

## AGENDAS FOR LECTURES

		<b>1<sup>st</sup> row of training workshop</b>	<b>Prilep</b>	<b>Bitola</b>	<b>Ohrid</b>
Start	End		<b>Tuesday</b>	<b>Thursday</b>	<b>Friday</b>
9:30	10:00	Introduction about the training/mentoring process and the start-up competition (requirements, awards). Share the <b>business model canvas</b>	13.04.2021	15.04.2021	16.04.2021
10:00	10:45	1. Ideation What makes for a good entrepreneurialidea	13.04.2021	15.04.2021	16.04.2021
10:50	11:40	2. Business model canvas	13.04.2021	15.04.2021	16.04.2021
11:40	12:00	BREAK	13.04.2021	15.04.2021	16.04.2021
12:00	12:45	3. Business Model Testing. How appropriate and effective the business model is	13.04.2021	15.04.2021	16.04.2021
12:50	14:00	4. Technology Evaluation, Minimum Viable Innovation System and Open Innovation	13.04.2021	15.04.2021	16.04.2021
14:00	14:30	Q/A session, test preparation of Business model canvas (optional)	13.04.2021	15.04.2021	16.04.2021

		<b>2<sup>nd</sup> row of training workshop</b>	<b>Prilep</b>	<b>Bitola</b>	<b>Ohrid</b>
Start	End		<b>Tuesday</b>	<b>Wednesday</b>	<b>Thursday</b>
10:00	10:45	5. IPR protection of new start-up ideas (UIST)	27.04.2021	28.04.2021	29.04.2021
10:50	11:40	6. Entrepreneurial strategy of start-ups (AIZ)	27.04.2021	28.04.2021	29.04.2021
11:40	12:30	7. Market identification for start-ups (YES)	27.04.2021	28.04.2021	29.04.2021
12:30	13:00	BREAK	27.04.2021	28.04.2021	29.04.2021
13:00	13:45	8. Funding, finance, investment readiness(Technopolis)	27.04.2021	28.04.2021	29.04.2021
13:50	14:40	9. Marketing of a New Technology (SEERC)	27.04.2021	28.04.2021	29.04.2021