



Scale Up 4 Growth (S4G)

Business Growth Workshops 2019

Scale Up 4 Growth (S4G) business growth workshops

Introduction to the S4G programme

Delivered by UWE Bristol, NatWest and Foot Anstey, Scale Up 4 Growth (S4G) supports businesses in the West of England that are looking to grow. The scheme, funded by the European Regional Development Fund (ERDF), offers eligible businesses access to grants, training and expert support to enable businesses to achieve their full potential, create jobs and overcome barriers to growth.

Grant funding for growth projects

Grants available from £10,000 to £40,000 to fund 37.5% of project costs.

Business growth workshops

Free workshops addressing the key challenges facing businesses in achieving sustainable growth and delivered by experts from UWE Bristol, NatWest and Foot Anstey.

Apply now www.scaleup4growth.co.uk

S4G business growth workshops

During 2019 we will be running a series of business growth workshops across the West of England, delivered by experts from Bristol Business School, NatWest and Foot Anstey (see below). Workshops will take place over two days and offer essential learning and reflection for all businesses with growth ambitions. Topics will include:

- Scaling leadership through mindset and vision
- Growth – developing and improving your business
- Investor readiness – getting your house in order
- You, the leader

You will hear from leading experts from the worlds of academia and business. But don't expect to sit back and be 'taught'! Each workshop will accommodate up to 20 individuals and will take the form of facilitated discussions, group activities and peer learning. You are encouraged to arrive with an open mind, happy to share your own experiences and ready to participate.

S4G workshop delivery team

 <p>Robin Halpenny UWE Bristol</p> <p>S4G Business Growth Partner and Programme Lead</p> <p>LinkedIn</p>	 <p>Dr Kyle Alves UWE Bristol</p> <p>Business models and processes</p> <p>LinkedIn</p>	 <p>Prof Carol Jarvis UWE Bristol</p> <p>Leadership</p> <p>LinkedIn</p>	 <p>Henry Beattie Foot Anstey</p> <p>Commercial and IP Law</p> <p>LinkedIn</p>
 <p>Kevin Lau Foot Anstey</p> <p>Employment Law</p> <p>LinkedIn</p>	 <p>Will Foulkes Foot Anstey</p> <p>Negotiation, transactions, Fund Raising and Private Equity</p> <p>LinkedIn</p>	 <p>Olly Reid NatWest Accelerator</p> <p>Entrepreneurship and growth mindsets</p> <p>LinkedIn</p>	 <p>Louis Spencer NatWest</p> <p>Technology, Creative and Digital</p> <p>LinkedIn</p>

What the S4G workshops will cover

Day 1

Arrive (tea & coffee)		From 9am
Start & intro	Lucy Wicksteed – UWE Bristol Robin Halpenny – S4G	9.30 – 10.00
Scaling leadership through Mindset	Andy Jackson – NatWest Accelerator	10.00 - 12.30
Lunch		12.30 – 13.00
Business Model & Processes (Part 1)	Kyle Alves – UWE Bristol	13.00 – 14.30
Scaling leadership through Vision	Andy Jackson – NatWest Accelerator	14.30 – 16.00

Day 2

Arrive (tea & coffee)		From 9am
Leadership	Carol Jarvis – UWE Bristol	9.00 – 11.00
Business Process Improvements (Part 2)	Kyle Alves – UWE Bristol	11.00 - 12.30
Lunch		12.30 – 13.00
Investor readiness – getting your house in order	Will Foulkes – Foot Anstey Kevin Lau – Foot Anstey Henry Beattie – Foot Anstey	13.00 - 15.30
Wrap - up	Robin Halpenny – S4G	15.30 - 16.00

Scaling leadership through mindset and vision

The key leadership fundamentals for the scaling business developed by the UK's largest accelerator programme.

Leadership Mindset – Olly Reid, NatWest Accelerator

- Understanding growth mindset leadership
- Identifying and resolving your inner critic
- Cultivating your growth mindset

- Developing self awareness that improves your business

Visioning – Olly Reid & Louis Spencer, NatWest

- Do you know what you want to achieve?
- Do your actions match your vision?

Growth - Developing & improving your business

Methods to develop and enhance your business. Tools to make immediate improvements in the performance of your business.

Business Model Development – Kyle Avles, Bristol Business School (UWE Bristol)

- Exploring and understanding the multiple parts of your business model
- Understanding your value proposition
- How to capture your value
- Useful tools for ensuring rigorous business model development and evaluation

Process Improvement – Kyle Alves, Bristol Business School (UWE Bristol)

- Using your own business strategy to focus improvement
- Performance measurements to identify problem areas
- Approaches to change management
- Process modelling techniques

Investor readiness – getting your house in order

The key legal areas that companies should be thinking about in the context of scaling up.

Corporate Finance – Will Foulkes, Foot Anstey

- Key negotiation points / areas that you need to be aware of when you open up your capital to an investor
- How will the investment be structured?
- Types of investor – advantages / disadvantages
- Key considerations for investment agreement
- Alternative forms of fundraisings
- Exits
- Entrepreneurial mindset

Employment – Kevin Lau, Foot Anstey

- Recruitment: Equality Act 2010 and job applicants, and job adverts
- Job Offers, conditions of offer, references, and "checks"
- Contracts 101 - compliance & amendments if inadequate
- Business Protection elements: confidentiality, IP, restrictions, garden leave
- Policies – what needs to be in place?

Commercial overview - Henry Beattie, Foot Anstey

- Avoiding common contractual pitfalls

Intellectual Property – Henry Beattie, Foot Anstey

- Identifying & assessing potential IPRs that might be relevant
- Protecting your IP
- Exploitation routes (e.g. licensing)

Leadership mastery

A unique reflective programme covering personal mastery in leadership.

You, the Leader – Carol Jarvis, Bristol Business School (UWE Bristol)

- The concepts of self-leadership
- Identity in the workplace
- Personal identity, values, beliefs, aspirations and well-being
- Personal and professional effectiveness