Outreach Training Program

Helping organizations worldwide establish their own venture mentoring program based on the successful MIT VMS Model.
The MIT Venture Mentoring Service was founded in 2000 to help MIT-affiliated entrepreneurs learn what they need to know to start and sustain a business through hands-on mentoring. Our mission is based on the belief that a fledgling venture is far more likely to thrive when an entrepreneur can draw on the advice and guidance of mentors with proven knowledge and experience — and when such advice is provided by a team of volunteer mentors in a trusted environment.

“The Institute will continue to serve as one of the most powerful engines of innovation and entrepreneurship in the world. MIT VMS has been and always will be critical to that mission. MIT VMS makes a unique contribution to entrepreneurship at MIT by engaging its large group of highly qualified volunteer mentors to guide aspiring entrepreneurs as they develop the skills to bring their ideas to fruition.

DR. L. RAFAEL REIF
President
Massachusetts Institute of Technology

The MIT VMS Model

The MIT VMS Model is the cumulative result of careful observation and continuous improvement. The key to its success lies with a unique Team Mentoring methodology; a strict code of ethics to assure objective, conflict-free and confidential advice; best practices for recruiting, training and retaining a community of highly qualified and committed volunteer mentors; a focus on the entrepreneur; and formal operational processes.

We provide the entrepreneur with advice they are unlikely to find elsewhere — not only unbiased and confidential, but also practical and tailored. The Team Mentoring approach, with mentor teams’ diverse backgrounds and experiences, allows for advice that is sound, deep and broad. Finally, the advice is ongoing, evolves with the entrepreneur’s needs, and is effectively delivered in a structured meeting environment.

Over the past 16 years, MIT VMS has proven to build stronger entrepreneurs, drive business formation and growth, and provide measurable value to MIT and the local economy.
Disseminating a Successful Model

Mentoring is seen today as a critical ingredient in helping entrepreneurs start and grow successful businesses, but building an effective and sustainable mentoring program is not a trivial task.

Recognized for its leadership and excellence in entrepreneurship mentoring, MIT VMS has made part of its mission the dissemination of our mentoring Model to other institutions. We accomplish that mission by transferring the methodology, concepts and practices underlying the MIT VMS Model through a series of training programs.

Over the past 9+ years, our experience has shown that the MIT VMS Model can be successfully replicated in different types of organizations (universities, economic development agencies, business incubators and accelerators, and many hybrid models), in different geographies and cultures, in communities of different scales and with different entrepreneurial ecosystems.

Whether your goal is to educate the entrepreneur, accelerate venture growth, increase tech transfer or create jobs in your community, we can help you establish a formal, sustainable and impactful mentoring program to support it.

“... I consider [MIT VMS] the gold standard in mentoring programs. The mentoring program they were instrumental in setting up and implementing in Manizales-Mas, Colombia, is the best I have seen in practice yet.

DAN ISENBERG
Founding Executive Director
Babson Entrepreneurship Ecosystem Project

“... MIT VMS, one of the institutions with the greatest specialty in mentoring, certifies the teachings and participates in the program. [...] MIT has turned the art of mentoring into a science with guidelines and a methodology.

PERE VICENS
Mentor
BARCELONA ACTIVA, Barcelona, Spain

OUTREACH HIGHLIGHTS*

70 organizations trained
19 countries

* As of 03/31/2017
Our Training Programs

MIT VMS can provide comprehensive assistance as you plan, establish and grow a mentoring program based on our Model.

We start by training your leadership team in the Immersion Program, a 2 ½ day course delivered exclusively to your organization at MIT. Through a combination of curriculum, first-hand participation in MIT VMS activities and in-depth strategic discussions, we will teach your leadership how to start and operate an impactful mentoring program. We cover topics from ethical standards to proven processes for execution; from Team Mentoring practices to IT requirements; from mentor screening and engagement to program evaluation and metrics — all while considering your organization’s specific context.

We also offer a rich series of additional programs — delivered at your location or virtually as appropriate — that provide ongoing support based on your needs. Many organizations have found that our programs such as Mentor Selection, Mentor Training, and our Stakeholder Program have been very valuable to the successful implementation of their mentoring programs.

MIT has been a benchmark for excellence in supporting innovation and entrepreneurship. MIT VMS is a perfect example of this leadership in both thought and practice and any institution that wants to be truly world-class in their delivery of mentorship in this context, need look no further.

BRUNO COTTA
Director, Imperial Enterprise Lab
Imperial College London

Without the fantastic support we’ve had from MIT VMS we would not be anywhere near where we are today.

ERWIN H. “PETE” PETERS
Chairman
GatewayVMS, St. Louis, MO