

Entrepreneurial Resources & Resource mobilization

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Defining business resources

These are factors of production

- They can be financial or non-financial
 - Financial
 - Money
 - Cash equivalents
 - Non-Financial
 - Human resources
 - Entrepreneurship
 - Market information
 - Investor information
 - Technology
 - Reputation
 - Goodwill

Developing a business budget

Steps

- Step 1: Identify the key resources
- Step 2: Establish what it takes to access them
- Step 3: Establish whether they are financial or in kind
- Step 4: Find out their financial value
- Step 5: Establish whether the source of financing
- Step 6: Establish the mode of financing

Resource mobilization techniques

- Writing grants
- Fundraising
- Partnerships
- Membership contribution
- Product sales

Key actors in the financing of Engineering projects;

From the Faculty context

- This will be discussed during the presentations
- Participants will share their experiences

Key success factors in resource mobilization

- Feasibility
- Sustainability
- Inclusiveness
- Scalability of the idea(s)
- Network density of the resource mobilization champion

Possible constraints in resource mobilization

- Lack of institutional arrangements
- Lack of Faculty team work (Loners rarely succeed)
- Lack of feasible ideas
- Excessive internal beauracracy

Participants to share their experiences