



INTERNATIONAL ENTERPRISE PROMOTION CONVENTION

15-17 November 2009 - Harrogate, North Yorkshire, UK

NEWS RELEASE 6 - Outcomes

1st INTERNATIONAL ENTERPRISE PROMOTION CONVENTION – outcomes

This major new Convention, staged in the Harrogate International Centre in Yorkshire on 15-17 November, attracted over 500 delegates, including around 100 from overseas representing 35 different countries, all drawn from practitioners and policy makers and in small business support, enterprise education and training. More than 150 presentations were given on best practice and innovation in the creation and support of small businesses world-wide.

In terms of what can be done to promote more successful enterprises, the speakers at this Convention formulated six key conclusions and recommendations which could make a significant difference:

- 1. Improve the enabling environment.** Evidence from the World Bank suggests that those countries which do the most to streamline red tape and eliminate regulatory burdens see the greatest impact on economic growth – by thinking carefully before they introduce regulations and, when it is essential to regulate, doing so in a way that minimises the additional burden on business.
- 2. Create more innovative entrepreneurial businesses.** In the US most technology-based businesses emerged from research institutes and large company research labs where bored and stifled researchers and middle managers realised that their only way to 'do their own thing' was to resign and find a "garage".
- 3. Provide better Business Support.** Whilst academics argue about the benefits of business training and support, research by Barclays Bank and the National Federation of Enterprise Agencies suggests that it does make an important difference – but we need to ensure that advice is timely, appropriate and accurate.
- 4. Promote Innovation in Business Support.** Business advisers report that they make regular efforts to evaluate their own support programmes and to learn about the success of programmes run by others, yet curiously report that they perceive insufficient innovation in business support. We need to do more to promote innovation, perhaps by creating a challenge fund that can be tapped by business support organisations. We need to promote more effective learning and sharing of lessons from practitioners from all round the world, through websites and conferences, and also through offering bursaries for more practitioners to engage in 'creative swiping'.
- 5. Promote enterprise in Schools.** We need to do more to promote enterprise in schools – so that education releases and nurtures our natural entrepreneurial talent rather than beating it out of us.
- 6. Stop the stealth taxes on businesses.** All too often, they add to the paperwork, and despite the government's apparent belief that this is an easy way to raise revenue, all those taxes in the end work their way through to the prices paid by the customers, whilst often also making British businesses less competitive than their foreign counterparts.

PTO for Testimonials + Notes for Editors

- best practice and innovation in the creation and support of small businesses world-wide

News Release 6 *(continued)*

TESTIMONIALS:

Many speakers and delegates sent in glowing testimonials to the value of the Convention – for example:

“The Convention was really a great experience for Nepalese delegation. I am planning to reinvent enterprise promotion in Nepal with the inspiring lessons learnt from the sessions of the Convention. Your cooperation and support in this regard is highly commendable and appreciated.”

Pratap Kumar Pathak, Secretary, Ministry of Industry, **Nepal**

“Tremendously organised. Great communication prior to and throughout the Convention. Great focus on practitioners’ experience. Great international flavour - made great networks - formed potential partnerships.”

Kyleen Myrah, School of Business, Okanagan University College, **Canada**

“Learned a lot and will apply to improve what I am doing to upgrade academic programme in entrepreneurship.”

Prof Edwin Bbenkele, Head & Chair, Dept of Entrepreneurship, Univ. of Johannesburg, **South Africa**

“... congratulate you on your immense initiative in mounting the convention and achieving such a major success. It was really great to have so many practitioners there from around the world. I learnt a lot. What a difference from the normal narrow academic scenario.”

Prof Allan Gibb, Professor Emeritus, University of **Durham**

“Some ‘eye-opening’ sessions and definitely worth every minute attending this event. Re-thinking particularly what small businesses need and getting some answers as well as how to solve problems on the entrepreneurial journey. I will definitely come next year as I think it was the best Conference I attended so far.”

Barbara Noack, Y&H Policy Chairman, Federation of Small Businesses, **Sheffield**

“This was an excellent cost effective convention during which I was able to communicate with other people and learn from them. The range of people and organisations represented was second to none.”

Nigel Adams, Programme Director - BSc Business Enterprise Dept., University of **Buckingham**

“If you want to meet people keen to find out about and use practical resources that advance development and learning of enterprise and entrepreneurship, then this is the event for you.”

Peter Harrington, Director, Venture Simulations Ltd, **York**

NOTES FOR EDITORS:

The Convention was organised by Perlex Associates of Harrogate on behalf of the **International Association for Enterprise Promotion**. David Irwin as its first Chairman explained that *“the purpose of the association, and of the first International Enterprise Promotion Convention, is to provide a forum to enable practitioners to share their lessons and to seek new ideas from others. This was a new opportunity for all business advisers, coaches, consultants, counsellors, educators, financiers, mentors and trainers to promote their own successes and to network with like-minded specialists in enterprise creation and development from around the world.”*

The Convention was sponsored by **UK Trade & Investment, Yorkshire Forward, Leeds Metropolitan University, RBS NatWest, Enterprise Europe Network Yorkshire and The Alternative Board**.

It was supported by The Queen’s Awards Office and many recipients of **The Queen’s Award for Enterprise Promotion**. In addition 22 partner organisations in the small business support sector in the UK and internationally facilitated workshops with case studies and examples of programmes that help individuals to start their own business and then guide them through the initial development phase to a secure trading position in their own Country and onward into the global market.

There was also a large “Enterprise Expo” of over 50 professional service providers, publishers of business magazines and books, software and training programmes, trainers, consultancies, franchises, etc.

NEXT YEAR? The International Enterprise Promotion Convention will be held again next year at the Harrogate International Centre on Monday to Wednesday, 8-10 November 2010, subject to contract.

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