



CLab
CONTAMINATION LAB
CAGLIARI

CREA
UniCa
CENTRO
SERVIZI DI ATENEO
PER L'INNOVAZIONE E
L'IMPRENDITORIALITÀ



Università degli Studi di Cagliari

Fostering entrepreneurship among students: The case of ContaminationLab at the University of Cagliari

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What is Entrepreneurship Education?

- Why Entrepreneurship Education is so important for Innovation?
- What are we really doing when we teach or educate people in entrepreneurship?
- What do we know about the impact and the short/long-term effects of Entrepreneurship Education?

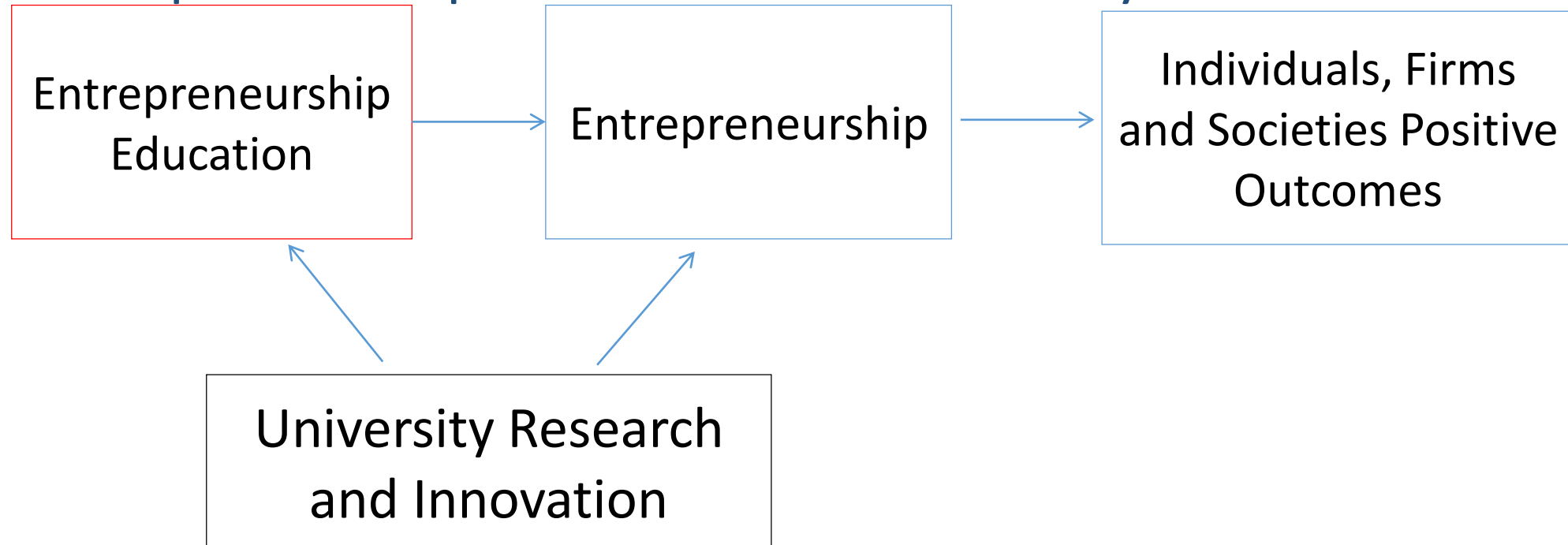
Why Entrepreneurship Education is so important?

- Entrepreneurship Education as a teaching / training domain and activity



Why Entrepreneurship Education is so important?

- Entrepreneurship Education and University-Innovation



What is the *Contamination Lab UniCa*?

- Launched in 2013/14, It was an experiment supported by the Italian Ministry of Education (MIUR) and financed by a regional innovation program
- It is an action-based entrepreneurship training program for universities students (Karimi et al., 2016)

What is the *Contamination Lab UniCa*?

- It is a innovative initiative fostering team-based and entrepreneurial activities
- During training, students join entrepreneurial teams of four members with different backgrounds and start a real business tapping into the technological know-how available at the University.

What is the *Contamination Lab UniCa*?

- Students experience the entire entrepreneurial process, from planning to launching to managing a real business (Higgins, 2018)
- It serves as a resource for students from across the University of Cagliari interested in entrepreneurship and innovation

The CLab's approach differs from that of other entrepreneurship programs

- It accepts any student from the University of Cagliari (undergraduate, graduated or phd) from any area, fostering cross-disciplinary collaboration (Gielnik et al. 2018).
- It is not necessary to have an idea to start with.
- For each edition 120 students are selected through a test to evaluate their entrepreneurship potential and motivation (Di Guardo et al. 2017)

The CLab's approach differs from that of other entrepreneurship programs

- Students in CLab UniCa are forced to work on interdisciplinary teams.
- It is an action-based entrepreneurship training and learning by doing program (e.g. starting a business during the training course) (Piperopoulos and Dimov, 2015).
- It fosters proactivity and problem solving approach (Campos et al., 2017).

Our aims

The CLab UniCa is designed:

- to build student entrepreneurial skills;
- to facilitate the creation of an entrepreneurial ecosystem fostering collaboration among students from all different areas, faculty members, entrepreneurs, and members of the Innovation community
- to promote Technology Transfer

Organizations

- six months activities
- 120 students with different backgrounds
- two major phases: start-up and development
- Strong collaboration with VCs

Start-up phase

- Two months activities
- Team creation (four members)
- Disciplinary heterogeneity and gender equilibrium (Somech and Drach–Zahavy, 2013)
- Idea generation thanks to University inputs (patents for free, Knowledge Transfer, ...)
- 12 mandatory seminars to develop specific knowledge on startups
- Peer-to-peer feedbacks
- Final task: pitch
- errors during training sessions can positively affect learning and knowledge transfer (Keith and Frese, 2008), especially in the domain of entrepreneurship (Cope, 2011).

Development phase

- Each team monitors its achievement on a weekly basis until the end of the program:
- Diverse tasks mostly related to refining idea, developing a business plan and preparing a final pitch
- Coopetition approach

What happens at the end?

- The most promising teams will take part in a competition where they will meet VCs
- The final prize is financial support and the possibility to attend to an acceleration program
- They will be further supported for the implementation of the idea and when looking for financial support



- <https://www.youtube.com/watch?v=0H-OZ-x0ZQc>
- [Spot Evento Finale - 04Edizione CLab UniCa ENG.mp4](#)

What do we know about the impact and the short/long-term effects of EE?

The basic model: Baldwin and Ford (2017) model including:

- **Inputs:** participants' characteristics, training characteristics, and organizational context or environmental characteristics
- **Outputs:** learning and retention processes (personal changes that a learning context might enhance; possession of knowledge or abilities)
- **Outcomes:** maintenance of what people have learned over time

Our achievements in the five past editions



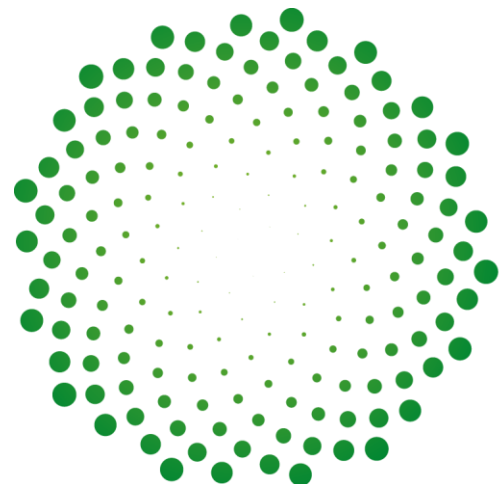
- More than 1,000 student applications in five years;
- More than 500 students involved;
- More than 25 new startups created;
- Five startup winners of international entrepreneurial contests;
- 10 startups financed by venture capital;
- More than €1 million raised

Our achievements in the five past editions



- No gender gap
- Variety of competencies
- Role of Phd students

National coordinator of Italian CLab Network



italian
CLAB
NETWORK

The Italian Clab Network:

- 1) enriches the current Contamination-Labs experiences
- 2) sustains the Italian university system to be more competitive and innovative in developing entrepreneurial ecosystems



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CUp

CONTAMINATION UP
CAGLIARI
Progetto Incubatore



EOS

~ Emerging Organization-Ship ~

Unica
& Imprese



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Thank you

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