

Powercor Swinburne Hatchery

Powercor Australia Ltd, an energy distribution company, is sponsoring and underwriting the costs of a business hatchery where concepts are developed and planned to the stage of launching new ventures. Two teams will be placed within the hatchery to develop new adjunct businesses. All Swinburne staff and students will be eligible for a maximum of one year to use the facility, subject to strict criteria. Swinburne Chancellor, Dr Douglas Mitchell (pictured right with Powercor Australia CEO Mr CT Wan), officially opened the hatchery located on the second floor of the AGSE building on 22 May 2002. For further information contact Professor Tom Mckaskill on 9214 8422 or email tmckaskill@swin.edu.au.



AGSE Students Win Best Business Plan Award



AGSE is delighted to announce that Peter Galvin and his team of AGSE students (above), Micah Atkin (PhD), Seth Jones (MEI), Daniel Kaplon (MEI) and Michael Curran (MEI), were awarded the "Best Business Plan and Incubator Award" at the MOOT CORP Australia "Winning Venture" Business Planning Competition, held 4-6 April 2002. Peter Galvin is the subject convenor for the MEI subject, The Business Plan. The winning business plan titled "Genescape", is about the development of an enabling micro-fluidic technology that obtains DNA from whole blood. The technology is applicable

to global markets currently worth \$500M and growing. It can be integrated with other technologies into point of care devices, which enable almost instant diagnosis (5 minutes) of fatal diseases. The applications and size of markets are enormous. Thus, this technology has huge potential in application to global health problems.

MOOT CORP is the first and longest operating world competition that simulates the real process of raising venture capital. The MOOT CORP competition was founded in 1984 by two MBA students studying at the Texas Business School, University of Texas. MOOT CORP was to become what "moot court" was in Law Schools. A challenging and prestigious competition in which teams of aspiring entrepreneurs (namely MBA students) would conceive a new business idea, develop the idea into a written business plan, and finally present the plan to a panel of experienced venture capitalists, entrepreneurs, lawyers and accountants in the hope of winning start-up funds.

The MOOT CORP competition runs both at a national level (Australia wide) and at an international level (held yearly in Austin, Texas), and is open to all MBA and MEI students. Last year, AGSE came second at the international competition held in Texas.

Doctoral Student Receives Highly Commended Award

Congratulations to Deborah Stewart, Doctor of Business Administration candidate, who has won the prestigious "Highly Commended Award" in the Organisation Behaviour category for her paper 'Reinterpreting the Learning Organisation' (Vol. 8, No. 4), from the Literati Club, Emerald. Each year, editors from the 140 journals listed in the Emerald portfolio are invited to choose the one best paper and three highly commended papers from the previous year's volume.

*Business Council of
Australia*
ALUMNI LUNCH
Thursday 27th June 2002
For more information:
Geoff Dillon 03 9214 5872
gdillon@swin.eu.au

Europe Wins MBA Merit Scholarship



Congratulations to Kathrin Schlauch (pictured left) on receiving the AGSE MBA Merit Scholarship for the November intake 2001. Kathrin came from Reutlingen University, Germany, and is the first European student to win the Scholarship. Swinburne University has had a long-standing relationship with Reutlingen University, with many student and staff exchanges.

For each semester intake, AGSE awards one Merit Scholarship to the student who has achieved the highest grade point average across all enrolled subjects in the first stage of the Master of Business Administration (MBA) program. The Scholarship covers 50% of the total tuition fee. AGSE is proud of its high achievers, and every year it holds a formal ceremony that celebrates

students' achievements and is attended by industry sponsors, staff and fellow students. This year AGSE held the Prize Night Ceremony on the 1st May 2002.

Can you help with a Scholarship?

There is a great need for scholarships across our programs. A key feature and measure of the success in attracting the best students at leading overseas business school's, is their ability to offer a range of scholarships to students. If you or your company wishes to offer a scholarship, please contact Geoff Dillon, AGSE Development Partner, on 03 9214 5872 or email gdillon@swin.edu.au. Donor anonymity can be maintained and all donations are fully tax deductible and payments can be spread over three years.

What the ■■■

■ Congratulations to Professor Susan Long, who is the International Society for the Psychoanalytical Study of Organisations (ISPSO) President. ISPSO is running a Symposium at the Hilton on the Park Hotel, Melbourne, 20-22nd June 2002. The Symposium is titled **Negotiating Difference: Psychoanalytic Explorations of working with the 'Other' in Organisations**, and will also be running professional development workshops from the 16-18th June 2002. For more information or registrations please go to the ISPSO website www.ispso.org or contact Professor Long at slong@groupwise.swin.edu.au.

■ Professor Kevin Hindle is AGSE's Director of Entrepreneurship Research, and is the author of many internationally published research papers in this area. Kevin's research focuses on the process of new venture creation, the application of Entrepreneurial Business Planning (EBP) during decision-making, implementing entrepreneurship in large organisations and the use and application of entrepreneurship research to critique corporate and government policy.

Kevin will attend the Babson-Kauffman Entrepreneurship Research Conference, at the University

of Colorado at Boulder, from the 5 – 8th June 2002. Kevin will be presenting two papers: *'Brave Spirits on New Paths: Toward a Globally Relevant Paradigm of Indigenous Entrepreneurship Research'*, with Michele Lansdowne of Salish-Kootenai College, Montana, USA; and *'Toward the Standardisation of Venture Capital Investment Evaluation: Decision Criteria for Rating Investee Business Plans'*, with Brent Mainprize of Royal Roads University, Victoria, Canada.

Professor Kevin Hindle can be contacted at khindle@swin.edu.au.

Do You Need A Partner?

The AGSE welcomes sponsor support from commercial and industry partners, small and medium businesses and professional associations. Our staff work hard to deliver real added value to our current sponsors, including Pacific Access with the Global Entrepreneurship Monitor (GEM), and these efforts will be sustained as we build long term relationships.

Sponsorship opportunities include:

- support for a Chair or lectureship, spread over five years
- research projects in the corporate, social, educational and government/ public policy areas
- an annual Visiting Professor Program
- conferences based around the development of teaching and research associated with entrepreneurship
- an "entrepreneur in residence"

We would be delighted to discuss how your support can be leveraged to mutual advantage in your special area of interest. Please contact AGSE Director, Professor Adolph Hanich on 03 9214 8146, or alternatively Professor Tom McKaskill on 03 9214 8422 for an informal discussion.

Invitation to the Alumni Gala Ball

We are delighted to announce this inaugural annual event is scheduled for **October 2002** at the new Federation Square building. An invitation is open to alumni, current students, staff and industry colleagues. To ensure ticket prices are kept at a reasonable cost, we are seeking sponsorship for the ball.

For further information contact Geoff Dillon
AGSE Alumni Coordinator and
Development Partner
on 03 9214 5872
or email gdillon@swin.edu.au