CONCEPT

Social Enterprise and Social Entrepreneurship Course: Hybrid Models and Impact Investment

26 – 30 September 2027
Jeddah - Corniche four-star



Social Enterprise and Social Entrepreneurship Course: Hybrid Models and Impact Investment

Ref: 1570_25265 **Date:** 26 – 30 September 2027 **Location:** Jeddah - Corniche four-star **Fees:** 19500 SAR

Introduction:

Social enterprise and social entrepreneurship, through hybrid models and impact investment, are the subject of this 1-week course for non-profit leaders, CSR teams and social venture founders, who produce a social enterprise plan for a case organisation. Many mission-driven organisations depend on grants and donations that fluctuate, while trading ventures they launch drift from mission or fail to attract patient capital. Nominees already run programmes, partnerships or community ventures, and teaching is by case study on real hybrid ventures, revenue models and investor documents. CoreConcept Training Center delivers this social enterprise course.

Course Objectives:

- Classify social enterprise models, including cross-subsidy, work integration and fee-for-service, against an organisation's mission and assets
- Design a hybrid structure that separates a trading arm from charitable activity while protecting mission through an asset lock
- Build an earned-income case with pricing, unit economics and a mission drift test for a proposed trading activity
- Prepare an impact investment readiness pack covering capital needs, blended finance layers and investor due diligence questions
- Define impact metrics using Theory of Change and IRIS+ and set a reporting cadence for funders and investors
- Assemble a social enterprise plan that a board can approve and a social investor can assess

Target Audience:

- Non-profit executives responsible for diversifying income beyond grants and donations
- CSR and social investment units that fund, incubate or partner with social ventures
- Founders of mission-led ventures seeking a sustainable revenue model and patient capital
- Managers of charity trading arms, social cooperatives and work integration enterprises
- Board members and trustees who approve new ventures and oversee mission protection

Course Outline:

Day 1: Social Enterprise Landscape and Organisational Readiness

- Social Enterprise Spectrum From Charity to Mission-Led Business
- Cross-Subsidy, Work Integration and Fee-for-Service Model Typology
- Third Sector Growth Drivers and Social Venture Policy Trends
- Organisational Asset and Capability Audit for Trading Potential
- Grant Dependency Diagnostic and Income Concentration Assessment

Day 2: Hybrid Models, Legal Forms and Mission Design

- Social Business Model Canvas for Mission and Revenue Logic
- Theory of Change Mapping From Activities to Outcomes
- Hybrid Structure Options With Charitable Parent and Trading Subsidiary
- Asset Lock and Profit Distribution Clauses for Mission Protection
- Cooperative and Benefit Company Forms as Comparative Examples

Day 3: Earned Income Strategy and Social Venture Economics

- Earned Income Opportunity Screening Matrix for Non-Profit Assets
- Beneficiary Versus Paying Customer Segmentation and Value Proposition
- Social Pricing Methods Including Tiered and Cross-Subsidised Fees
- Unit Economics and Break-Even Modelling for Trading Activities
- Social Procurement and Corporate Partnership Revenue Channels

Day 4: Impact Investment, Blended Finance and Mission Drift Risk

- Impact Investment Instruments From Grants to Quasi-Equity
- Blended Finance Layering With First-Loss and Guarantee Capital
- Investor Due Diligence Checklist and Data Room Preparation
- IRIS+ Metrics and Impact Management Project Five Dimensions
- Mission Drift Warning Signals and Governance Safeguards

Day 5: Case Study on Building a Social Enterprise Plan

- Case Organisation Model Selection Using the Social Business Canvas
- Case Earned Income Projection and Pricing Stress Test
- Case Capital Stack Design for Impact Investor Presentation
- SROI Ratio Estimate and Impact Reporting Dashboard Draft
- Social Enterprise Plan and Investment Readiness Pack Completion

Skills You Will Gain:

- Social Enterprise Model Selection
- Hybrid Structure Design
- Earned Income Opportunity Screening
- Social Pricing and Unit Economics
- Capital Stack Structuring
- Investor Due Diligence Preparation
- Impact Metric Definition
- Mission Drift Risk Control

Why Attend This Course:

- Deliver a social enterprise plan with an investment readiness pack to the board, executive team and prospective social investors
- Decide which trading activity to launch, under which structure, with evidence that it serves rather than dilutes the mission
- Avoid launching ventures that lose money, breach charitable purpose or stall during investor due diligence
- Coach programme and finance colleagues to screen new earned-income ideas with the same canvas and metrics

Conclusion:

Back at work, the participant presents the social enterprise plan to the board, executive team and finance lead, who use it to approve or reject a trading venture and the hybrid structure that will hold it. Partnership and fundraising staff use the investment readiness pack to open conversations with social investors and corporate partners. After the first trading year, the organisation should review revenue against projection, the impact metrics reported and any signs of mission drift, then adjust pricing, structure or capital terms accordingly.

Frequently Asked Questions FAQ:

What should participants know before a social enterprise and social entrepreneurship course?

Participants should already manage programmes, partnerships, CSR budgets or a mission-led venture. No finance qualification is needed, but familiarity with a basic budget helps. Bringing a short profile of a real organisation or venture idea makes the case study work more relevant.

How does this social enterprise and social entrepreneurship course differ from a general startup course?

It centres on ventures whose primary purpose is social impact, so it covers hybrid structures, mission protection, beneficiary pricing and impact investors. A general startup course focuses on commercial growth and conventional equity investors rather than on balancing mission and revenue.

Can a non-profit generate earned income through social enterprise without losing its charitable purpose?

Yes, when the trading activity is linked to the mission, held in a suitable structure such as a trading subsidiary, and governed by an asset lock and clear surplus rules. Regular mission drift checks and impact reporting keep the activity aligned with purpose.

What do participants take back to work from the social enterprise and social entrepreneurship course?

Participants take back a social enterprise plan for a case organisation, an earned-income projection, a capital stack proposal, an investment readiness pack and a draft impact reporting dashboard built on Theory of Change and IRIS+ metrics.