



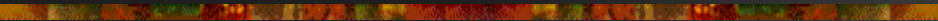
Business & the Biosciences

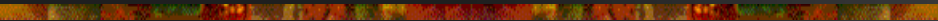
Scottish HE Biology Teachers'
Group

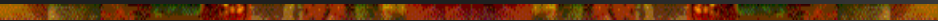
Mary Tatner and Anne Tierney
FBLS, University of Glasgow

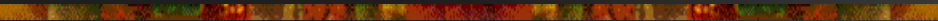
Background

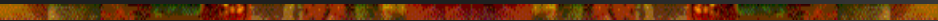
- FBLS offered “commercial projects” to Level 4 students as their Honours project
- Projects with a commercial bent, suggested by and done for local bioscience companies
- Students would receive preliminary training on business techniques from a business entrepreneur with links to one of the sponsoring companies

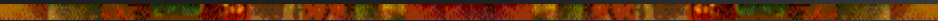
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- Expanded in 2006 to include a wider range of companies (to attract students across the range of Hons degrees offered), and the training was expanded into a stand alone Level 4 option, run as a compressed 2 week course
 - Course was open to all L4 students but compulsory for those doing a commercial project

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- This change coincided with the Aiming University Learning @ Work initiative between Glasgow, GCU and St Andrews
 - One of 4 pilot projects at Glasgow was Biology
 - Collaborated with the [AUL@W](#) , and this session have increased number of companies offering projects from two to 11

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- Business and Bioscience option first ran in 2006 with 7 students
 - Students were introduced to business planning – how to identify the skills needed, what their skills were, how to work in teams, market research, financing and cash flows, exit strategies. Also visited a Bioscience company
 - Contributed their own ideas on a potential new biological product or service, and worked as a team to prepare a business plan for it

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- At the end of course, teams had to present their plan to a panel of would-be investors, “Dragon’s Den” style
 - Course was very well received by the students
 - Also offered a 2 day version for post-graduate students as part of their PDP programme

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- This coming session, course has been modified to be even more interactive – expanded the range of staff, bringing in outside experts from the business world
 - Excellent support from Scottish Enterprise staff who host two days of course, and provide expert advice to students on accessing business information

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- Research project currently running on how to fully embed Enquiry Based Learning into the course – trialled at next post-graduate course in Easter 2008
 - Course represents a good example of how students can apply their scientific knowledge to the business world and increase their employability skills

Acknowledgements

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