



Atlantic Centre

FOR ENTREPRENEURSHIP
& Executive Development

Why us?

We provide strong supports for entrepreneurs whose companies will provide the employment of the future. While covering key skills needs, the Atlantic Centre for Entrepreneurship provides participants with an opportunity to build key strengths and capabilities, redirect or innovate their business, develop their business idea and consider how they can create employment, and develop new products and services. Through a series of applied and hands-on active courses, we aim to provide essential entrepreneurial skills that are critical for entrepreneurial success and core to economic growth.

We bridge the gap between theory and practice and provide active and experiential learning from global and local experts with proven track records. In addition to supporting fields including healthcare, technology, science and food, we also provide expertise in business scaling and securing long-term growth.

To date, our partners and contributors include academic and business experts from top-ranking entrepreneurship centres globally, and we continue to form and develop a global platform to support our programs and generate a strong global network for our students.

Courses are in partnership with and accredited by the National University of Ireland, Galway. Such accreditation will both acknowledge the achievement of attendees and endow them with greater credibility when encountering partners and investors.

Sponsor

ROC Design

Sponsor

Sharkey Consulting

Contact details:
www.aceatlantic.com
email info@aceatlantic.com



Atlantic Centre

FOR ENTREPRENEURSHIP
& Executive Development

In Partnership with NUI Galway



A unique resource for entrepreneurs

ACQUIRE THE KNOWLEDGE | LEARN THE SKILLS | BUILD THE NETWORKS

What are we?

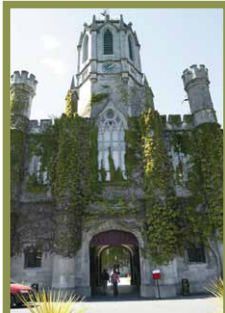
Atlantic Centre for Entrepreneurship is a partnership between proven entrepreneurs and experienced academia to provide essential applied entrepreneurial skills, knowledge and networks to support innovation and business creation and growth.

Your aims, through us

Realise your ideas	✓
Scale and grow your business	✓
Work ON your business rather than IN it through our series of experiential Courses	✓
Gain access to mentoring, support, and advice from the experts on our team	✓

We run a series of focused courses, events, workshops and labs, addressing specific entrepreneurial needs and providing an ongoing link to our team. These are designed to develop and enhance entrepreneurial capabilities and skills for attendees and their teams, whether starting, scaling or innovating within organisations.

Postgraduate Certificate in Applied Entrepreneurship	30 ECTS CREDITS
Postgraduate Diploma in Applied Entrepreneurship	60 ECTS CREDITS
MSc in Applied Entrepreneurship	90 ECTS CREDITS



Events, Workshops and Courses cover such areas as...

Researching the Sector; Entrepreneurial Selling; Customer Centricity; Negotiation Skills for Entrepreneurs; Optimising the Founding Team; Talent Management; Finance versus Working Capital Management; Venture Financing; Business Modeling; Entrepreneurial Business Governance and Legal; Entrepreneurial Coaching; Value Capture; Brand Development and Trust; Entrepreneurial Marketing and Sales; Pitching; Building Relationships; Venture Scaling and Growth; Entrepreneurial Leadership; and Entrepreneurial Decision Making.

Our courses adapt and evolve to meet our customer needs.

Among the experienced team involved in delivering our next course is **Robert Rosenberg** from the prestigious Polsky Centre for Innovation and Entrepreneurship at Chicago Booth School of Business.

"Entrepreneurship builds intellectual and emotional maturity. From moment to moment it is empowering, humbling, agonizing and joyful."



NEXT COURSE



Scaling a Business

JUNE 10 - 17

2016

Description: The course involves intense immersion (in a business - friendly delivery format), working on your business rather than in your business. Focusing on scaling a business, whether you run or are involved in it, the course deals with scaling issues such as entrepreneurial selling, collaborative selling, relationship building and customer centricity, revenue scaling, widening the customer base, expanding the enterprise, finance and working capital, scaling models of distribution and operations, people management for scaling and growth, and developing teams and skills. The course involves direct mentoring and 1:1 focus, tailored and applied to your particular business or idea.



NUI Galway
OÉ Gaillimh

Qualification: The course carries 30 ECTS credits.

Successful completion of the course qualifies for the award of an NUI Galway Postgraduate **Certificate in Applied Entrepreneurship**.

How do the courses run?

Our structure enables attendees to accumulate ECTS credits over time. You can take modules or courses in any order, whenever they are run, and when you're ready.

In parallel we will also run a series of shorter 'Ideation' and 'Creation' workshops giving attendees an environment to test and tease out ideas.