

Happy Christmas

At the end of our thirty-third (33) year of activity aimed at to develop an entrepreneurial culture and mindset in Latin America, all the members of the Center for Entrepreneurship Development at Universidad Icesi (CDEE-Icesi), join to wish you a 2018 with many contributions and achievements and a Christmas in peace and with all the joy that family brings in this date. We want to share with you some of our achievements.



TEACHING

- ❄️ XXVI Latin American Congress on Entrepreneurship
- ❄️ 49 undergraduate courses with 1123 students and 6 postgraduate courses with 99 students.
- ❄️ Start of the first promotion of the Master in Business Creation, where 13 courses were given for 13 students
- ❄️ 4 business competitions (Free Theme)
- ❄️ 1 business competition (Topic: Innovative products and / or services for children aged 4-8)
- ❄️ 1 business competition (Theme: Products and / or services under the principles of the blue economy).
- ❄️ Support to 32 social entities.
- ❄️ 17 Business Plan as degree projects of the MBA.
- ❄️ 2 outdoor workshops for undergraduate and 2 outdoor workshops for the Master in Business Creation.

- ❄️ 2 business fairs, EXPO Icesi (Editions 35 and 36)
- ❄️ XXVII Summer Camp on Entrepreneurship
- ❄️ 6th and 7th version "This is how we form entrepreneurs in Icesi"
- ❄️ 2 meetings of "Promotion 2050"
- ❄️ Participation in the National University Network for Entrepreneurship (REUNE)
- ❄️ Innovators for the Americas Program in partnership with the University of Miami, Instituto Tecnológico de Monterrey, Adolfo Ibáñez University, Universidad del Pacífico. With the participation of 25 students from different universities and teachers representing each one of them.
- ❄️ Adjustments in the programs of the courses of Entrepreneurial Creativity, Entrepreneurship, with the introduction of new methodologies, and the development of evaluation rubrics.
- ❄️ Design of the evaluation rubric for the Business Administration program and the Business Innovation competition.

RESEARCH

- ❄️ GEM Colombia 2017.
- ❄️ Analysis of the best teaching practices of the CDEE teachers.
- ❄️ Small and medium entrepreneurs in the post conflict.
- ❄️ Realities, perspectives and challenges of microenterprises in Colombia.
- ❄️ Strategies for young Neo-entrepreneurs to generate trust.
- ❄️ Business activity in graduates: Entrepreneurs and Entrepreneurs.

For 2018, three new projects have been proposed:

- ❄️ GEM Colombia 2018.
- ❄️ Index of Business Activity in Latin America: Pacific Alliance.
- ❄️ Business Activity of the Micro-multinationals in Colombia (Start-Ups).

CENTRO ALAYA

- ❄️ Operation of two centers. Universidad Icesi and Bancoldex.
- ❄️ 4 Business support programs: 112 students.
- ❄️ 4 Ideas generation and validation workshops: 117 participants.
- ❄️ 1 Innovation program: 1 company.
- ❄️ 1 Program of Occupational Health and Industrial Safety: 2 companies.
- ❄️ 2 Corporate Identity programs: 16 companies
- ❄️ 2 Program of Media Design and Advertising Campaigns: 5 companies.
- ❄️ 2 Practical Counseling programs in MSMEs: 6 companies.
- ❄️ 2 Marketing Fundamental programs: 11 companies.
- ❄️ 2 Sensory Marketing programs: 2 companies.
- ❄️ 240 businessmen received business advice.

- ❄️ 2 programs with support from the Accounting Program: 9 companies.
- ❄️ 2 Program of Distribution of plant and facilities: 5 companies.
- ❄️ + 950 meetings with entrepreneurs and SME's managers.
- ❄️ Finalists in Valle E: Alimento Vital and Ecobot.
- ❄️ Resources from Fondo Emprender: Local Burger.
- ❄️ Participation in the First and Second Microfranchises Business Round.
- ❄️ SBNA Small Grant Program awarded by the United States Department of State
- ❄️ Participation in the World Incubation Summit and in the 31st International Conference on Business Incubation.
- ❄️ Participation in the II Latin American Research Congress on Mipyme and in the IX International Faedpyme Network Technical Meeting.

PROPYME

- ❄️ Senior Management Program for Entrepreneurs: Life, World and Business (6th Promotion).
- ❄️ 3 Conferences in the SME Experiences Club Program.
- ❄️ 1 Seminar- Workshop on Sales and Commercial Management for SMEs.
- ❄️ Aldea Program Agreement with Innpulsa Colombia.
- ❄️ Expert advice to 16 companies.

START-UPCAFÉ

- ❄️ 36 entrepreneurial initiatives accompanied: 24 face-to-face and 12 virtual.
- ❄️ 79 beneficiaries.
- ❄️ 3 "Let's drink coffee with ..."
- ❄️ 15 Workshops
- ❄️ 15 legally constituted companies: Boken, Angular, Peewah, Haruk, Wargo, Go4It, High Perspective, Oiga Doc, Strategic Solutions, Ninus Design and Technology, UFood, Nutri - Fitness Food SAS, Isikene, SIP Colombia, Infinitech.
- ❄️ 3 companies exporting to the United States, Switzerland and the Netherlands: Boken, Peewah and Go4It.
- ❄️ 2 Companies with sales above \$ 100 Million / year: Boken and Isikene.
- ❄️ 1 company with patent registration process: Boken.
- ❄️ 2 Companies with copyrighted software: Boken and Angular.
- ❄️ 3 companies with registered trademark: Haruk, Go4It and Alta Perspectiva.
- ❄️ 5 companies awaiting the award of trademark registration: Boken, Huespet, Extrémate, Wargo, Oiga Doc.
- ❄️ 4 Companies participating in the Apps.co Business Discovery Program: Ninus Design & Technology, Go4It, Extremate, APyP.

START-UPCAFÉ

- ❄️ 1 Company participating in the Apps.co Growth and Consolidation Program: Boken.
- ❄️ 1 Company with seed capital from Fondo Emprender: Verificarte - APyP.
- ❄️ 3 Companies selected to participate in Seedstars Cali: Boken, Peewah, Alta Perspectiva.
- ❄️ 1 Company cataloged as the best Start-Up in Cali within the framework of Seedstars.
- ❄️ 1 Company winner of the prize (US 50.000) for the best connected Mobility Startup from Seedstars and Continental: Boken.
- ❄️ 2 participating companies in the Y Combinator Startup School: Peewah and High Perspective
- ❄️ 1 Company that receives investment: Infnitech
- ❄️ 10 Companies with new products in the market: Ninus Home, Verify, Environ, High Perspective, Haruk, Bid, Huespet, Wargo, PrÃ³ducts, Wargo.
- ❄️ 8 Companies creating jobs: Angular, Boken, Peewah, Ninus, Environ, Proceeds, UFood, Isikene.
- ❄️ Member of the exchange program between business parks around the world GO GLOBAL.
- ❄️ Alliance with Aranda Gómez Consultores to provide accounting advisory services to entrepreneurs.
- ❄️ Participation in the regional network of Entrepreneurship of Valle del Cauca.
- ❄️ Member of REUNE - Cali section.

APPS.CO PROJECT

- ❄️ 2 complete iterations were performed (10 and 11).
- ❄️ 22 teams were started in each iteration for a total of 44 teams and 125 nascent entrepreneurs.
- ❄️ 40 teams and 114 nascent entrepreneurs completed the validation phase.
- ❄️ 21 equipment was moved to the tuning and appropriation phases.
- ❄️ 2 kickoff processes and 2 closing processes.
- ❄️ 2 business breakfast.
- ❄️ Participated in Colombia 3.0 with 4 teams from iteration 7 and Colombia 4.0 with 4 teams 1 from iteration 7, 1 from iteration 9 and 2 from iteration 10.
- ❄️ 24 specialized workshops
- ❄️ A special post-accompaniment program was designed and executed for the 21 teams that left the validation phase fulfilling all the milestones proposed in the program.
- ❄️ 2 evaluation boards were held for the tuning and appropriation teams.
- ❄️ "After Work", a networking event was held to socialize the teams of the two phases of Apps.co and the Start-Upcafé
- ❄️ The great Apps.co program closing event was held in the Executive Club.

PUBLICATIONS

Articles

- ❄️ Varela, R. (2017). Youth Entrepreneurship dynamics in the Caribbean region: 2011-2013. *International Journal of Entrepreneurship & Small Business*, 30 (3), 287 - 307. Retrieved from: <http://www.inderscience.com/info/inarticle.php?artid=81964>
- ❄️ Varela, R. (2017). Colombia small- and medium-sized enterprises 70 years of progress: what's next? *Small Enterprise Research*, 23 (3), 302-315. Retrieved from: <http://www.tandfonline.com/doi/abs/10.1080/13215906.2016.1269241>
- ❄️ Lozano, M (2017). Relevant Factors in the Process of Socialization, Involvement and Belonging of Descendants in Family Business. *Innovate: Journal of Administrative and Social Sciences*, 27 (63), 61 - 76. Retrieved from: <https://revistas.unal.edu.co/index.php/innovar/article/view/60667>
- ❄️ Lozano, M (2017). Ecosystem for the Emergence of Spin-Offs from the Family Business. *Latin American Journal of Administration*, 30 (2), 1 - 40. Retrieved from: <http://www.emeraldinsight.com/doi/abs/10.1108/ARLA-09-2015-0242>

PUBLICATIONS

Books

- ❄️ Varela, R., Moreno, J., Franco, C., and others. (2017). *Actividad Empresarial Colombiana Cali, Colombia: Ediciones Icesi.*
- ❄️ Varela, R. and others (2017). *Latin America and Caribbean Regional Report 2015/16.* London, England: Global Entrepreneurship Research Association.
- ❄️ Varela, R. and others (2017). *GEM Latin America and the Caribbean 2015/16.* [Translated into Spanish of Latin America and Caribbean Regional Report 2015/16]. London, England: Global Entrepreneurship Research Association.

Book edition

- ❄️ Varela, R., and Moreno, J. (Coord.) (2017). *Financing, development and business education. Volume 5 of the DICE Collection (Desarrollo, Innovacion, Cultura Empresarial).* Cali, Colombia: Ediciones Icesi.

PUBLICATIONS

Chapters of the book

- ❄️ Varela, R. Moreno, J., and Bedoya, M. (2017). The Colombian business pipeline, 2006-2013. In: Varela, R., and Moreno, J. (Coord.). Financing, development and business education. Volume 5 of the DICE Collection (Desarrollo, Innovación, Cultura Empresarial). (PP 59 - 83). Cali, Colombia: Ediciones Icesi.
- ❄️ Martínez, A., and Alzate, A. (2017). Developing business skills through the use of good teaching practices. In: Varela, R., and Moreno, J. (Coord.). Financing, development and business education. Volume 5 of the DICE Collection (Desarrollo, Innovación, Cultura Empresarial). (PP 119 - 143). Cali, Colombia: Ediciones Icesi.
- ❄️ Varela, R., and Cuellar, K. (2017). Main characteristics and sources of financing of micro-establishments. In: Varela, R., and Moreno, J. (Coord.). Financing, development and business education. Volume 5 of the DICE (Desarrollo, Innovación, Cultura Empresarial). (PP 19 - 32). Cali, Colombia: Ediciones Icesi.
- ❄️ Varela, R. (2017). Towards a business education: The case of Icesi in Colombia. In: Borrás, F., Fernández, A., and Martínez, F. Entrepreneurship: an international approach to economic development. Cantabria, Spain: University of Cantabria Editions.

PUBLICATIONS


- ❄️ Varela, R., and Cuellar, K. (2017). Motivations and characteristics in the process of creation of the microenterprise. In: Restrepo, C. Realities, perspectives and challenges of microenterprises in Colombia. Strategic analysis for its development. Bogotá, Colombia: Editions Universidad Externado de Colombia.
- ❄️ Varela, R., and Cuellar, K. (2017). Expectations and business climate of the microenterprise. In: Restrepo, C. Realities, perspectives and challenges of microenterprises in Colombia. Strategic analysis for its development. Bogotá, Colombia: Editions Universidad Externado de Colombia.
- ❄️ Varela, R. and Martínez, A. (2017). Entrepreneurial Initiatives with Re-immigrants. In: Sanchez, L. and Gomez, L. Evolving Entrepreneurial Strategies for Self-Sustainability in Vulnerable American Communities (PP 147-166). Barranquilla, Colombia: Editions Universidad del Norte.
- ❄️ Lozano, M. (2017). A leader with open mind and heart: a case study on leadership and change management from Colombia. In: Halkias, D., Santora, J., Thurman, P., Harkiolakis, N. Leadership and Change Management a Cross Cultural Perspective. (PP 18-25) New York, United States: Routledge.

Software

- ❄️ Varela, R. (2017). SWAN (CREATE, INVESTIGATE AND SIMULATE YOUR NEW COMPANY). Contract / registration: 1-2017-12876. Cali, Colombia.

PARTICIPATION IN CONGRESSES AND EVENTS

- ❄️ XXVI Latin American Congress on Entrepreneurship, Cali, Colombia.
- ❄️ GEM Colombia 2016 launch, Cali, Bogotá, Colombia
- ❄️ GEM 2017 Annual Meeting, Kuala Lumpur (Malaysia)
- ❄️ FIE expo LATINOAMÉRICA, Chile
- ❄️ Transfer of business incubation and acceleration models (Bogotá, Colombia)
- ❄️ IFERA 2017, Zadar (Croatia)
- ❄️ Colombia 4.0, Bogotá (Colombia)
- ❄️ Research Innovation Advisory Committee - GEM 2017, London and Dubrovnik.
- ❄️ X Conference on Socialization of Research, Icesi University, Colombia.
- ❄️ Meeting "Innovators for the Americas", USA, Cali, Colombia
- ❄️ REUNE Annual Meeting, Colombia
- ❄️ GERA Board meeting. (London and Cape Town)
- ❄️ World Incubation Summit (Seattle, USA)
- ❄️ II Ibero-American Research Conference on MiPyME (San José, Costa Rica)
- ❄️ IX International Technical Meeting FAEDPYME Network (San José,)



Ana Lucia Alzate, Ana Carolina Martínez, Claudia Bahamón, Diana Cartagena, Ines Elvira Gonzalez, Jessica Ballesteros, Jhon Jairo Cuadros, Jhon Alexander Moreno, Jose Luís Garcia, Karen Cuellar, María Camila Franco, Melquicedec Lozano, Rodrigo Varela, Ronald Florez, Segundo España, Tatiana Gaviria, Yadira Aguilar, Yeny Lorena Ojeda.