



MIT REAP

REGIONAL ENTREPRENEURSHIP
ACCELERATION PROGRAM



acceleration THROUGH COLLABORATION

The two-year MIT Regional Entrepreneurship Acceleration Program (REAP) helps regions accelerate economic growth and job creation. It educates, engages, and enables teams from key regions in the development and execution of a well-designed acceleration strategy focused on entrepreneurial activity.

REAP FACULTY

Scott Stern

School of Management
Distinguished Professor
of Technological Innovation,
Entrepreneurship, and
Strategic Management

Fiona Murray

Faculty Director of the
Martin Trust Center for MIT
Entrepreneurship, David Sarnoff
Professor of Management
of Technology, and Skolkovo
Foundation Associate
Professor of Entrepreneurship

Bill Aulet

Managing Director of the
Martin Trust Center for MIT
Entrepreneurship and Senior
Lecturer for MIT Sloan
School of Management

Edward B. Roberts

David Sarnoff Professor of
Management of Technology
and Chair and Founder
of the Martin Trust Center for
MIT Entrepreneurship



THE RESULTS

By taking advantage of MIT's expertise in the development of entrepreneurial ecosystems, new member regions will participate in a 2-year program enabling them to:

- Design and implement a REAP Acceleration Strategy to harness the power of innovation and entrepreneurship and accelerate growth in their region's ecosystem.
- Build an interdisciplinary team to drive impact and regional strategy implementation.
- Leverage understanding of key drivers of successful innovation-driven entrepreneurial (IDE) ecosystems to design and implement key programs and policies, informed by MIT research and global best practice.
- Deploy MIT rigor and use frameworks to deepen analysis and evaluate their current regional entrepreneurial ecosystems.
- Compare and learn from other regions globally.

ACTIVITIES

EDUCATE

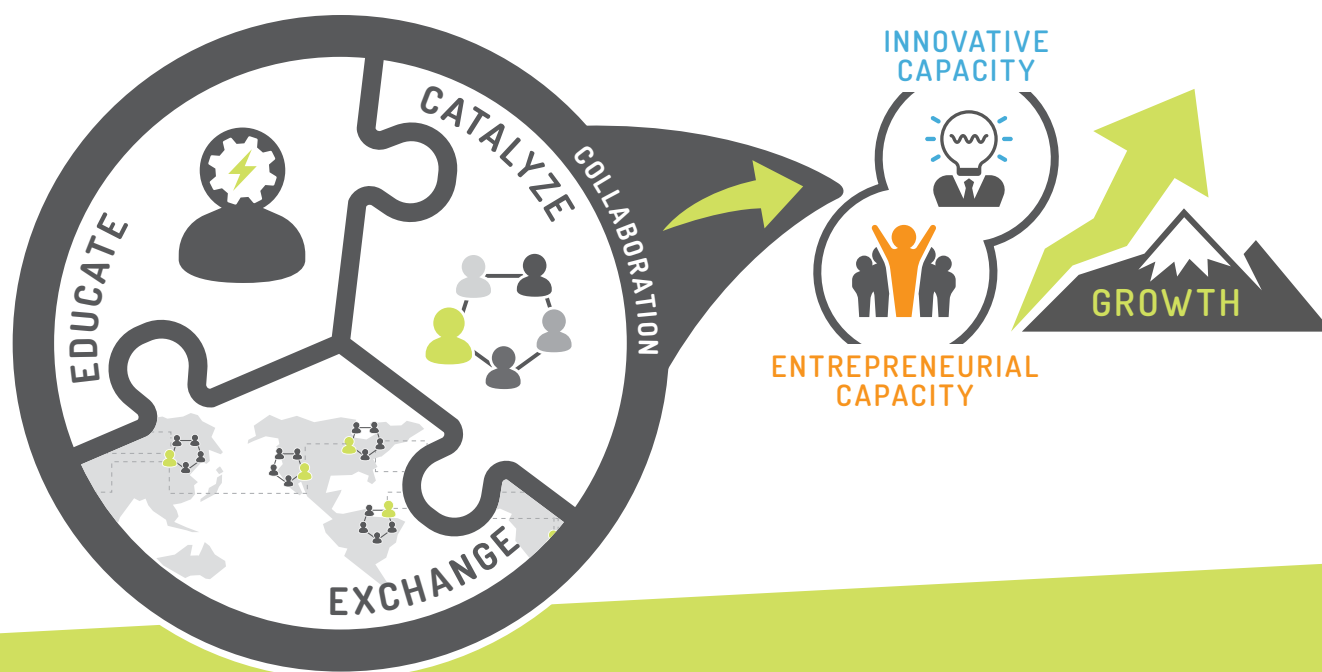
Members have access to MIT faculty, leading-edge research, and tools and frameworks that help each team move from ecosystem analysis to implementation of strategic interventions.

CATALYZE

Teams of key stakeholders ensure representation of ecosystem perspectives around the table, informed strategy development, and leadership and support for proposed programs and policies. REAP acts as a catalyst for intra-regional bridge building and cooperation.

EXCHANGE

Members attend REAP with a cohort of 8 regions to facilitate a community of practice where thought leaders can learn from their peers. This enables idea exchange, benchmarking, and discussion of global best practice.



PROGRAM ARCHITECTURE

The program takes participants through a process that includes activities that aid in a progression from analysis to implementation, enabling regional team members to learn from and collaborate with MIT experts, catalyze regional action, and leverage global best practice through cross-regional cooperation.



WORKSHOPS

(2 AT MIT, 2 HOSTED BY
SELECTED MEMBER REGIONS)

Participants will attend a highly interactive two-and-a-half-day educational workshop twice each year. All regions attend workshops together, where they have time to interact with faculty, work together as a team, and collaborate with other regions.

Workshop activities are designed to share global best practices as well as to critique and iterate regional strategy and intervention design.



ACTION PHASES

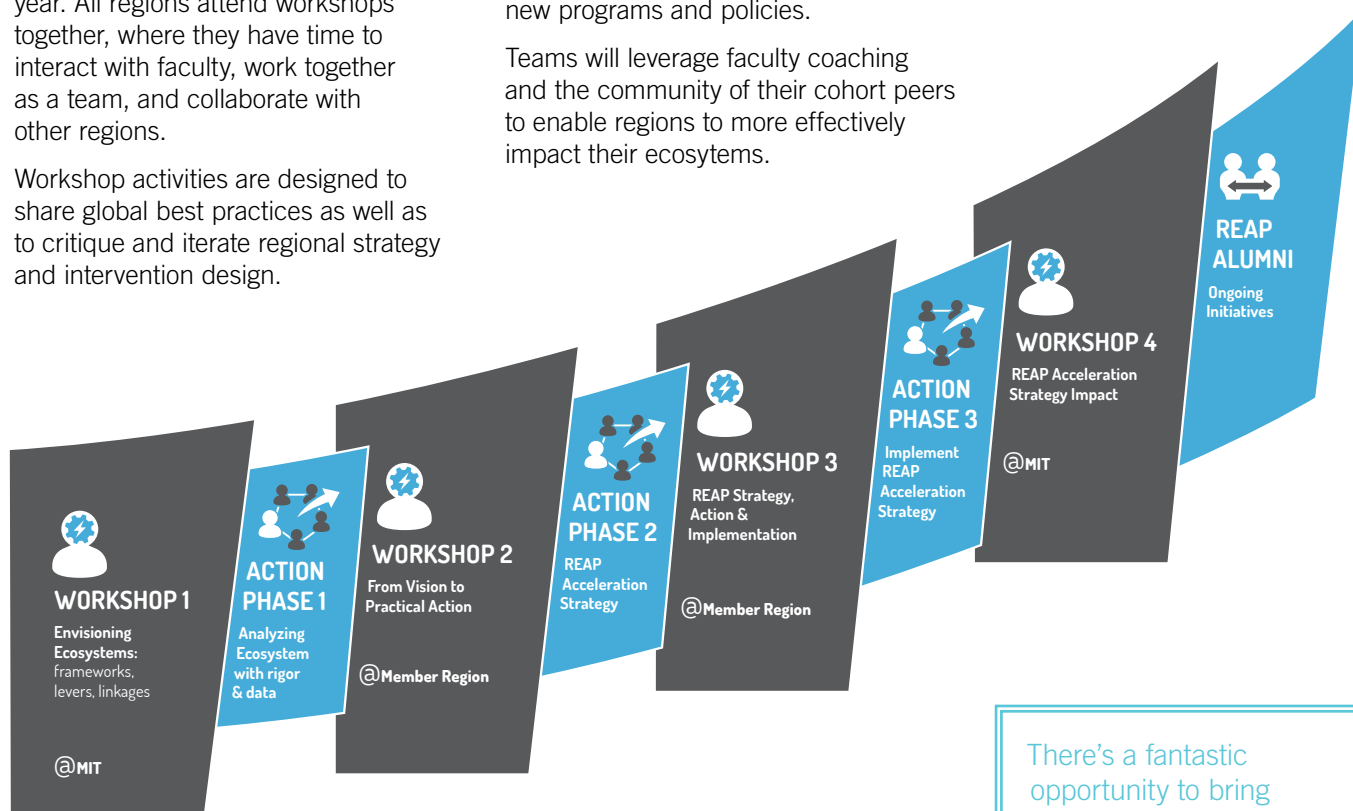
Action phases are active time between workshops for teams to complete specific projects designed to deepen analysis, validate assumptions with a broader network, and implement new programs and policies.

Teams will leverage faculty coaching and the community of their cohort peers to enable regions to more effectively impact their ecosystems.



NETWORKS

The REAP Alumni Community of Practice and the REAP website (reap.mit.edu) keep regions connected during and after their REAP coursework.



So for us, for Scotland, we're really looking forward to making serious long-term improvement in our entrepreneurial system and to growing the economy in a 21st-century way.

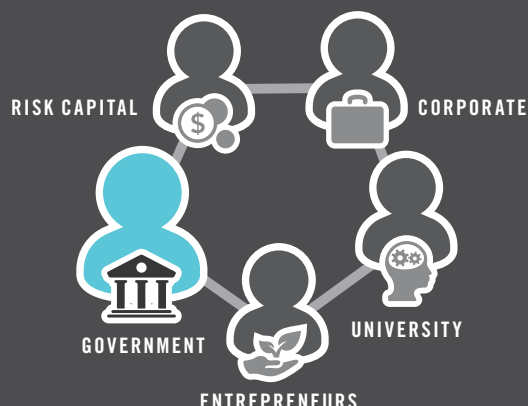
Donna Chisholm
Highlands and Islands Enterprise
Scotland

There's a fantastic opportunity to bring together the initiatives and innovation ecosystem in New Zealand into a coherent strategy. We now have a framework and process for bringing all of this together into something that is going to make a really significant difference for New Zealand.

Brett O'Riley
Ministry of Science and Innovation
New Zealand

How can you help?

REAP grows organically. We rely on members of the MIT community and regional contacts to connect us with the right people to make effective, powerful teams.



TEAM PARTICIPANTS

Executives and decision-makers who:

- Understand their regional entrepreneurial ecosystem.
- Influence policy and programs in their own sector.
- Work to impact strategic change in their regions.
- Gather input and build support for the REAP Strategy.

CHAMPIONS

Successful champions are often energetic, once-practicing entrepreneurs now seated in a public policy, government, or economic development role, with strong connections across stakeholders. The champion's responsibilities include:

- Assembling the right voices around the table for a cohesive, informed, systemic approach to creating impact.
- Completing REAP Application.
- Securing funding.
- Leading from within the team once participation starts.



**THE NEXT
REAP SESSION
STARTS FEB 2014.**

See current regions participating in the program, learn more about the specifics, and apply for consideration (with your assembled regional team) at **REAP.MIT.EDU.**

THE MIT ADVANTAGE

This unique program builds on MIT's deep engagement with the innovation-driven entrepreneurial (IDE) ecosystems in and around Cambridge/Boston. MIT's substantial leading-edge research into the drivers of entrepreneurship, the institutions supporting regional competitiveness, and the role of university-driven innovation, gives us unparalleled expertise in cultivating entrepreneurial and innovative capacities. In addition to our intimate knowledge of the Cambridge ecosystem, REAP faculty practice in ecosystems around the globe.

For more information about MIT's economic impact, please read the report Entrepreneurial Impact: The Role of MIT, which can be found at <http://entrepreneurship.mit.edu/impact>.

