

# DESCRIPTION OF THE ARNOLDO SOLÓRZANO THOMPSON CENTER FOR ENTREPRENEURSHIP

Incubation  
Export-Nicaragua  
Knowledge Creation

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# Mission

To foster competitiveness and sustainable development in the region by promoting a culture of entrepreneurship, enhancing entrepreneurial behaviors and supporting the development of small and medium enterprises in targeted sectors.

# Services

## Incubation

- Office space on campus for up to a year
- Advice from MBA students (supervised by professors):
  - Phase 1: two students full time for two months
  - Phase 2: students are assigned part time according to demand for up to 5 months
- Focus on non-traditional exports and tourism

## Export Nicaragua

- Training in the field and classroom about exporting:
  - Professors
  - Practitioners
- Specialized technical assistance (PFID-MSU)
- Market Intelligence (PFID-MSU) (CIMS)
- Current focus on produce and vegetables

## Knowledge Creation

- Systematization of market intelligence in databases
- Case studies
- Organization of conferences to promote entrepreneurship
- Studies about entrepreneurial frameworks and conditions

# Expected Results

- More and new successful and sustainable business ventures in key development sectors of the economy.
- Innovation and value added to the region's economies through new projects in key development areas.
- A permanent knowledge center for entrepreneurship, exports and tourism for the region's countries.
- A better-developed risk and angel investment sector in the region.
- Creation of market, suppliers, and support services databases.
- Creation of case bank documenting the process undergone by all the new supported projects.
- Creation of a network of new, young entrepreneurs who can interact and support one another in the process of company growth and development.
- Organization of new courses, seminars and annual forums to disseminate new knowledge on new business ventures and the entrepreneurial processes in the region.
- Groups of highly trained MBAs with special capabilities in consulting, new ventures, and entrepreneurship.