**VISION**
ALLEVIATING POVERTY IN AFRICA THROUGH THE DEVELOPMENT OF SMALL AND MEDIUM ENTERPRISES

**MISSION**
Train a new generation of impact entrepreneurs in Africa, leveraging partnerships among universities, companies and institutions across the globe.

- **ACADEMIC RESEARCH**
  - for the research contribution on entrepreneurship and sustainability in Africa

- **MBA**
  - for the development of entrepreneurial competences

- **BUSINESS CONSULTING SERVICES**
  - for the development of relationships between African and European companies

- **BUSINESS INCUBATOR AND ACCELERATION SERVICES**
  - for the economic and social value creation

- **ECONOMIC DEVELOPMENT PROJECTS**
  - for the economic and social value creation

**INPUTS**
- Academic expertise in management and sustainability
- A network of African Universities, Italian companies and international development organizations
- Headquarter in Italy and 7 offices in Africa with a high-qualified local team

**OUTPUT**
- Entrepreneurs create decent jobs
- African workforce is qualified
- African universities become leaders in entrepreneurship, education and research
- Entrepreneurs improve a ESG approach in their business
- Entrepreneurs improve their career

**ACTIVITIES**
- Entrepreneurs gain skills in the following areas to run successfully a business
- Entrepreneurs implement the Business Model
- Entrepreneurs improve skills in sustainability and impact measurement
- Entrepreneurs improve skills in process and project management
- Entrepreneurs improve skills in pitching and communicating
- Entrepreneurs improve skills in financial planning
- Entrepreneurs strengthen their entrepreneurial mindset, orientation and approach
- Entrepreneurs have access to development and internationalization digital platform
- Entrepreneurs become leaders in entrepreneurship, education and research
- Entrepreneurs improve the number of sales
- Entrepreneurs get financing
- Entrepreneurs improve their network
- Entrepreneurs gain skills in the following areas to run successfully a business
- Entrepreneurs have access to development and internationalization digital platform
- Entrepreneurs strengthen their entrepreneurial mindset, orientation and approach
- Entrepreneurs have access to development and internationalization digital platform
- Entrepreneurs become leaders in entrepreneurship, education and research

**LONG-TERM OUTCOMES**
- African universities improve education and research skills in entrepreneurship with impact
- Entrepreneurs measure the impact of their business
- Entrepreneurs measure the impact of their business
- Entrepreneurs improve skills in the following areas to run successfully a business

**MID-TERM OUTCOMES**
- Entrepreneurs implement actions for the improvement of their social and environmental impact
- Entrepreneurs are able to manage a business
- Entrepreneurs improve skills in sustainability and impact measurement
- Entrepreneurs increase the number of sales

**SHORT-TERM OUTCOMES**
- Entrepreneurs gain skills in teaching and research
- Entrepreneurs improve skills in Business Modelling
- Entrepreneurs improve skills in sustainability and impact measurement
- Entrepreneurs improve skills in process and project management
- Entrepreneurs improve skills in financial planning
- Entrepreneurs improve skills in financial planning
- Entrepreneurs have access to development and internationalization digital platform
- Entrepreneurs become leaders in entrepreneurship, education and research
- Entrepreneurs improve skills in the following areas to run successfully a business
- Entrepreneurs have access to development and internationalization digital platform

Participants successfully conclude the training or the incubation/acceleration program