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Training Session
Educational Material



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PRE-INCUBATORS AS AN ADEQUATE ANSWER TO NASCENT ENTERPRISES' MANAGEMENT RISKS



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A. Pre-incubators, Incubators and Accelerators in Business Management

- **Entrepreneurs face numerous challenges across various sectors while starting and maintaining a business, making it difficult to overcome these problems alone.**
- **Public and private organizations establish pre-incubation and incubation centers and acceleration programs to provide support and assistance to entrepreneurs.**
- **These initiatives aim to solve the problems faced by entrepreneurs and help them establish and maintain successful businesses**





Analyzing 3 main terms

Exploring the Unique Benefits of Pre-Incubation, Incubation, and Acceleration Programs for Start-Ups at Different Stages

- **The pre-incubation phase: from ideation to the minimum viable product (MVP)**
- **The incubation phase: from the creation of the company to the stabilisation of its business model**
- **The acceleration phase: accelerating the company's growth by raising funds, opening branches or going international.**





Illustration of the Stages of Incubation





B. Pre – Incubators

Pre-incubation is a relatively new concept and has not been researched much compared to business incubation.

It is considered the starting point for new businesses and is a risk-reduced environment for testing entrepreneurial ideas.

Pre-incubators are ideal for supporting nascent entrepreneurs, while business incubators support new businesses.





Pre-Incubators: Tackling Issues

Pre – Incubators work as solution providers for potential entrepreneurs, tackling issues that may arise at the initial steps of a start-up business, such as:

- financial risks
- gaps in business and personal skills
- the unknown potential of the new product or service
- lack of capital
- ignorance of the worth of their intellectual property





Pre-incubators benefit start-up businesses by providing

- 1) Support:** Pre-incubators offer entrepreneurs the necessary guidance and support to understand whether their ideas are viable, commercializable and scalable.
- 2) A Risk Mitigation Strategy:** Pre-incubators give young entrepreneurs access to a safe environment in which knowledge-based support is provided at low cost and in which the viability of the idea can be developed and tested before taking on the significant risks associated with new business start-up.

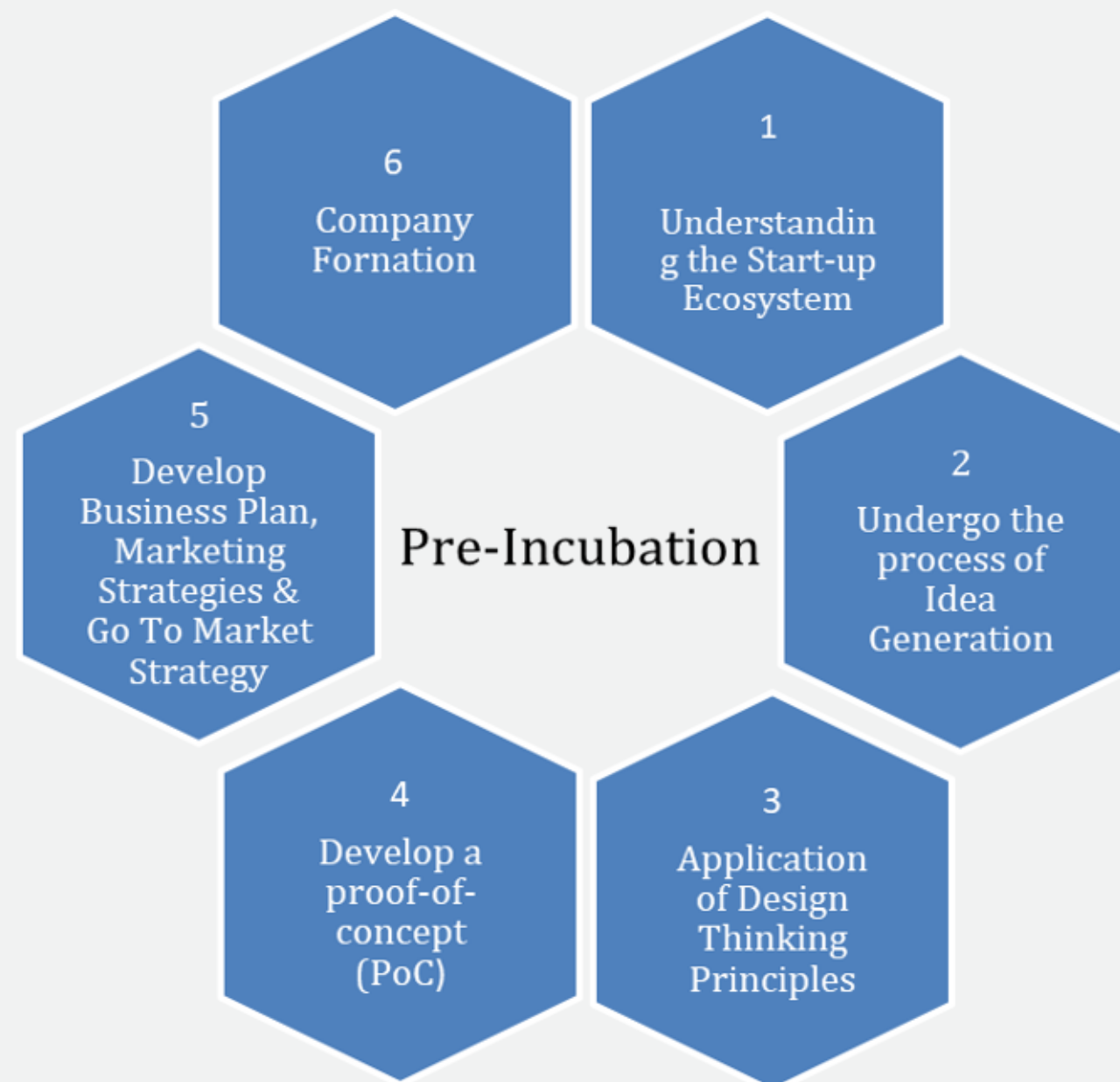




Pre-incubation Outcomes

- To end the process, returning to employment or education.
- To extend the testing period to modify the product or the service according to the customer's needs.
- To start a business based on a valid business plan generated from the previous market testing.





...that pre-incubators play a significant role in developing nascent businesses by setting their robust foundations.

Successful enterprises that "graduate" from pre-incubators and the income levels generated over a given period strongly indicate

