

# Practical Action Training for Entrepreneurs

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**TURKEY 1990....**









SULTAN AHMET CAMII  
İÇİ VE DÜŞÜK  
KAPALI DEVRE KAMERA  
SİSTEMİ İLE KONTROL  
EDİLMEKTEDİR







# Economists expect no growth this year

By Maev-Ann Wren,  
Economics Editor

THE BUDGET will have a deflationary effect on the economy with GNP showing no growth this year, according to the Economic and Social Research Institute.

However, ESRI economists forecast that the economy "should bounce back" next year and that this year's cuts could suffice to stabilise the debt.

The Budget may have an immediately encouraging effect if, as financial markets expect, the Central Bank reduces its interest rate in the next few days and precipitates a further fall in bank interest rates.

However, no one expects economic recovery this year. With public service employment expected to fall by 9,000, employment will fall again this year. The Department of Finance forecasts a fall in employment in its document outlining the economic background to the Budget yester-

clearly deflationary Budget on growth this year. However, in his Budget speech Mr MacSharry quoted the ESRI's recent forecast that with a stable external environment, economic growth could return to rates of between three and 3.5 per cent per annum, once the public finances were corrected.

This year's Budget advances the Government some considerable distance towards the target of stabilising the debt by reducing the Exchequer borrowing requirement from 10.3 per cent to 8.2 per cent of GNP. If the ESRI's forecasts are correct (and they do require a favourable world environment), then further significant cutbacks should not be required to reduce borrowing to the point where the debt is stabilised.

Yesterday's Budget took as its starting point the cutbacks announced in the Estimates last October. The estimates reduced spending by five per cent or £410

scheme.

The major spending items in yesterday's Budget were the public service pay deal (£70 million) and social welfare increases (£45 million). In conjunction with tax relief of £91 million, the Budget placed demands of some £250 million on the Exchequer.

However, tax increases and new tax measures coupled with additional revenues from the National Lottery contributed some £150 million to the Exchequer.

The Budget consequently softened to some degree the full potential impact of the cutbacks in spending on overall demand in the economy.

The Government is forecasting an inflation rate of 2.5 per cent this year. The tax relief is sufficiently generous to give all taxpayers real increases in take-home pay.

The structuring of the relief means that single people will benefit more than married couples



# Requests for free food may total 500,000

By Andy Pollak

THE MAJOR distributor of food under the EEC free food scheme, the St Vincent de Paul Society, said yesterday that it was receiving hundreds of telephone calls every day at its Dublin headquarters, and the number of people looking for free milk, beef, butter, cheese, flour and sugar could reach 500,000 by the time the scheme runs out at the end of March.

That would be 200,000 more people than the society expected to be dealing with when the scheme began at the end of January, and half the total number in the country estimated to be living under the poverty line.

A spokesman for the Department of Agriculture said that on a proportional basis the Republic was now distributing more food under the scheme than any other

Similarly Dublin's bakeries, some of which were very unhappy at the prospect of losing custom by handing out free bread — made from EEC flour, finally agreed on Friday to co-operate fully with the scheme.

The Department of Agriculture has predicted that by the end of March the following amount of free food will have been distributed: 15 million litres of milk (worth £6 million), 1,400 tonnes of butter (£3.3 million), 1,200 tonnes of beef (£3 million), 600 tonnes of cheese (£2 million), 1,800 tonnes of flour (£600,000) and 600 tonnes of sugar (£400,000); a total of £15.3 million worth of food.

Both the Department and the St Vincent de Paul Society believe that the traditional involvement of Irish charities and voluntary groups in the provision of welfare and community services had greatly facilitated the scheme here



# Jobless up to new high of 254,526

By John Cooney and John Stanley

THE NUMBER of people out of work at the end of January rose to a new high of 254,526, a jump of 4,348 since the start of the year, the Central Statistics Office announced yesterday.

The new figures provided further ammunition for the Government's critics with only 10 days to go before polling on Tuesday, February 17th.

With unemployment identified



# Educating them for emigration

KILTIMAGH there's a premium set on second education, especially for the girls.

the classes which had St Louis's Secondary School and Colaiste Raifteiri from 1973 until 1981, for example, 79 per cent sat the Leaving Cert. What hope lay behind those efforts? To Hugh O'Malley, Vice-Principal of St Louis's, the answer is so simple he seems baffled that he would bother asking.

"Because they've got to get out if they're getting out they will, as well as get out well," he says. Born and bred here, he knows it's an ingrained thing. Parents have been conscious of it since he was a child that the young people have to go so they like to give them the best chance they can. Of his own four children three are away at university; one is in medicine, two engineering. "I never, he says, come back



England animals were the zoo. They were a day out. I remember once we went on a school tour to a so called farm and saw maybe one or two of each animal and that touched me because I had ties with Ireland and I knew that that was what was there."

Even on the wettest day the West has to offer, sitting looking out at vast tracts of sodden fields Mary is still lyrical about the magic of that time when they first came home. "It was like a fantasy. We had our first real pet - a dog. All you'd get in England was a budgie in a flat."

The last at home she's extremely attached to her parents. She'd go to Galway or Castleblayney to work if she got an office job with promotion prospects, but not much further and though the farm is small if she got the chance she'd love to take it over. "And I could I'd buy more land."

Luke O'Malley, principal of the town's vocational school Colaiste Raifteiri where two thirds of the 155 students are boys, sees ve



# 250,000 jobless may break Coalition

By John Cooney, Political Correspondent

THE RECORD level of just over a quarter of a million unemployed, published yesterday, puts intense pressure on the four Labour Party Ministers to pull out of the Government after next Wednesday's Cabinet meeting on the Budget. Such a move could force the

200 jobs  
to go at  
computer  
firm



Dr FitzGerald

dissolution of the Dail, with an election on February 12th.

The latest official figures, showing almost one in five of the workforce to be jobless, may encourage Fine Gael Ministers to make concessions to their Labour colleagues at Wednesday's meeting.

Both partners regard this meeting as crucial for their survival, and they have entrusted the Minister for Finance, Mr Bruton, with the task of holding talks with

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**Explanations of jobs trend  
harder to find: page 3.**

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individual Ministers with a view to presenting a draft



- 48 of Global Top 50 Tech Companies
- 1200++ Start-ups
- €300M start-up investments in 2015
- Vibrant & Growing Ecosystem
- 3 of top 10 incubators in Europe (inc Ryan Academy)
- Ambition to be Start Up Capital of Europe







**Tony Ryan, Founder Guinness Peat Aviation (GPA)**

# GPA to place record 200 aircraft order

THE largest aircraft order in aviation history will be announced next Tuesday by the Shannon-based aircraft leasing group GPA, the group's chief operating officer, Mr Jim King confirmed yesterday.

Mr King would not give exact details of the order, but it is understood that over 200 Boeing, Airbus and McDonnell Douglas aircraft will be ordered at a cost of between \$15 billion and \$20 billion, with each manufacturer receiving about one-third of the order.

The GPA order will include narrow and wide-bodied planes and will be well ahead of the previous biggest aircraft order, the \$10.5 billion order placed by the US airline Delta last September. GPA is placing this major order to meet an expected boom

ness Peat stake in GPA, have reported that they are revising upwards their profit forecast for the group. Davy are now saying that GPA's after tax profits in 1989 will be \$151 million. The following year, the group is set to make \$189 million.

Davy analysts believe that GPA should be valued at 11½ per cent to 12 times forecast earnings for 1989 and 1990, which would place a value on the shares of \$395 to \$410. That would value GPA at a notional capitalisation of \$2.17 to \$2.28 billion — over £1.5 billion.



# GPA faces crucial talks with banks over financial trouble

By John Maher and Mary Canniffe

**GUINNESS Peat Aviation** (GPA) moved yesterday to dampen speculation that it was facing a financial crisis, denying reports that it was in critical talks with its bankers over the weekend.

But company sources privately admitted that the aircraft leasing and finance group faces a "horrendously difficult" task this week as it resumes crucial negotiations with bankers and shareholders aimed at effecting a major financial restructuring.

The critical situation has come about because GPA's plans were built on an assumption that the company would raise about \$600 million in a stock-exchange flotation in June.

The flotation costs were about \$23 million, and other write-offs could leave GPA unable to report a profit when it publishes full-year results in March.

Since the failure of the flotation, GPA has been trying to raise funds from existing shareholders, but they have been slow to make commitments.

GPA needs money to continue its aircraft acquisition programme, which it has already cut by more than half. The group had ordered almost \$12 billion worth of new aircraft. After negotiations with aircraft manufacturers, the value of craft on order has been reduced to about \$5 billion. But the aircraft manufacturers still want to see a financial restructuring at the group.

GPA is now looking for an assurance of continuing support from its banks.

Bankers and shareholders are manoeuvring to try to ensure that all contribute towards solving the company's funding difficulties.

Some shareholders, such as Aer Lingus and Air Canada, may not be in a position to invest because of cash shortages in their own businesses.

GPA has delayed a major fund-raising effort — the sale of a block of aircraft with leases attached — which was to total \$752 million, pending the completion of the financial restructuring programme.

Speculation from the US that GPA will need Chapter 11 protection from creditors in order to work out its funding problems has been described as "absolute rubbish" by the company's vice-president, Mr Jim King.

*See also page 16.*





**Ryanair Today: 106m passengers p.a.  
78 bases, 330 x B737-800's, 19\$B Value**





**LEGACY?**

**Dare To Think BIG & Different:**

**“Better to Break the Handle than to Let the Spade Rust”  
Asked – How to Support Entrepreneurship Systemically?**





- Everyone has entrepreneurial potential
- We can teach and learn entrepreneurial methods & mindsets
- Best **learnt by doing** with **real engagement** from *experienced entrepreneurs & investors*
- Linked with University – but not ‘Living there’



**DCURRYAN  
ACADEMY**  
FOR ENTREPRENEURS

**Our job is to accelerate startup  
businesses to scale to bring innovative  
products to their customers more quickly**





# Over 5,000 Entrepreneurs Supported to-date

## Recent Programmes

### Number of startup businesses supported:

Startup Scaleup – Internet of Things	33
Welcome – Euro Startup Network	178
Female-led Startups	45
UStart Student Teams	35
Propeller ICT startups	29

### Number of individuals supported:

Job Seekers (Springboard)	600
Get Started – Scientific Researchers	220
Social Entrepreneurs	75

**Stand Up**

**Start Up**

**Scale Up**



# Stand Up





“I am Entrepreneurial”

• Disagree



• Agree

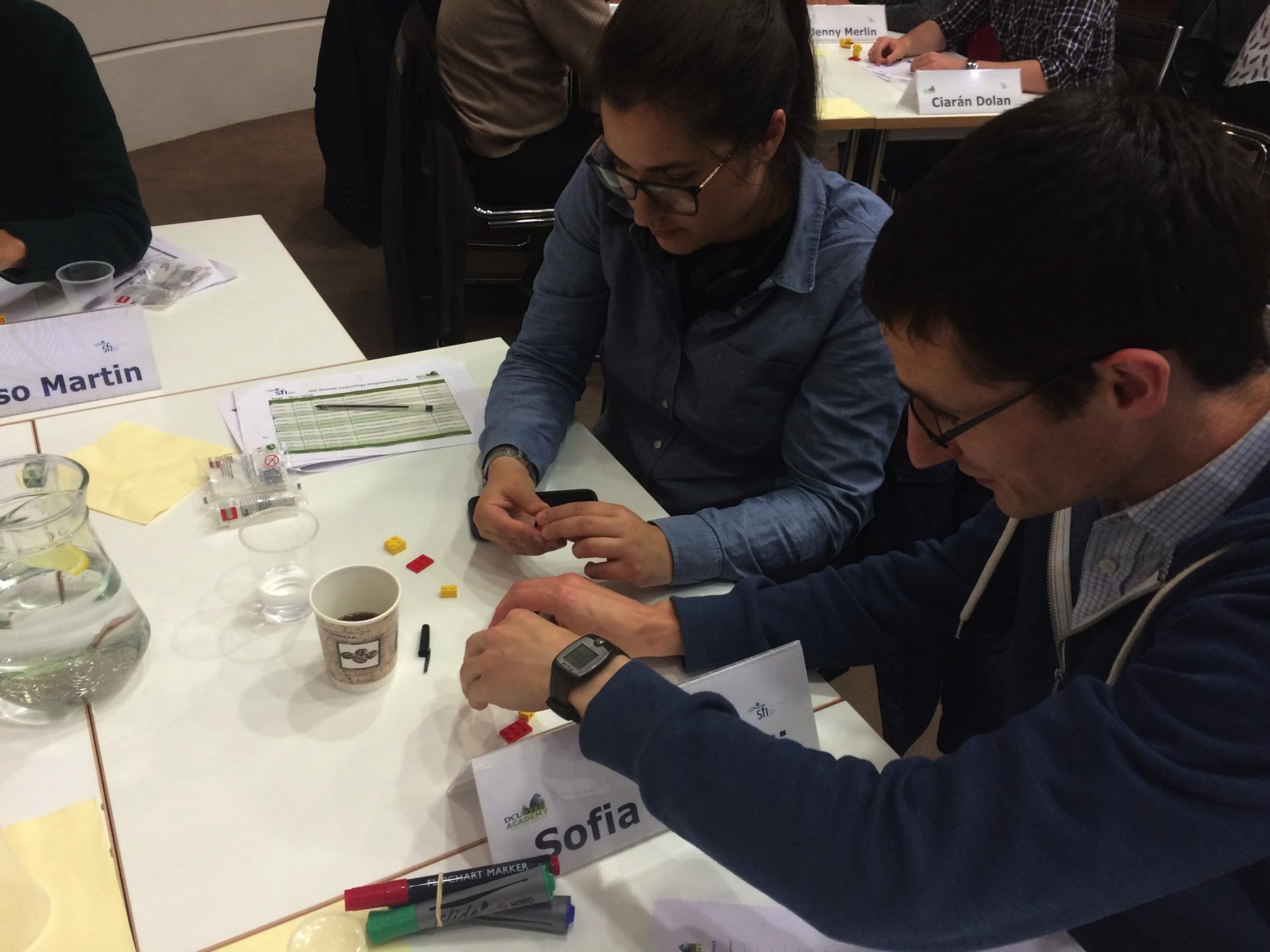


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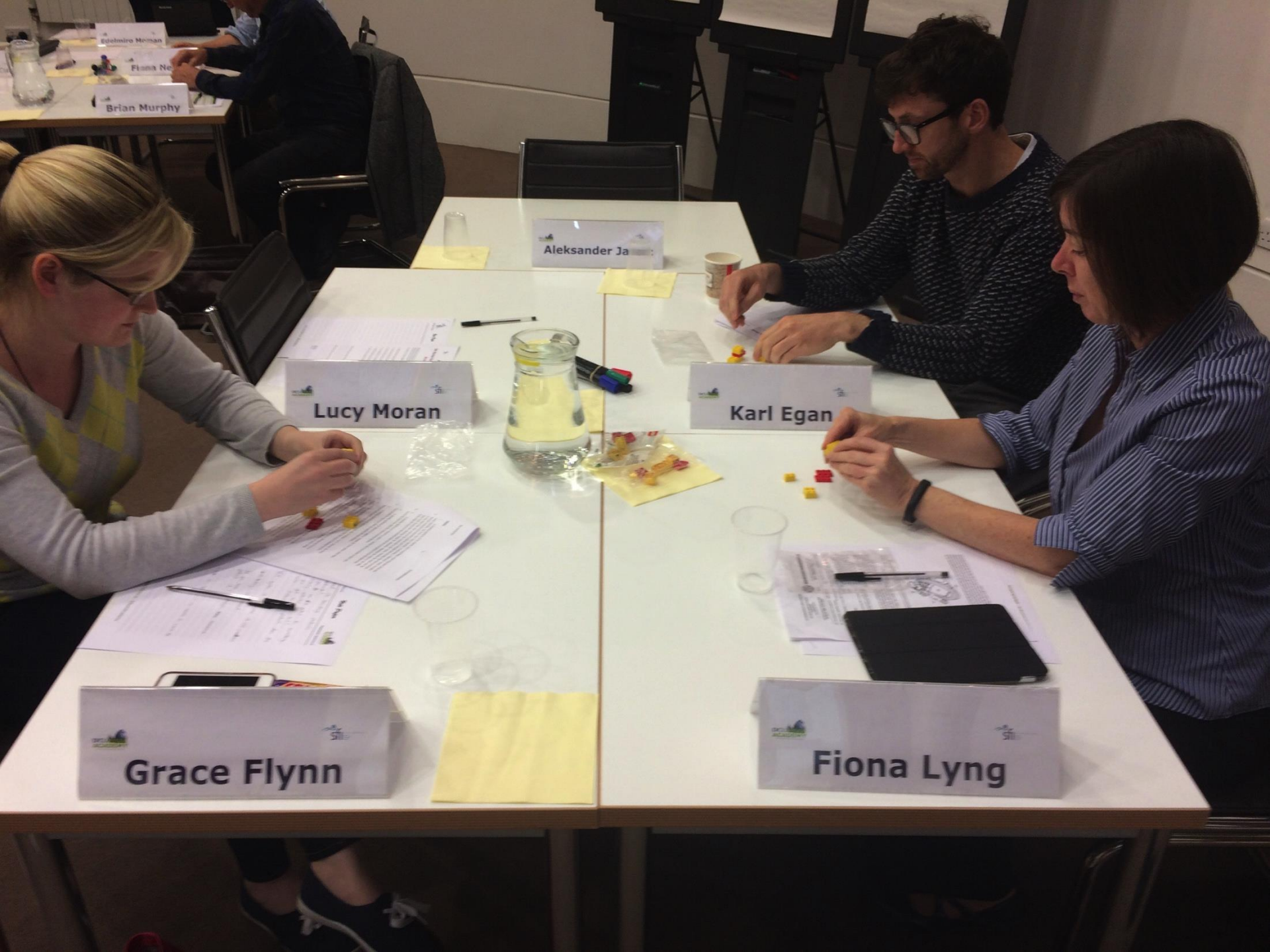
Denny Merlin

Ciarán Dolan

DCU  
ACADEMY  
**Sofia**







Aleksander Ja

Lucy Moran

Karl Egan

Grace Flynn

Fiona Lyng

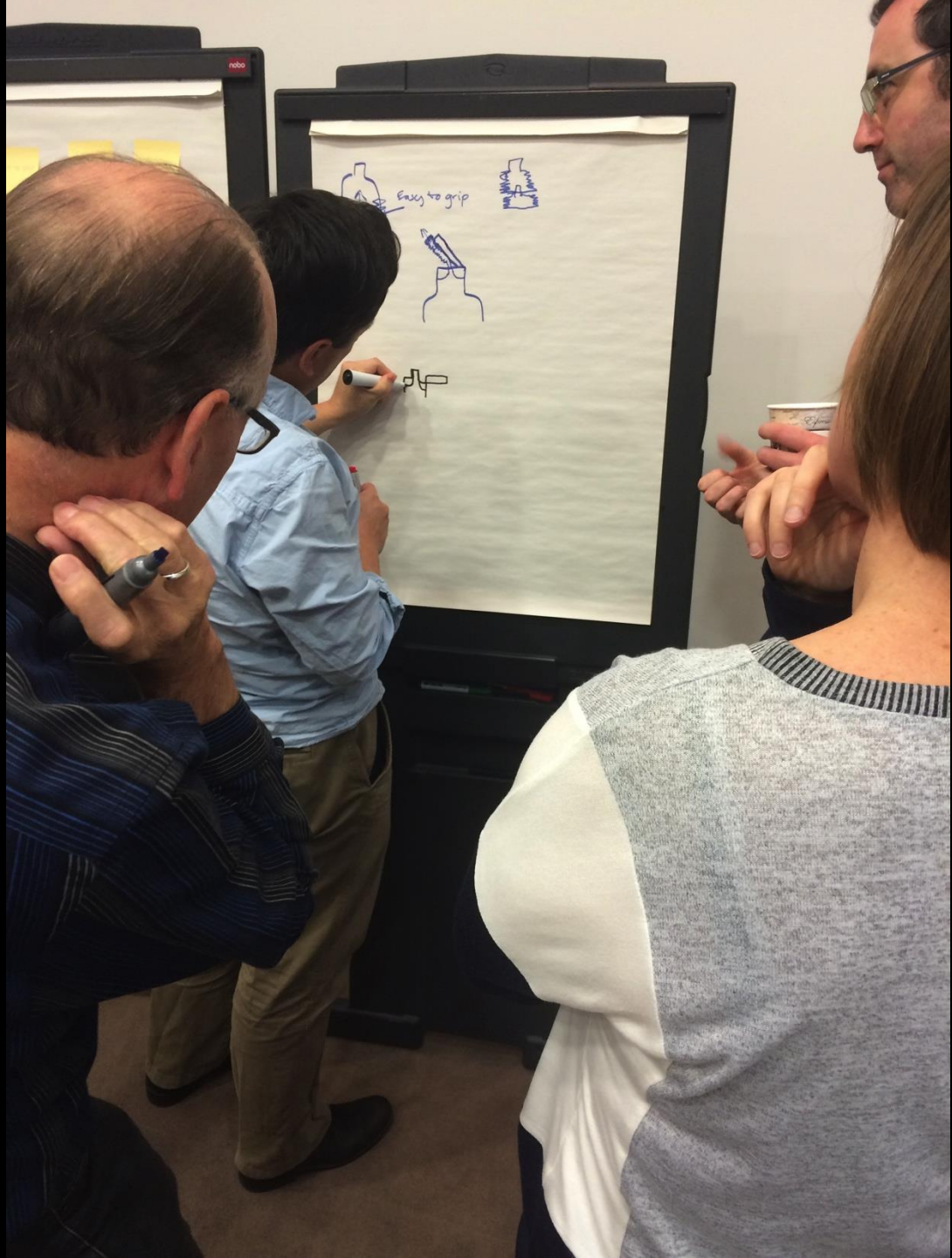
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New Rules  
DCU  
ACADEMY



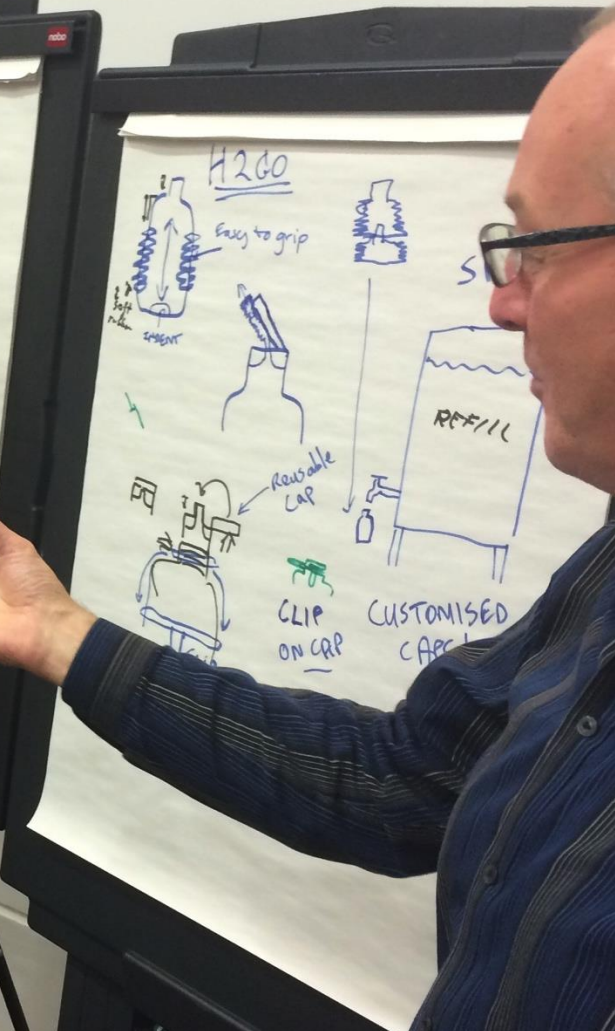
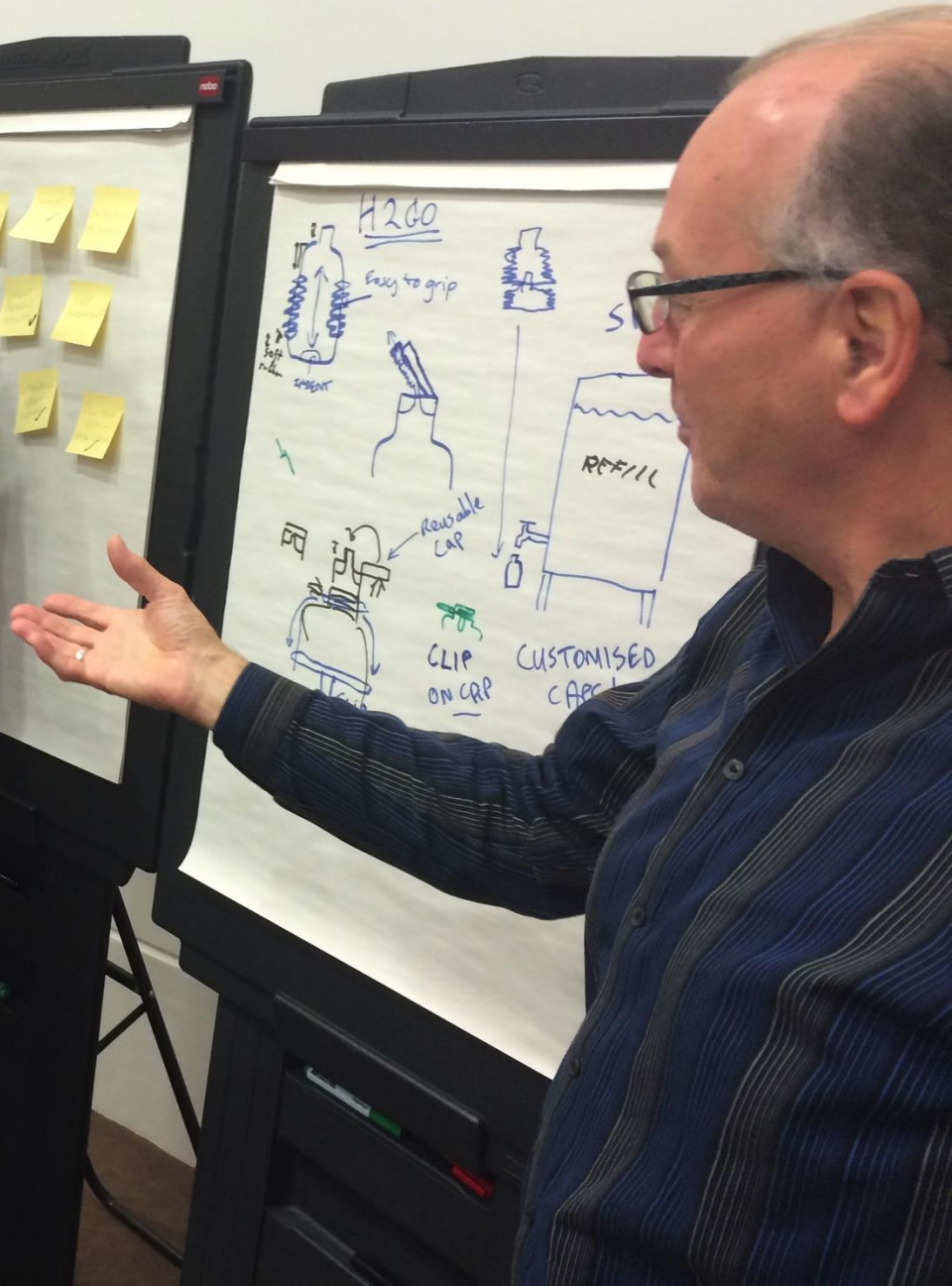




**Design Thinking.**



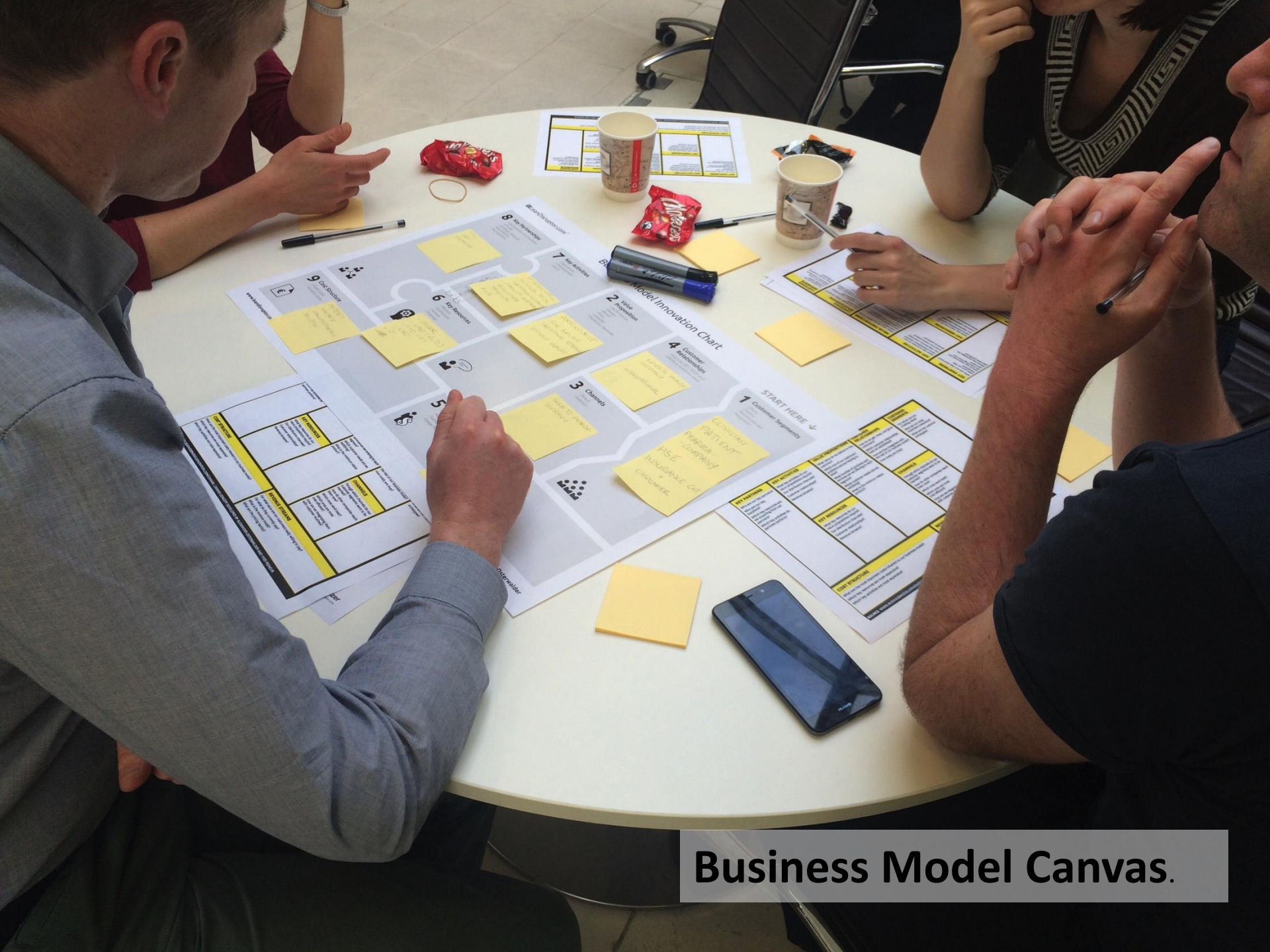












**Business Model Canvas.**







# DCURRYAN ACADEMY FOR ENTREPRENEURS



POD 2

ENTREPRENEURIA

DCURRYAN ACADEMY  
786  
dcurrencyanacademy.ie





DCHRYAN  
RYAN  
EMY  
ENTREPRENEURS

POD 2





# What Did You Learn / Gain ?



“To try to think like an Entrepreneur AND a scientist”

“Feeling like I could be an entrepreneur – before the course I didn’t think I could at all”

“Don’t be so afraid of failure”

“Better appreciation of Value Proposition”

“Have a clearer vision on how to bring my product to market”

“Just DO It!”





**DCURRYAN**  
**ACADEMY**  
FOR ENTREPRENEURS

## Social Entrepreneurship Hackathon





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FOR ENTREPRENEURS

## Female High Fliers Accelerator Programme



**“People over 55 are  
TWICE as likely to  
found successful  
companies, as those  
aged between 20 & 34”**

*Kauffman Foundation*







**Engage through**

- **Information Evenings & Presentations**
- **Hackathons**
- **Startup Events**



**Emphasis on :**

- **Learning, Fun, Networking**



# Start Up



# Range of Courses & Programmes

- Full-Time & Part-Time Options
- Accredited & Non Accredited
- General & Sector Specific
- Ireland & International (EU, Saudi Arabia, Turkey(?))





## DCU partners



## Irish partners



## International partners



## European partners



**We work with partner organisations to leverage combined expertise**



# Scale Up



# Incubator & Accelerator Programmes



**Female  
High  
Fliers**



**INVESTMENT €0 .....€200K**

**Business Model Innovation, Scalability**

**Customer Journey**

**Metrics**

**Business Branding**

**Channels**

**Revenue Streams & Costs**

**Digital Marketing**

**Lean Leadership**

**Key Partnerships**

**Sales Strategies**

**Customer Relations**

**Key Resources & Activities**

**Export Strategies**

**Funding Sources**

**Financial Modelling**

**Pitching Skills**

**Scalability, Sales Growth, Ambition**

**Investment & Financial Management**

**Effective Communication & Confidence**



# Accelerator Programmes Offer



**Connections**



**Community**



**Mentorship**



**Services**



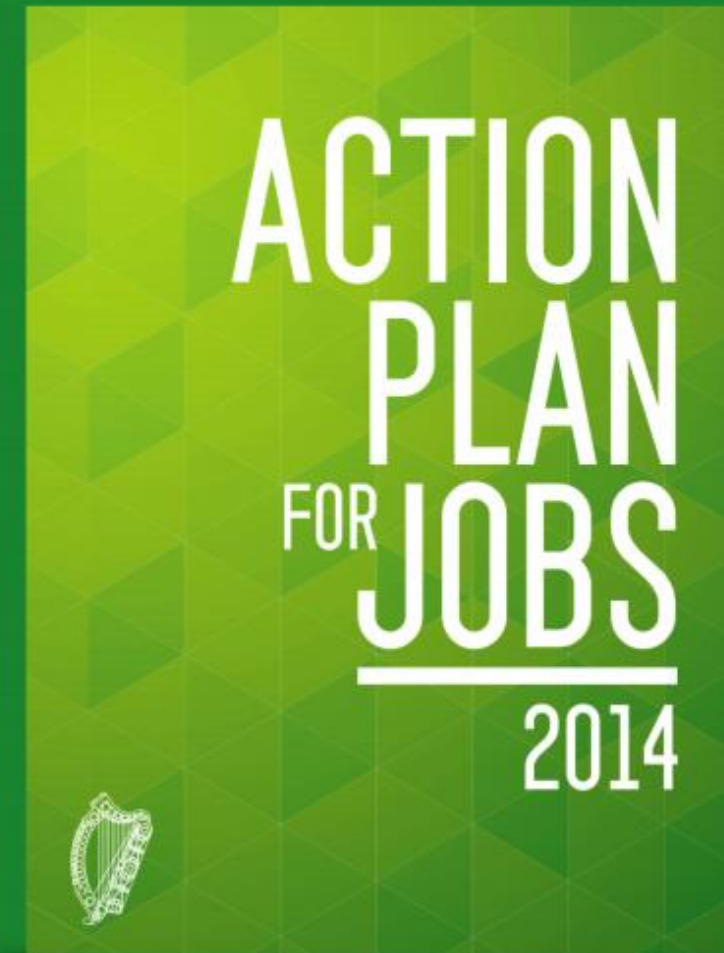
**Coaching**



**Resources**

The **Irish Government** has identified that startups are important to the economy

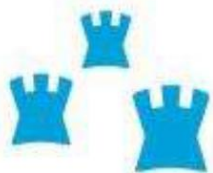
“Particular focus on entrepreneurship as **two thirds of all new jobs** are created by startup businesses.”





# Activating Dublin: #bestplacetostart

A report on maximising the potential of the Tech Startup ecosystem in Dublin



Dublin City Council  
Comhairle Cathrach Bhaile Átha Cliath

AN ACTIVATING DUBLIN INITIATIVE

**CREATIVE  
DUBLIN  
ALLIANCE**



**dublinchamber**  
of commerce

# Welcome to Dublin

MORE THAN 1200 STARTUPS, 250 GLOBAL TECH COMPANIES AND €300M+ RAISED IN 2015

## Startups, Scaleups, Investors. It's all here for you.

### Why Dublin?

Why Dublin's Fair City is a great tech city.

### About Us

The mission, the philosophy and the goals of this office.

### What We Do

Our projects, programs, events and how we can help.



THE COMMISH'S LATEST BLOG

## Let them know you're Irish

SUBSCRIBE TO DUBLIN GLOBE

A Digest of Dublin Tech Insights, delivered every Monday.

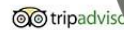




# 'Céad Míle Fáilte

# Welcome to Dublin'

## Eoghan Stack, CEO Ryan Academy





# Ankara : 2021 and Beyond?

- Who **You** Are, What **You** Know, Whom **You** Know, Not What You Need
- Don't Aim to be the Best, Be the **Only**
- Don't Find Yourself, **Create** Yourself
- **Action** Trumps Everything

Prof Heidi Neck, Babson, 4 Key Principles



# Ankara : 2021 and Beyond?

**Your**

**Entrepreneurial**

**Journey**

**Thank You and GOOD LUCK !**