

# Scale-up Overview

## What is the Scale-Up Initiative?

All organisations focus on growth as part of their overall strategic direction.

Apply to join and participate in this initiative, share best practice, challenges and concerns as it relates to your own business and its focus on achieving growth.

The need to identify opportunities to grow, to improve cash-flow or undertake acquisitions/research & develop for competitiveness are essential ingredients of business growth. In the main organisations tend to identify success through financial returns. However, scale-up activities can come in several forms. *i.e. improvement of internal processes, refinement of supply chain activities, outmanoeuvring the competition, improving human capital competence, improved brand recognition/visibility etc.*

We will explore a number of elements around growth/scaling up and will bring together a cohort of growth focussed business leaders who will be invited to join the programme for a series of workshop and networking activities aimed at providing various insights on organisational capacity & capability building, to assist your organisation getting to the next level.

## Knowledge Sessions

DAY 1 - Full Day	
<b>Session Overview:</b> September	The initial day will start with setting the tone, and by highlighting some of the challenges that growth businesses frequently face. The main sessions will include: Leading for sustainable growth, business models for growth, and capital budgeting and the real asset investment decision. The day will include a number of guests and access to growth specialists who will be in attendance for the duration of the whole course.
DAY 2 - Half Day	
<b>Session Overview:</b> October	This session explores the role of uncertainty and risk, and the nature of how this provides organisations with opportunities/pitfalls. It will also include looking at decision making processes and also look at its impact on the firm's growth strategy.
DAY 3 - Full Day	
<b>Session Overview:</b> October	The sessions will be focussed around a number of subjects where understanding a growth mindset will be explored, the sessions include: Mind-set agility to thrive in scale-up, Innovative Thinking, Navigating the Power Dynamics. The sessions will be broken up throughout the day with a range of tools and techniques, and there will be attendance from a high growth company leader, exploring their own learning and experience of mind-set change when scaling up their business.
DAY 4 - Half Day	
<b>Session Overview:</b> November	This workshop is designed to help you develop your scale-up change plan, building on the work you have already done with UoS, and gain key insights into how you and others can bring it to fruition. It comprises a mixture of input, group discussion and practical work.
The knowledge sessions will be delivered by industry experts and academics and will include opportunities for discussion, ongoing activity will be required throughout the programme.	

Contact the Growth Hub for more information: **Tel**, 03330 00 00 39

**Email**, [growthhub@sheffieldcityregion.org.uk](mailto:growthhub@sheffieldcityregion.org.uk) **Web**, [www.scrgrowthhub.co.uk/scale-up/](http://www.scrgrowthhub.co.uk/scale-up/)