

100K Strong in the Americas Award Program

--AAMU, LASABANA, & UNIMINUTO

- PI: Dr. Xia (Amy) Zhang, associate professor of accounting, International Program Director, College of Business & Public Affairs (COBPA), Alabama A&M University (AAMU), Huntsville, AL, U.S.A.
 - **Collaborators:**
- AAMU: Dr. Valentina Iscaro, leading academic professor, assistant professor of entrepreneurship, COBPA, AAMU
- LASABANA:
 - Dr. Ricardo Sotaquirá, leading academic professor, Associate professor, Engineering School
 - Angela Patricia Jiménez Gómez, Manager of Internationalization, Engineering School
- UNIMINUTO: Camilo Velásquez Rodríguez, leading academic professor, Subdirector





From Intention to Action: Entrepreneurship and Innovation Initiative to support SMEs in the U.S. and Colombia



Q&A

- How do you identify the right partner?
 - LinkedIn: Connect with Diana Alejandra Gonzalez Penagos, director of internationalization at USABANA
- How did you develop the proposal with your partner?
 - Weekly team meeting to discuss the status of the proposal and continuous refining of the proposal
- Suggestions/advice in that process (outreach, communication, mission/goals align, how can the institutions complement each other?)
 - The theme is in alignment with the unique features of the institution, the location
 - Networking and outreach
 - ❖ Connect with local businesses and entrepreneurship
 - ❖ University support
 - ❖ Engaging and interactive virtual workshops and in-person activities
- What worked well?
 - Better communication and early planning
- Lessons learned (what would you do differently)? etc.
 - Logistics



Executive Summary

UNIMINUTO and **Universidad de La Sabana** have partnered with **Alabama A&M University**, in order to develop an innovative exchange program to support small businesses. The overall goal of the "**From Intention to Action**" program is to enhance in students the birth and growth of an entrepreneurial mindset based on an open innovation approach while having a tangible impact on small businesses from underserved communities in the U.S. and Colombia.

- **100K International Innovation Award Program (Fall 2021-Fall 2022)**
 - 73 applications and 10 were selected for an award. The most competitive 100K competition to date (out of 30 total competitions)!
 - Goal: Through both synchronous and in-person programs, students will explore, experience, and engage by working in teams, solve real-world problems, and gain technical and linguistic skills critical for today's workforce.

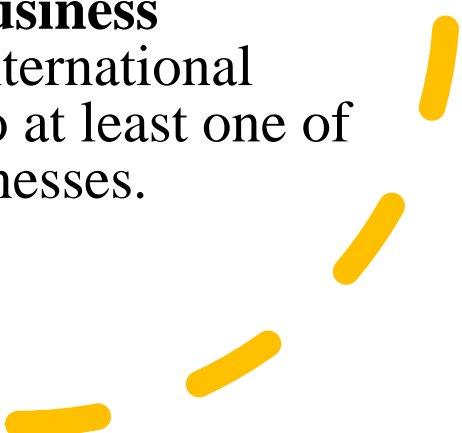


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Collaboration with businesses

The program will **connect students and small businesses** by taking advantage of the multiple channels of collaboration currently existing at our institutions: Business incubators, internship programs, alumni networks, among others. The small businesses that will work with the students will probably be connected to the universities through other initiatives, thus guaranteeing the sustainability and the motivation from the different parties to collaborate.

The partner businesses with whom we will work, will have the role of presenting to students their current challenges and obstacles to grow or become sustainable. These **challenges will be the cases used by students and faculty throughout the program to learn about business sustainability**. At the end of the program, international teams **of students will develop a solution** to at least one of the challenges presented by the partner businesses.

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Participation & Benefits



Sharing your entrepreneur project and experience with the students



Present current challenges, so that the students can develop proposals or solutions to it



Give a training, workshop or webinar as entrepreneurs



To know other entrepreneurs initiatives and expand your network

Program Schedule and Student Northbound/Southbound Mobility:

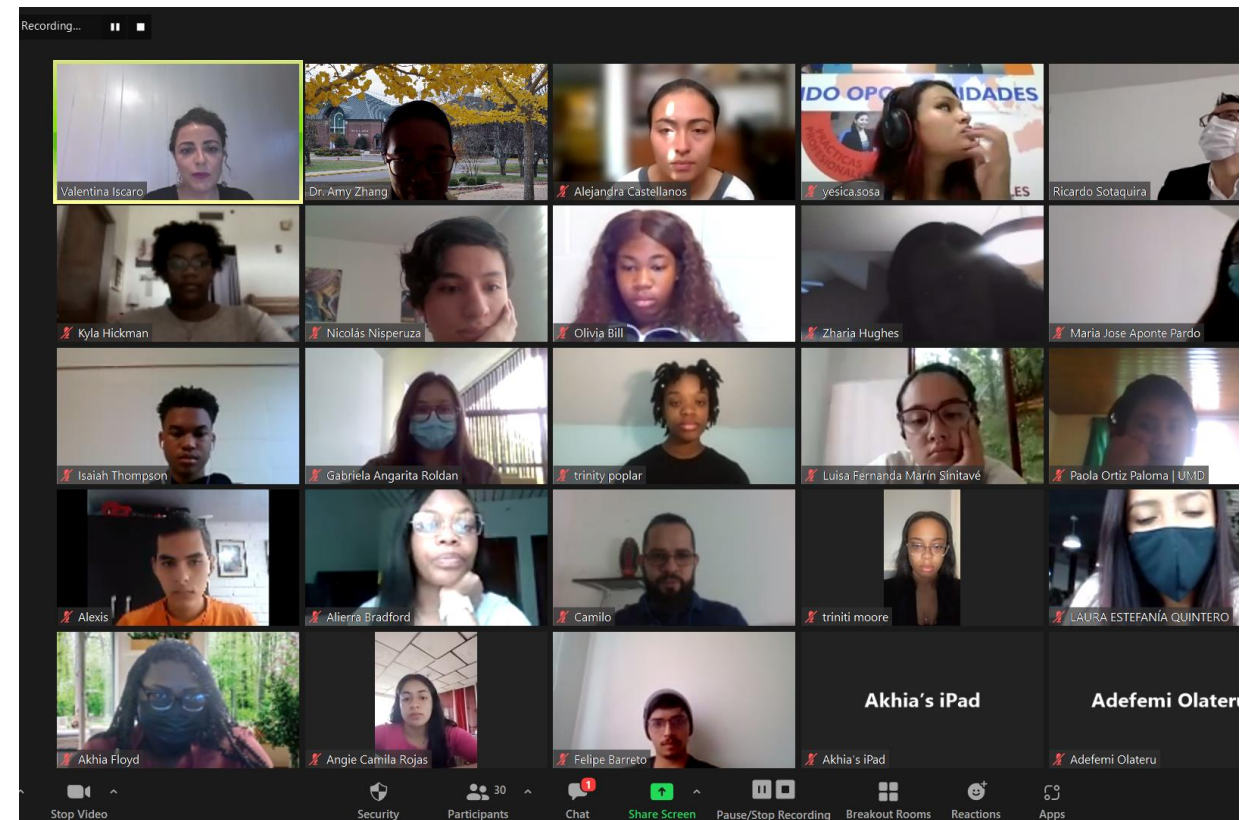
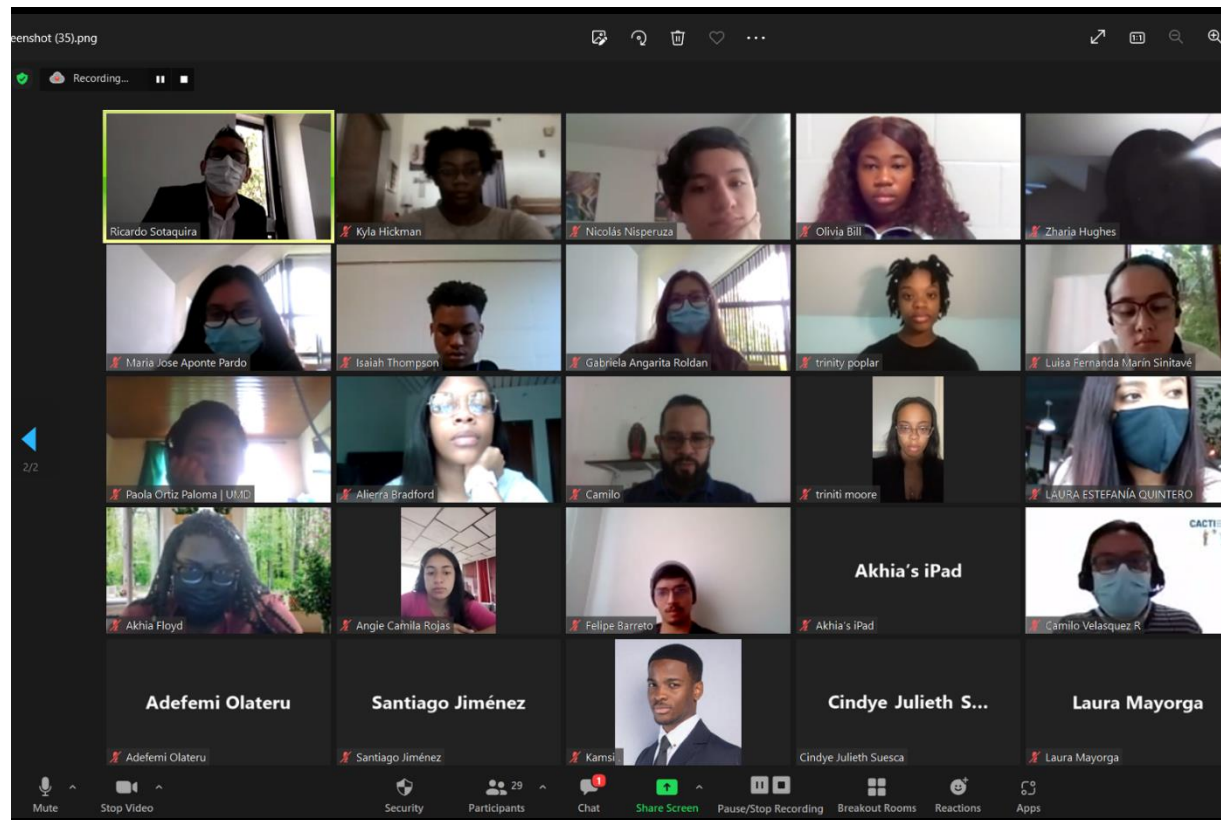
Timeframe	Activities	Student Mobility
20 September 2021– 21 March 2022 April 27, 2022	Phase 1: Training modules and coaching sessions; Case Competition -selection of students for mobility program	Virtual exchange program
June 2-8, 2022 October 13-19, 2022	Phase 2: Study abroad ❖ one week in Col. ❖ one week in the U.S.	4 students southbound 4 students northbound

- **100K International Innovation Award Program (Fall 2021-Fal 2022)**

- ❖ Two virtual workshops in Fall 2021 and two virtual workshops in spring 2022 and one group business challenge competition in April 2022
- ❖ Summer 2022 AAMU team South Mobility program with two collaborating institutions—LASABANA and UNIMINUTO in Columbia
 - 2 COBPA faculty and 3 AAMU students
- ❖ Fall 2022 Colombian Team North Mobility Program at AAMU in Huntsville, AL
 - October 13-19, 2022, three faculty and four students from LASABANA and UNIMINUTO in Columbia



100K Strong Business Challenge Competition-30 students in 7 teams and 8 judges from 5 business and three institutions in two countries--April 27, 2022



100K Strong AAMU Team South Mobility Program with LASABANA & UNIMINUTO- Summer of 2022



Trinity Poplar's presentation

June 7th



- We had one last blast and tour at: **La Sabana**
 - We then visited: **The Salt Cathedral of Zipaquirá, also located in Cundinamarca.**
- And after our walk through this beautiful cave and church we said our last goodbyes.

Until the next time, we hope to meet again.

- THANK YOU -
For Viewing This Presentation



***Presentation to
100K Strong Webinar***

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