



**UNIVERSITÉ
DE LORRAINE**

Entrepreneurial training at Université de Lorraine: Learn to design, learn to combine, learn to take risks, learn to network

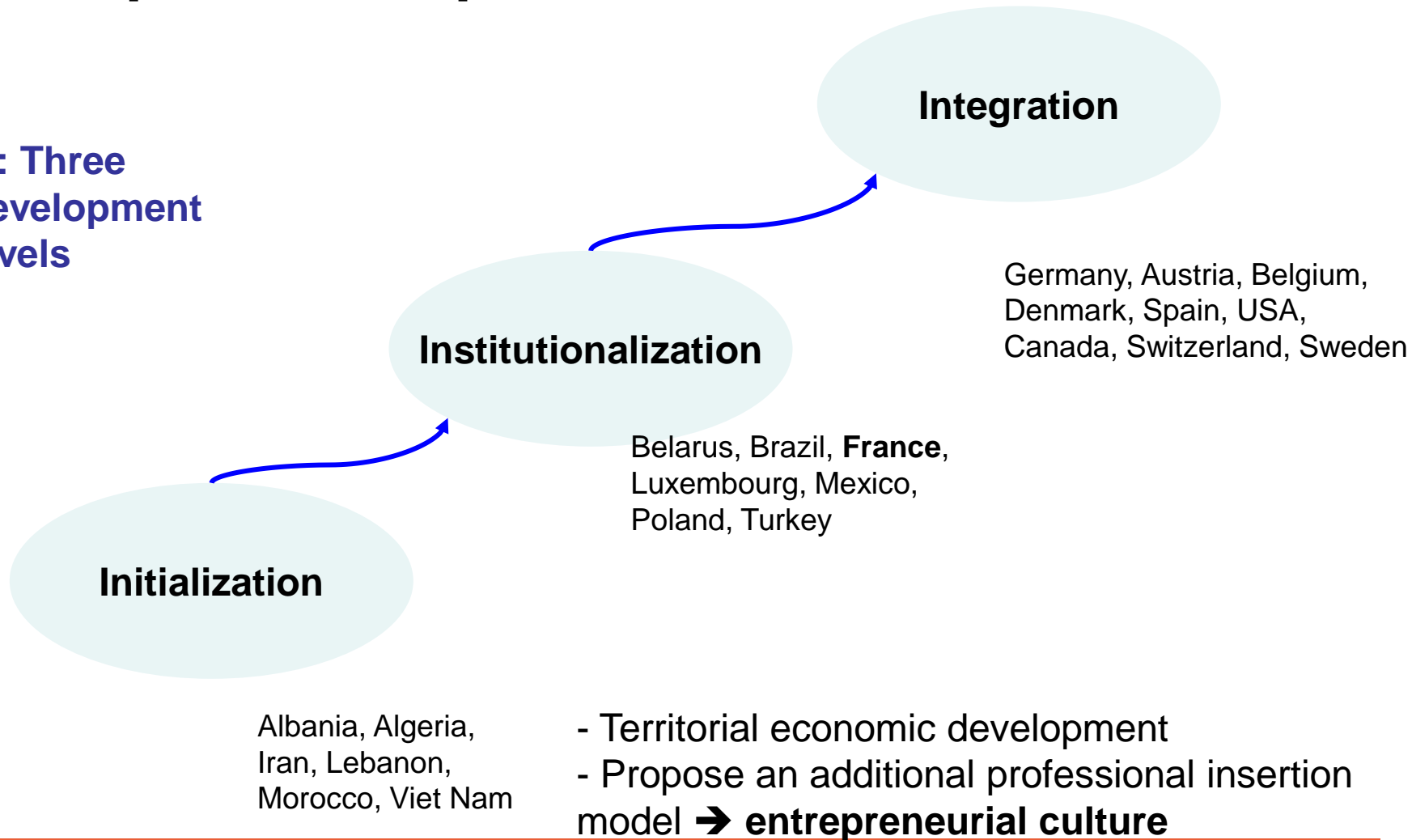
**Christophe Schmitt, Vice-president for
Entrepreneurship**

**Karl Tombre, Vice-president for
European and International Strategy**

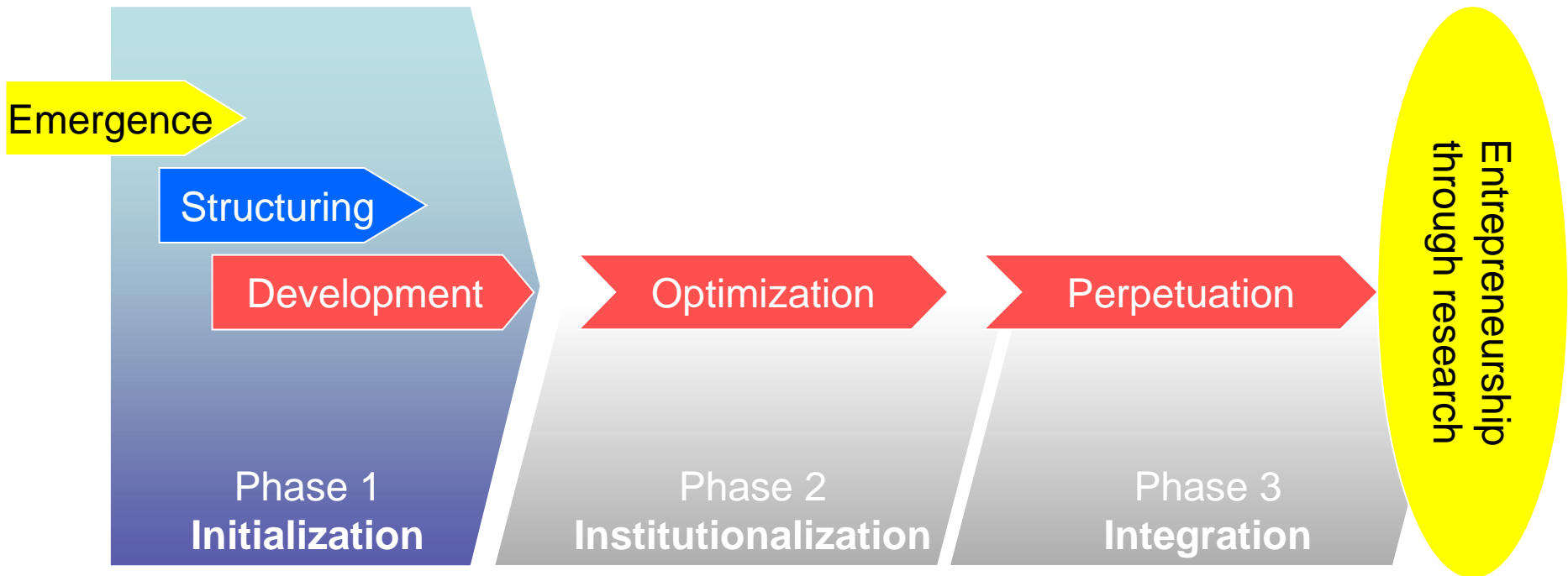
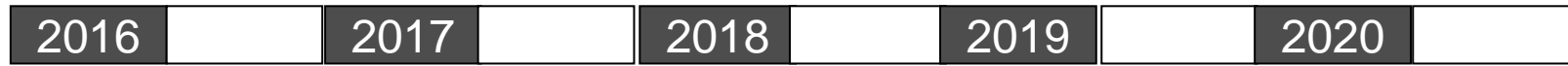


Entrepreneurship at UL: the stakes in 2008

3I: Three development levels



A 9-years perspective and roadmap



Complementary goals

French University system lagging behind → Develop entrepreneurial culture on the territory (gaseous state)

- The objective is not (necessarily) to create a company (crystallization)

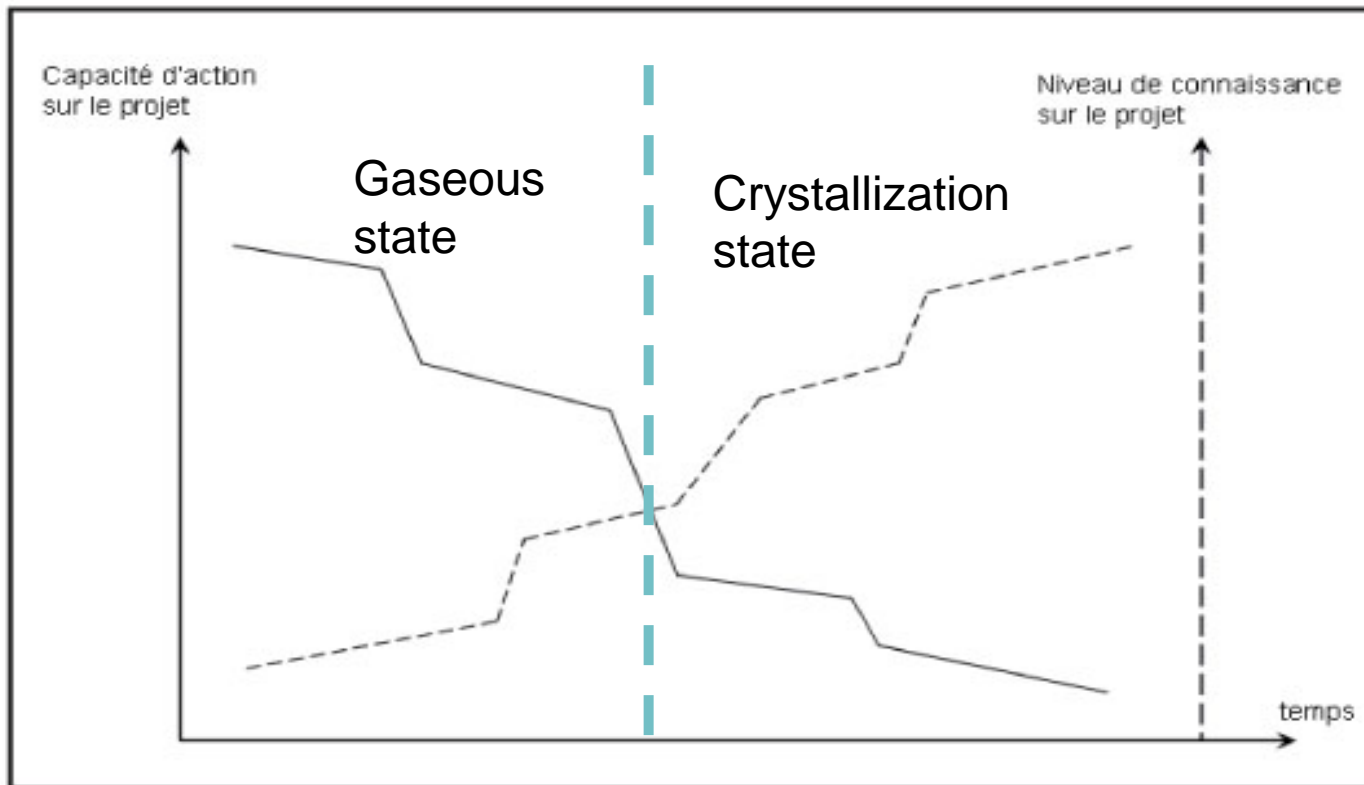
Involve territorial actors (companies, authorities) to grow the projects

- Co-constructing value

Develop innovative pedagogy

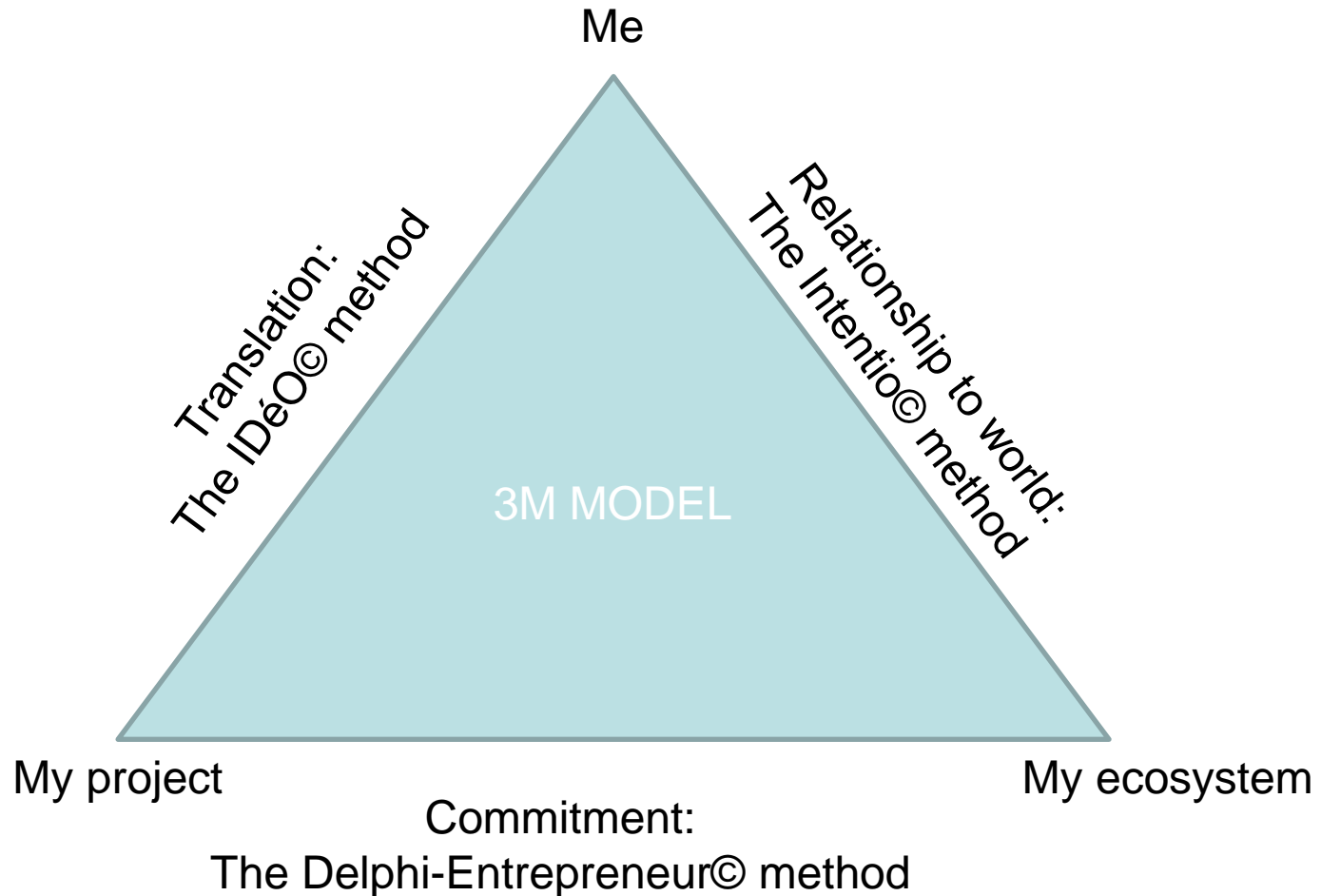
- Action-based pedagogy, project-based learning, use of digital tools

Positioning of Université de Lorraine



You do not build a business plan in gaseous state !

Actions around a model

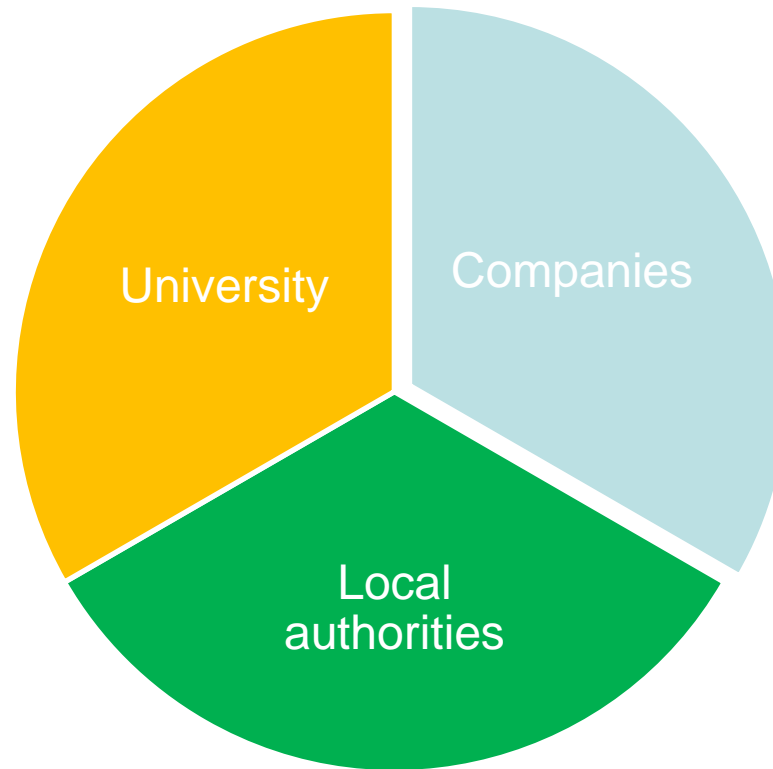


3 missions in funnel mode

- Raise awareness
- Educate
- Accompany

3 sources for funding

Phase 1: 750 k€
Phase 2: 1.2 M€
Phase 3: 1.2 M€

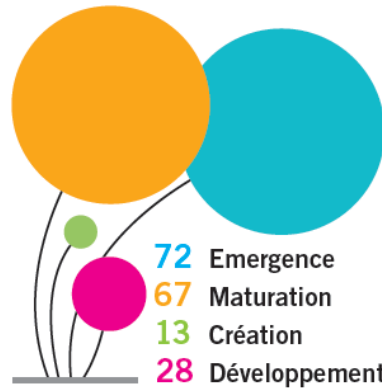


40% devoted to grants for student-entrepreneurs!

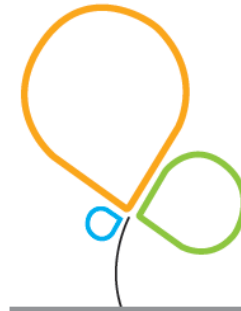
June 2018...

192 projets

Stade dans le processus de création



Lieux d'accompagnement



169	Nancy
82	Metz
14	Sarreguemines

Secteurs d'activités des projets accompagnés



92	Services
45	Commerce
42	Numérique
18	Industrie
8	Agriculture

1,5 M€ raised in last 18 months

69 Projets à impact social



Experiences

IDéO© : build an entrepreneurial scenario



Global Incubation : Entrepreneurship for researchers



Oral presentation to ecosystem

Results

Number of students	2011-2013	2014	2015	2016	2017	2018
informed	6100	2522	5971	3421	2952	3480
made aware	6426	2242	3194	2049	3013	3186
specialized	3453	1448	2256	2124	1466	1875
Informed + made aware + specialized	15979	6212	11421	7594	7431	8541
w/ degree	1027	450	438	435	437	402
accompanied	93	34	83	147	194	283
# created activities	42	24	45	60	54	66