

# RSE/SE Enterprise Fellowships Phase III

## Frequently Asked Questions

**1) When is the next closing date?**

The closing date for the current round is 24 April 2009. The closing date in the autumn is 6 November 2009.

**2) If I don't apply at the next round when will I next be able to apply?**

Calls for applications will normally happen twice a year. One in the autumn for an April intake of Fellows and one in the spring for an October intake. However, this is subject to demand and availability so to be kept up to date please register your interest in future rounds at [resman@royalsoced.org.uk](mailto:resman@royalsoced.org.uk).

**3) Does the Commercialisation Proposal on the application form have to be the full three pages in length?**

No, but don't forget that you have to convince the panel that your idea is realistic and has the required potential to form the basis of a growth company.

**4) Can the three page Commercialisation Proposal be double-sided i.e. six pages in length?**

No, one of the challenges of the application process is that you are able to make your case for your business idea in a clear and succinct manner.

**5) What stage of development should my product or idea be at when I apply?**

If you plan to spend the year doing further research you are not yet ready for an Award. If you envisage spending at least half of your time developing an investment ready business plan, with up to half of your time designing or developing your product or a working prototype then you are probably well placed to benefit from the Programme. In this case you will need to convince the Assessment panel that the year of support will help you make real progress towards your ambition to win investment and/or product sales.

**6) Can I apply for PoC and the Enterprise Fellowship at the same time?**

No, Proof of Concept and Enterprise Fellowships are separate programmes, awards in both cannot be held concurrently.

Awardees in either programme should have clear commercialisation objectives which can be achieved within the scope of their award. Therefore, granting of awards by both programmes concurrently to the same project would represent 'double funding' towards the same objectives and would not represent the best use of public money.

Please refer to the Scottish Enterprise [Proof of Concept webpages](#) for information on its application process.

**7) What does the Business Training consist of?**

There is an initial four day induction followed by 5 two day modules up to the mid-point of the programme, after which there are five one day issues workshops. You must also make a presentation at the half-way point and again at the end of the programme.

Subjects covered through the training include:

- Understanding the Market and Customer needs
- Trading Forms, IP Rights & Legal Obligations
- Finance, Business Planning & Enterprise Modelling
- The Human Aspects of Business
- Product Development & Operations

**8) Can I carry out the Business Training elsewhere?**

No, The Hunter Centre at the University of Strathclyde is the current contracted provider of the Business Training for the programme. Attending training (and other events) alongside other Enterprise Fellows is an important feature of the programme. Other Fellows form just one of the networks that can benefit your business.

**9) How often do I need to attend the Hunter Centre in Glasgow?**

There is an initial four day induction followed by 5 two day modules up to the mid-point of the programme, after which there are five one day issues workshops. You must also make a presentation at the half-way point and again at the end of the programme.

The first day of the four day induction programme will be hosted in a Scottish Enterprise office.

**10) Do I find my own mentor or is one provided?**

As part of the training provision and in partnership with The Hunter Centre, Innovation Centres (Scotland) Ltd will arrange a suitable Mentor for each Enterprise Fellow.

**11) Can I use my own mentor if I already have one?**

As mentioned above Innovation Centres (Scotland) Ltd will arrange a suitable Mentor for each Enterprise Fellow. In addition, the Programme encourages all Fellows to seek wide ranging advice from experienced entrepreneurs and business advisors across Scotland – hence please feel welcome to continue to seek advice and assistance from business mentors that have helped you to date.

**12) How soon after interview will I hear if I have been successful or not?**

We usually aim to communicate decisions within 2-3 weeks of the date of interview.

**13) Is feedback provided if I am unsuccessful?**

Yes, we provide feedback summarising the views of the selection panel.

**14) Can I apply again if I am unsuccessful?**

Yes, but you are advised to consider the feedback from an unsuccessful application carefully before re-applying. If you submit an application that has not addressed this feedback it is highly unlikely you will succeed at a second attempt.

Any resubmission is subject to the same open competitive application process as other applicants and is therefore not guaranteed of success.

**15) What criteria do the panel use when assessing applications?**

The panel will look at:

- Effectiveness of technology
- Market potential
- Robustness of IP position
- Entrepreneurial potential of the applicant
- Proposed route to commercialisation
- Fit with programme