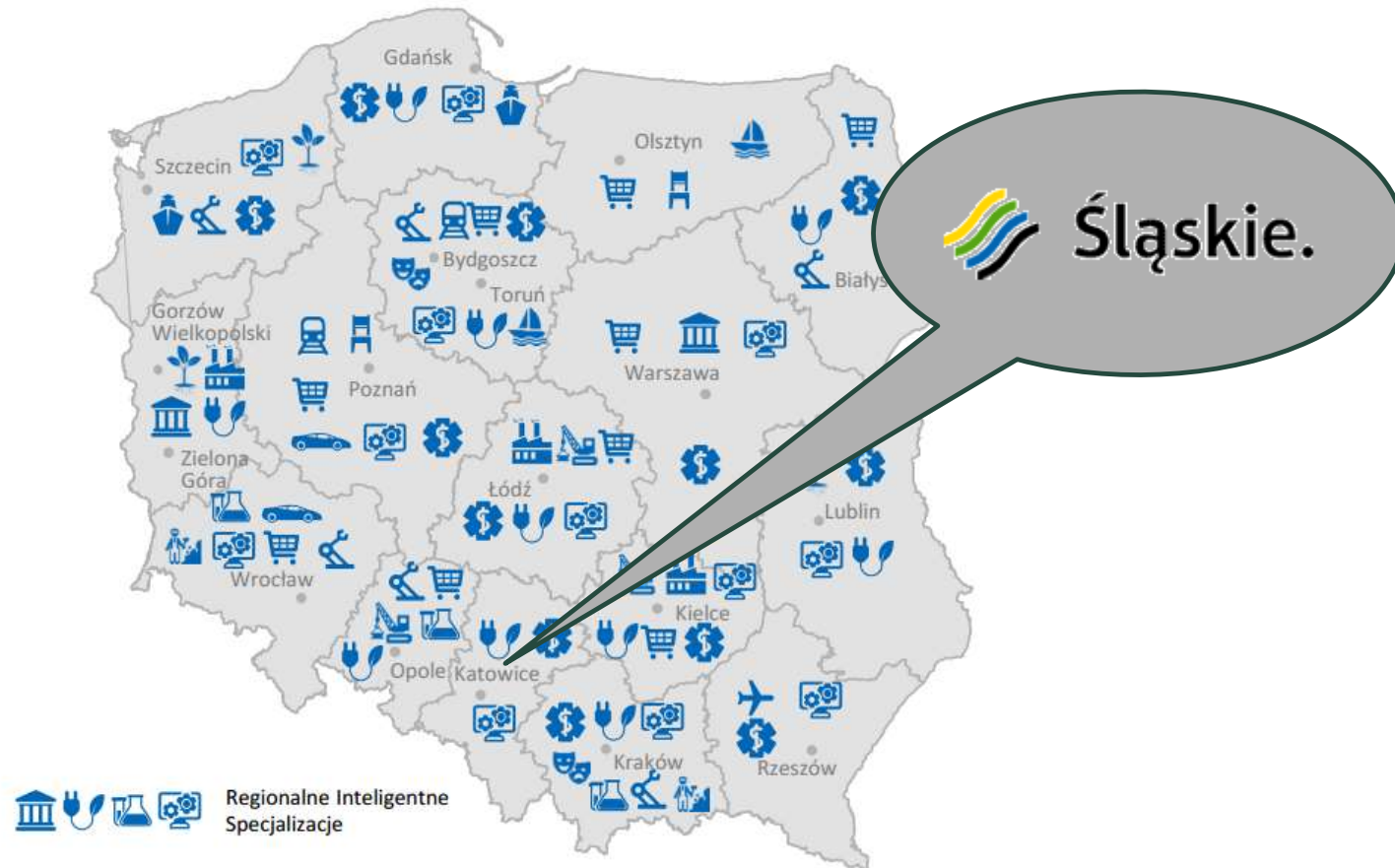
- Selection of primary S3 priority areas => establishment of Regional Specialized Observatories in each area, run by partners (BSIs, research institutes)

- Tasks of observatories:

  - Animate co-operation, partnerships, build networks

  - Collect and analyze data, including surveys among enterprises

  - Search for potential new areas around the selected ones

  - Contribute to verification and redefinition of priority areas

CONTINUOUS EDP – TASKS FOR WORKING GROUPS

Definition of priority areas

- Starting point: results of qualitative & quantitative analyses

- Discussion on priorities: NACE codes of business activity + research areas + available competences + competitive advantage

- Inside a general area (ICT, medicine, waste management) – define niches, e.g.:

    - Medicine: diagnostics and treatment of breast cancer, production of rehabilitation equipment, innovative diets supporting patients undergoing radiotherapy/chemiotherapy

    - ICT: solutions for creation of new 5G-based services, optimization of communication networks, machine learning

    - Waste management: innovative technologies of eliminating gas, odour and dust emissions, innovative technologies of production waste processing

- Good practice – include info on what is excluded

CONTINUOUS EDP – TASKS FOR WORKING GROUPS

Definition of barriers for development, including regulatory, financial, competence etc.

- Starting point: analyses (if available), surveys

- Definition of types of barriers

- Prioritization of the barriers

- Vital: readiness of the administration to work on elimination of identified barriers!

CONTINUOUS EDP – TASKS FOR WORKING GROUPS

Drawing-up of a roadmap for the area

- Starting point: definition of priority area

- Elaborating of the roadmap:

  - Goals in the given period (best if measurable)

  - Resources needed to obtain the goals (skills, technical resources, research, financial)

  - Milestones

  - Risks & mitigation

- Vital: committment of all participants to implement!

CONTINUOUS EDP – TASKS FOR WORKING GROUPS

Advisory on calls for proposals

- Starting point: definition of priority area + roadmap

- Potential areas of dicsussion:

    - Definition of projects to be financed (e.g. R&D, implementation, training etc.)

    - Type of instrument (grant/loan/VC)

    - Selection criteria

    - Timing of the call

- Vital: sufficient time to implement recommendations!

WHAT TO CONSIDER WHEN VERIFYING YOUR PRIORITY AREAS?

- Working groups
- Statistical data
- Projects supported from public sources
- Activity of venture capital
- Areas of research
- Analytical data

# RESULTS OF EDP – VERIFICATION OF PRIORITIES

- Q2: How often should an S3 be modified?
  - A: never
  - B: every 5 years
  - C: every 1-2 years
  - D: monthly
- Please **use the chat box** to vote on your preference!

RESULTS OF EDP – VERIFICATION OF PRIORITIES

- Q2: How often should an S3 be modified?
  - A: ~~year~~
  - B: every 5 years
  - C: every 1-2 years
  - D: ~~monthly~~
- Please **use the chat box** to vote on your preference!

RESULTS OF EDP – VERIFICATION OF PRIORITIES

- Verification on a regular basis

- Good practice: include in the Smart Specialization Strategy information on planned verifications
  – S3 IS AN OPEN DOCUMENT

- Communicate openly

Adding new areas

Change of defini-tion

Merging areas

Elimina-ting areas
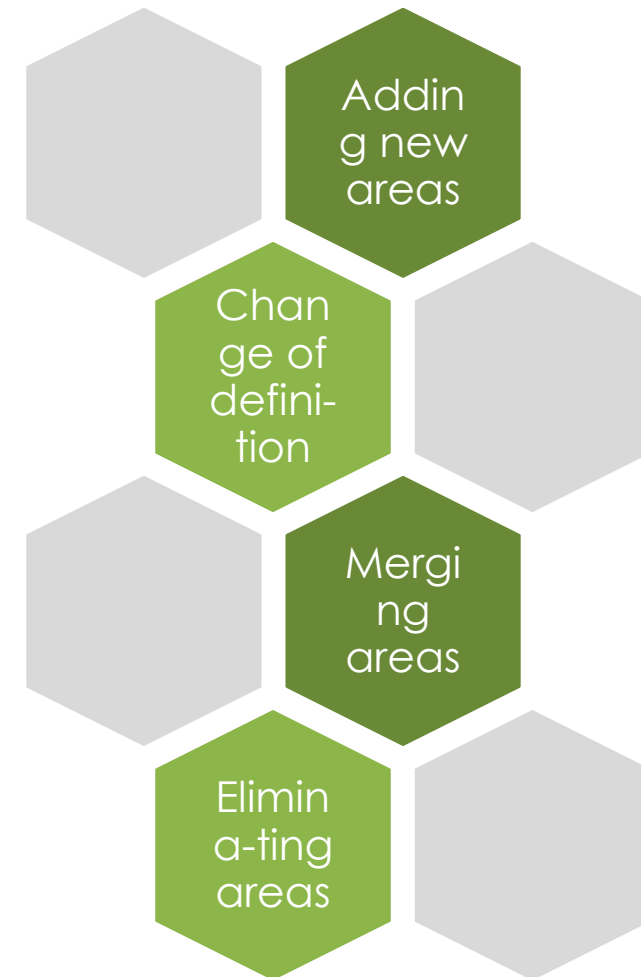
SUMMARY

- Working Group – the most popular, but not the only method to organize EDP

- Be creative when engaging stakeholders to Working Groups – not just usual suspects!

- Plan tasks for WGs

- Commit to regular verification of the S3 & be open-minded when doing it!

THANK YOU

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