# BUILDING THE BUSINESS SKILLS OF NEW ENTREPRENEURS

## RECOMMENDATIONS FOR ECOSYSTEM ACTORS

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| NEW ENTREPRENEURS LACK ADEQUATE / APPROPRIATE BUSINESS EDUCATION | • Integrate commercial education modules into entrepreneurial curricula  
• Enable exchange of teaching faculty across different institutions so students can benefit from a variety of expertise and experience | • Actively monitor and document trends in relevant markets to help their innovators understand market actors and dynamics | • Connect individuals who have successfully scaled an innovative product or service with early stage enterprises (e.g. as a Board Member or Mentor to the CEO)  
• Support mergers and acquisitions of new enterprises where this will increase value and impact | • Make data around market trends, actors and opportunities more transparent and accessible to others in the ecosystem | • Be selective in funding only those accelerators or incubators that provide comprehensive business support to innovators in their portfolio |
| LACK OF PLATFORMS OR NETWORKS FOR COLLABORATION AND SUPPORT | • Involve existing and commercially successful innovators as guest speakers and mentors for students  
• Create or encourage innovator social media groups for discussion and support  
• Encourage entrepreneurial alumni to return and share successes and failures with students | • Support the creation of peer networks within their portfolio and across the portfolios of other accelerators and incubators | • Sponsor collaborative platforms or physical spaces for innovators working on similar issues that are of commercial interest to them | | • Sponsor different thematic Fellowships around policy priorities that bring together new entrepreneurs with other experts, academics and practitioners working on different aspects of an issue  
• Introduce an ‘Entrepreneur in Residence’ position within different policy departments | • Connect innovators in their own portfolio to other international business leaders for mentoring and guidance |