

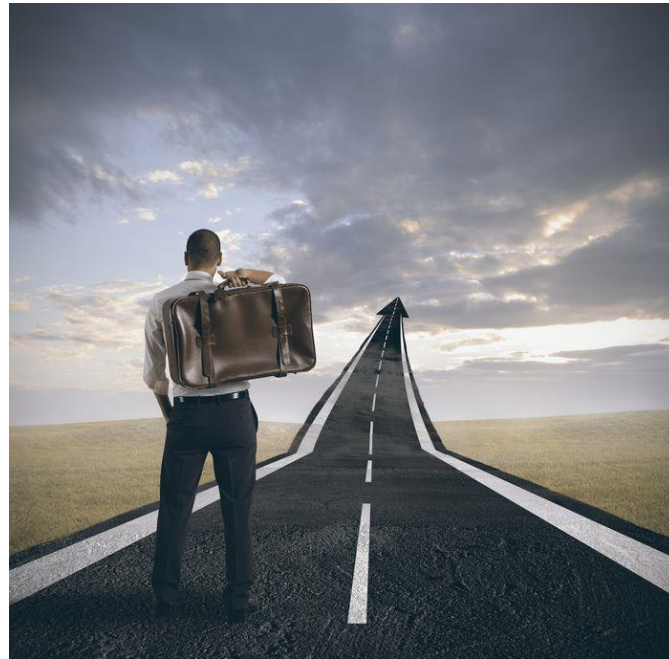
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Innovation Centre **MENTORING**



INNOCENS ENTREPRENEURSHIP COURSE

March 27th 2017

MENTORING

Having done the Mentoring Skills Questionnaire
I think I need a mentor to mentor me in
improving my mentoring





IDEAS UPV has a service to mentor startups:

- 7 mentors – staff (Week Meeting)
- Entrepreneurs in the ecosystem
- Network of external mentors

Entrepreneurs book an appointment to a first visit.

One of our staff members allocate each entrepreneur to each one of the mentors depending on the topic or the stage of the startup.

After the first meeting, the entrepreneur contacts again with their mentor.

In every stage, other mentors can join the party.

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SUGARCRM.
COMMERCIAL OPEN SOURCE

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Last Viewed: CUMBERLAND TRAI | Call to schedul | Review needs | Milton Cerda | A B Hammer Grou | A B Hammer Grou | Karl Vangundy | Get More inform

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My Top Open Opportunities

| Opportunity Name | Amount | Expected Close Date |
|---|-------------|---------------------|
| White Cross Co 536796 - 1000 units | \$50,000.00 | 10/02/2007 |
| MTM Investment Bank F S B 999464 - 1000 units | \$50,000.00 | 10/12/2007 |
| Doggie Diner Co Ltd 610209 - 1000 units | \$25,000.00 | 10/22/2007 |
| NW Bridge Construction 994636 - 1000 units | \$50,000.00 | 11/02/2007 |
| JAB Funds Ltd. 494196 - 1000 units | \$10,000.00 | 11/12/2007 |

My Calls

| Close | Subject | Duration | Start Date | Accept? |
|-------------------------------------|---|----------|------------------|---|
| <input checked="" type="checkbox"/> | Bad time, will call back | 0h30m | 07/30/2008 15:00 | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| <input checked="" type="checkbox"/> | Bad time, will call back | 0h30m | 11/09/2007 08:00 | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| <input checked="" type="checkbox"/> | Bad time, will call back | 0h30m | 03/09/2008 16:15 | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| <input checked="" type="checkbox"/> | Get More information on the proposed deal | 0h30m | 12/18/2007 15:30 | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |
| <input checked="" type="checkbox"/> | Get More information on the proposed deal | 0h30m | 09/26/2007 16:30 | <input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> |

My Meetings

| Close | Subject | Duration | Start Date | Accept? |
|-------------------------------------|---------------------------------------|----------|------------------|----------|
| <input checked="" type="checkbox"/> | Discuss pricing | 0h30m | 07/16/2008 08:00 | Accepted |
| <input checked="" type="checkbox"/> | Demo | 2h15m | 04/18/2008 06:45 | Accepted |
| <input checked="" type="checkbox"/> | Introduce all players | 2h00m | 07/01/2008 16:30 | Accepted |
| <input checked="" type="checkbox"/> | Follow-up on proposal | 2h30m | 12/28/2007 08:00 | Accepted |
| <input checked="" type="checkbox"/> | Review needs | 0h15m | 11/28/2007 19:00 | Accepted |

My Accounts

| Account Name | Phone | Date Entered |
|--------------|-------|--------------|
|--------------|-------|--------------|

My Pipeline

The funnel chart illustrates the sales pipeline with stages and associated values:

- Needs Analysis:** \$100K (Red)
- Negotiation/Review:** \$25K (Green)
- Perception Analysis:** \$25K (Blue)
- Prospecting:** \$135K (Orange)
- Qualification:** \$75K (Green)

My Leads

| Name | Office Phone | Date Created |
|---------------------------------|----------------|------------------|
| Annmarie Plante | (265) 909-7031 | 08/15/2007 12:03 |
| Adele Tweed | (761) 391-6458 | 08/15/2007 12:03 |
| Nelson Eye | (430) 239-4824 | 08/15/2007 12:03 |

CRM

What qualities/profiles does a mentor need?

- 1. Write at least 4-5 qualities/profiles in a piece of paper.**
- 2. We'll do a clasification with the results.**
- 3. Read Forbes article.**

What qualities/profiles does a mentor need?

What qualities/profiles does a mentor need?

Willingness to share skills, knowledge, and expertise.

Entrepreneurial expertise.

Takes a personal interest in the mentoring relationship.

Values the opinions and initiatives of others.

Exhibits enthusiasm in the field.

Provides guidance and constructive feedback.

Respected by colleagues and employees in all levels of the organization.

Sets and meets ongoing personal and professional goals.

Demonstrates a positive attitude and acts as a positive role model.

What qualities/profiles does a mentor need?

- 1. Write at least 4-5 qualities/profiles in a piece of paper.**
- 2. We'll do a clasification with the results.**
- 3. Read Forbes article.**



"NO!

Try not!

DO or DO NOT,
There is no try."