



University of  
**Strathclyde**  
Business  
School



The  
Scottish  
National  
Investment  
Bank

# Scottish Impact Investor Readiness Programme



**REGISTER**



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# CREATE IMPACT AND GET INVESTOR READY

Delivered by Strathclyde Business School, in partnership with the Scottish National Investment Bank, the Scottish Impact Investor Readiness Programme seeks to encourage ambitious businesses and their leaders to think about their impact and how to integrate this into business growth strategy. This programme is for senior leaders of organisations looking to enhance their positive impact on the environment and society through the way they work and grow their businesses.

If you are a purpose-driven business seeking investment to scale, then this programme is for you.

## INTRODUCTION TO THE IMPACT INVESTOR READY PROGRAMME

The Scottish National Investment Bank (The Bank) actively pursues its mission to support Scotland's transition to a net-zero economy, foster innovation, and promote inclusive growth through its focus on Impact Investing. Impact investing refers to investments made with the intention of generating positive, measurable social and environmental impact alongside a financial return. It enhances traditional investing by actively seeking to create benefits for society or the planet, rather than narrow profit maximisation and this year will see the value of Impact Investments exceed \$1.5tn.

This Programme offers an unparalleled opportunity for ambitious leaders to understand how to attract Impact Investment how to refine their growth strategy and position their business for success in a competitive and evolving market.

## WHY PARTICIPATE?

- By joining the Programme, you will:
- Gain essential skills, knowledge, and practical tools to embed impact into both your business strategy and daily operations.
- Develop a clear understanding of the impact investment landscape, enabling you to make more targeted and informed investment decisions and to understand investor expectations.
- Learn directly from leading practitioners, including experts from impact-driven organisations, seasoned impact investors, and thought leaders within the wider ecosystem.
- Establish a peer network of like-minded leaders from impact-focused SMEs, fostering collaboration and shared learning.



## WHO SHOULD APPLY?

- The programme is open to SMEs that meet the following eligibility criteria:
- An established business actively seeking or anticipating investment to support its growth objectives.
- A demonstrated commitment to growing and improving impact, or existing evidence of impact creation, even at an early stage.
- A business based in Scotland or one with clear plans for expansion in Scotland.
- A senior leader or key decision-maker within the business (e.g., CEO, CFO, COO, Founder, Co-Founder, or Board Member) must participate.

## DATES

- **25th August 2025** – Foundations for Sustainable Growth & Impact
- **8th September 2025** – Transforming your Business Model
- **22nd September 2025** - Measuring Impact for Growth
- **6th October 2025** - Financing Growth
- **20th October 2025** - Innovation, Supply Chains & Internationalisation
- **3rd November 2025** - Creating an Engaged Workforce

## COST

This programme has received significant investment from strategic partners and as a result, programme fees are heavily subsidised, reducing the usual cost of £7,500 down to just £750 per participant.

# PROGRAMME OVERVIEW

The programme consists of six 1 day modules delivered over 13 weeks. Each module has a different theme and they build to give a deep understanding of the opportunities and benefits that flow from Impact Investment.

MODULE TITLE	SESSION TITLE	INDICATIVE CONTENT
MODULE 1: Foundations of sustainable growth and impact	Session 1: Introduction, and creating value	Introduce the Value Proposition Canvas. Analysis of vision and resources: finance / markets / sustainability. Gap analysis exercise
	Session 2: Scenario Planning and Strategy	Practical Element: Scenario Planning. Introduce ESGF - Sustainable Development and 3 pillars of ESG (with Finance as the 4th pillar)
MODULE 2: Transforming your business model	Session 3: Introduction to Sustainable Business Model Canvas (SBMC)	Background of the tool, linking to Innovation and spotting opportunity to innovate
	Session 4: Application and execution using the SBMC	Practical application of SBMC to live cases and own business
MODULE 3: Measuring impact for growth	Session 5: Focus on key measures and metrics	Measuring impact via E,S G and F framework. Role of different legal structures of companies in governance.
	Session 6: Environmental impact: measures and mitigation	Carbon Literacy - Assessing your Impact: "How to evidence / track whether you are on the right track" - participants reflect on how far along they are on this track. Include "your internal company policy in practice" here + overview Climate Risk Assessment Tool.
MODULE 4: Financing growth	Session 7: Strategies for growth	Practical steps to scaling. Sales / Marketing/ lead generation / pipeline management/ digital footprint analysis / client profiling
	Session 8: Financing Growth	Overview of Impact Investment - Finding finance inside & outside – Analysis of innovative ways to finance growth (transforming resources/using technology). Panel Discussion: Scaling Smart: Investor Insights
MODULE 5: Innovations, supply chains and Internationalisation	Session 9: Innovating supply chains	Linking innovation to supply chain management - reviewing processes / data and finances, how is this collected / managed, how can this be more efficient within their business.
	Session 10: Financing international expansion	Internationalisation and its impact on business finances and sustainability reporting. Engaging with tier one supply chains. Practical Exercise - Investment Pitching
MODULE 6: Creating an engaged workforce	Session 11: Fair work in a commercial context	Evidence based approach examining how investments in job quality and fair work enhances wellbeing, team performance, increased productivity, bottom line and innovation
	Session 12: Review and Graduation	Review of learning and assessing Gaps. Planning for the future and make a Pledge.
		<b>Awarding certificates</b>

We strongly encourage applications from individuals from underrepresented groups, as we strive to foster an inclusive and diverse ecosystem of impact-driven enterprises.

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