



Professional Development Workshop at RENT XXX in Antwerp on 16 November 2016:

Theme: Young Takeover Entrepreneurship and Succession

Rationale: Entrepreneurship has received an increasing amount of attention from academic and empirical research since the 1990s. Considerable focus and support from government and education is on start-up entrepreneurship, hardly any support is available on takeover support and education (Eurochambers, 2009). Contrary to what one might think, start-ups contribution far less to economy compared to takeover entrepreneurs in terms of turnover growth, innovation, job creation and survival (see Van Teeffelen, 2012). With an average of a third of all SMEs looking for successors per decade (European Commission, 2002) in the EU, a large amount of companies are in search for successors. Half of all liquidated firms are viable businesses (Wennberg et al., 2010) and an estimated third of all firms with 10 employees close due to a lack of successors (Van Teeffelen, 2015). Yet very few universities and business school provide for succession and takeover entrepreneurship programs. As engaged scholars we believe that a combination of evidence-based programs and practice prepares students best to take on the challenge of succession at a young age.

Programme on 16 November 2016 at 11.30-14:00 (2,5 hrs in total)

15 Min. Introduction & Rationale for Takeover Entrepreneurship and Successors Education

Sharing experience of 6 years of takeover entrepreneurship education. Only real firms participate, no case studies. Educational staff (have been) active in SME business transfers or M&A. Students pitch at the end to finance the ownership change. Minimum funding 50K maximum up to 5M euro's.

45 Min. Interactive Modules: Tips and Tricks

- Succession Process and Entrepreneurial Qualities
- Post-Acquisition Innovation
- Franchising Formats
- Legal and Tax Regulations
- Financing and Valuation
- Contracting and Due Diligence

15 Min. Break

20 Min. Case study on learning outcomes (31 cases)

Altering Student Preferences for Takeover Entrepreneurship

20 Min. Empirical study on 880 SMEs

Psychological Barriers and Coping in Successions

20 Min. Story-telling and Building a Network: 10 SMEs in the Process of Succession

Distribution of Booklet for Educational Purposes for all Participants



This program will be presented by:

Edwin Weesie, Program Manager Minor Firm Acquisition and Succession, PhD Candidate, HU Business Schools Utrecht, The Netherlands

Karin Kleingeld, Founding Partner at Next Level, SME Governance and Growth, Training of Commissioners and Advisory Board Members, Utrecht, The Netherlands.

Lex van Teeffelen, Professor of Finance and Firm Acquisitions and Chair of the Academic Working Group of Transeo (European Association of Business Transfers), HU Business School Utrecht, The Netherlands.