



EVENT REPORT TEMPLATE (Annex H to Quality Control and Monitoring Manual)

This template has to be filled by project partners (organisers) for all IF4TM events (except SC meetings). Furthermore, this template can be used to inform colleagues and partners about other events attended (promoting IF4TM). In the second case please just fill in the first page and delete the chapters thereafter.

Author:	Ernad Kahrović/Edis Mekić
Event Title:	Development of business model - Canvas method
Event Date:	21-22, 28-29/04/2017.
Event Venue:	Državni Univerzitet u Novom Pazaru/ State University of Novi Pazar
Type of event: (National, international, press conference, promotional event etc.)	National
Short description:	
<p>Important part of the best Student idea competition is set of the trainings for the competing teams into development of the business model based on CANVAS model. Set of four training was organised for 10 applied teams on SUNP and trainees were introduced on first training with concepts of of entrepreneurship, innovation, start-up company, as a way of determining a business model. The second training main objective was that students get familiar with the concept of business model validation, environment chart, business model chart as well as value chart. The third training was dedicated to financial aspects of a business idea. The fourth training was dedicated to the presentation of a business idea and students were introduced to the "formula" of pitch presentation. During training student teams actively developed, improved and changed their basic ideas.</p>	
Organiser(s):	State University of Novi Pazar
Agenda:	https://www.dropbox.com/home/IF4TM/WP3/3.4/3.4.1.%20Canvas_method_trainings_SUNP
Total number of participants:	27
Links to further information:	https://www.dropbox.com/home/IF4TM/WP3/3.4/3.4.1.%20Canvas_method_trainings_SUNP
Other personal remarks:	



EVENT ORGANISATION DETAILS

Invitation was sent off to participants on:	14/04/2017
Information Material was sent off to participants on:	14/04/2017
Date of Initial Participant List Compilation:	14/04/2017
Date of Final Participant List Compilation:	14/04/2017
Total Number of Participants Invited	35
Date of Agenda Finalisation:	14/04/2017

Problems encountered during the event preparation phase

(N/A)

Organisers: Please complete (if you have not met with any problems in that phase, please fill in "N/A". Please also include any feedback by the participants **before** the workshop)

EVENT ROLLOUT

Some general information (to be filled by organisers)

Important part of the best Student idea competition is set of the trainings for the competing teams into development of the business model based on CANVAS model. Set of four training was organised for 10 applied teams on SUNP and trainees were introduced on first training with concepts of entrepreneurship, innovation, Start-up Company, as a way of determining a business model. The second training main objective was that students get familiar with the concept of business model validation, environment chart, business model chart as well as value chart. The third training was dedicated to financial aspects of a business idea. The fourth training was dedicated to the presentation of a business idea and students were introduced to the "formula" of pitch presentation. During training student teams actively developed, improved and changed their basic ideas.

Final Event Agenda + Participant list

IF4TM

AGENDA

Obuka takmičarskih timova



Razvijanje poslovnog modela korišćenjem *Canvas* metode

Project Acronym:	IF4TM
Project full title:	Institutional framework for development of the third mission of universities in Serbia
Project No:	561655-EPP-1-2015-1-RS-EPPKA2-CBHE-SP - ERASMUS+ CBHE
Funding Scheme:	ERASMUS Plus
Coordinator:	UKG – University of Kragujevac
Project start date:	October 15, 2015
Project duration:	36 months

Abstract	Agenda za obuku takmičarskih timova Razvijanje poslovnog modela korišćenjem <i>Canvas</i> metode
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21. april 2017

*Državni univerzitet u Novom Pazaru,
Vuka Karadžića bb, 363000 Novi Pazar
sala A25*

17:00 – 17:15	Registracija	
17:15 – 18:00	Doc. dr Ernad Kahrović DUNP	Pojam i razvoj poslovnog modela Segment kupaca Predložena vrednost Kanali distribucije proizvoda Odnosi sa kupcima
18:00 – 18:15	Pauza	
18:15 – 19:00	Doc. dr Ernad Kahrović DUNP	Tokovi prihoda Ključni resursi Ključne aktivnosti Ključni partneri Struktura troškova

22. april 2017

*Državni univerzitet u Novom Pazaru
Vuka Karadžića bb, 363000 Novi Pazar
sala A25*



09:00 – 09:15	Registracija	
09:15 – 10:00	Doc. dr Ernad Kahrović DUNP	Validacija poslovnog modela Pojam profila kupaca Pojam mape vrednosti "Bolovi za kupca" "Koristi za kupca"
10:00 – 10:15	Pauza	
10:15 – 11:00	Doc. dr Ernad Kahrović DUNP	Višestruko preklapanje – više predloga vrednosti Dizajniranje prototipova i njihovo testiranje

28. april 2017

*Državni univerzitet u Novom Pazaru
Vuka Karadžića bb, 363000 Novi Pazar
sala A25*

17:00 – 17:15	Registracija	
17:15 – 18:00	Doc. dr Ernad Kahrović DUNP	Finansiranje ideja Izvori finansiranja za start up kompanije Planiranje i kontrola finansija Osnovni modeli prihoda Finansijski pokazatelji
18:00 – 18:15	Pauza	
18:15 – 19:00	Doc. dr Ernad Kahrović DUNP	Bilans stanja, bilans uspeha, izveštaj o novčanim tokovima Primer izrade <i>cash flow</i> -a za biznis ideju

29. april 2017

Državni univerzitet u Novom Pazaru



Vuka Karadžića bb, 363000 Novi Pazar

sala A21

09:00 – 09:15	Registracija	
09:15 – 10:00	Doc. dr Ernad Kahrović DUNP	<i>Pitch prezentacija</i>
10:00 – 10:15	Pauza	
10:15 – 11:00	Doc. dr Ernad Kahrović DUNP	Prezentovanje poslovanja



Attendance List

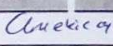
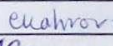
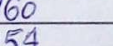
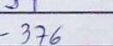
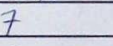
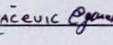
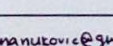
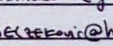
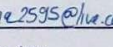
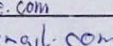
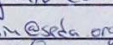
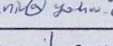
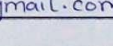
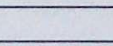
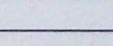
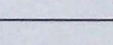
Event:	Development of business model - Canvas method
Venue:	State University of Novi Pazar, A25, Vuka Karadzica bb Novi Pazar
Date:	21.04.2016.
Organisers:	State University of Novi Pazar

	Name	Organisation	Contact phone, e-mail	Signature
1	Титинут Жерал	ДУНП	063/665565	Титинут Жерал
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Attendance List

Event:	Development of business model - Canvas method
Venue:	State University of Novi Pazar, A25, Vuka Karadzica bb Novi Pazar
Date:	22.04.2016.
Organisers:	State University of Novi Pazar

	Name	Organisation	Contact phone, e-mail	Signature
1	Erin Kerić	DUNP	063264091	
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4	Mihailo Premović	DUNP	065-4151-854	
5	Marko Gucopav	DUNP	064-54-85-376	
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7	Edvin Kuraćević	DUNP	0645425075	
8	Ilmyrux Kukuric	DUNP	063 66 5 5 6 5	
9	Vildana Nuković	DUNP	063 128 87 61	
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11	Amira Hasanović	DUNP	065-524-5610	
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15	Dženana Krusevanin	SEDA	063130 818 58	
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


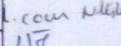








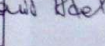
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Date:	28.04.2016.
Organisers:	State University of Novi Pazar

	Name	Organisation	Contact phone, e-mail	Signature
1	Mirjana Jelechi	DUNP	063-665565	M. Jelechi
2	Sanela Zenovic	DUNP	063-468-160	Zenovic S.
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4	Vildana Nurovic	DUNP	063 128 67 61	V. Nurovic
5	Adel Todorovic	DUNP	063/606-188	Adel
6	Edvin Kovacevic	DUNP	0645485075	Edvin
7	Almaza Zupic	DUNP	0642552642	Almaza Z.
8	Nejla Zupic	DUNP	0637663274	Nejla
9	Nilma Hasanovic	DUNP	064-494-00-94	Nilma
10	Melita Štambur	DUNP	066 504 9226	Melita
11	Aurina Hasanovic	DUNP	065-524-56-10	Aurina
12	Adisa Dacic	DUNP	062-508-507	Adisa
13	Delia Karic	DUNP	069636115	Delia
14	Evis Medic	DUNP	063264095 medic@np.ac.rs	Evis
15	Enad Kahrovic	DUNP	065/2908885 enadk@np.ac.rs	Enad
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Date:	29.04.2016.
Organisers:	State University of Novi Pazar

	Name	Organisation	Contact phone, e-mail	Signature
1	Edis Medić	DUNP	033 264 095 edismedic@unp.ac.rs	
2	Ermed Kahrović	DUNP	06512908885 enahroned@unp.ac.rs	
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4	Vildana Nuković	DUNP	063 128 6761 vildana.nukovic@gmail.com	
5	Nejla Zupić	DUNP	063 9663294 nejla.zupic@gmail.com	
6	Adisa Ramović	DUNP	065-524-5610 adisa-2595@live.com	
7	Adisa Dadić	DUNP	062-508-507; adisa-ramovic@live.com	
8	Mihailo Premović	DUNP	060-4151-854 mihopremk@gmail.com	
9	Epura Kovacević	DUNP	0645425075 ekovacevic.10@gmail.com	
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11	Marko Filipović	DUNP	069-9485376	
12	Sanja Zeković	DUNP	063-468-160	
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Event Implementation

Day one, 21st April

On the first day of training course, students were presented with the concept of entrepreneurship, innovation, start-up company, as a way of determining a business model. Business model describes the rationale of how an organization creates, delivers and captures value. The training course thoroughly explains the use of nine compositional blocks every business model should consist of, as follows; Customers and Value proposition; Channels; Customer relationships; Revenue Streams; Key resources; Key Activities; Key partners; Cost structure.

Day two, 22nd April

The second day of training was predicted for the students to get familiar with the concept of business model validation. Environment chart, Business model chart as well as Value chart were conceptually specified. Emphasis was put on the concepts of Customer profile and Value map. Profile (of the segment) of buyers describes a certain segment of ones business model in a detailed and structural manner. Buyers are observed from the aspect of: problems/needs they have, wishes and jobs they need to be done. The chart of estimated value describes the characteristics, specific predicted values ones business model should deliver. The value is presented through: products and service, elements solving the problem (necessity) (eliminates buyers' pain) and elements meeting buyers' needs.

Day three, 28th April

The third day of training was dedicated to financial aspects of a business idea. Viz, students were thoroughly introduced to the concept, structure and types of expenses, income models, sources of start-up company financing, balance sheet and profit and loss account. Emphasis was put on preparing reports on monetary course, as a difference between cash inflow and cash outflow.

Day four, 29th April

The fourth day of training was dedicated to the presentation of a business idea. Students were introduced to the "formula" of pitch presentation, i.e. to the content and order of topics in a presentation. It alludes students should first present a concrete business problem, as well as offering an answer to the question how their start-up company solves the problem. In addition, they were to give an answer to the question on the size of a market, business model, competition, investment, as well as the board members.

EVENT EVALUATION BY PARTICIPANTS

Summary of the Participant Feedback Form

Results to be filled by organisers based on the questionnaire results. Please note: insert only the overall percentage of all feedback forms received (e.g. participants total number=30; 15 of them were most satisfied and 15 of them satisfied – please include 50% in the column most satisfied and 50% in the column satisfied.)

	Most satisfied	Satisfied	Moderately satisfied	Rather dissatisfied	Not at all satisfied
The event administration	92%	8%	0%	0%	0%
The structure of the programme	84%	16%	0%	0%	0%
The venue and facilities	68%	32%	0%	0%	0%
The presentations	100%	0%	0%	0%	0%
The discussions	76%	24%	0%	0%	0%

	Strongly agree	Agree	Neutral	Disagree	Strongly disagree
The information I got will be of immediate use to me.	76%	24%	0%	0%	0%
This event covered to a very high extent the topics I have expected.	64%	36%	0%	0%	0%
I enjoyed the cooperation and interaction with the other participants.	68%	28%	4%	0%	0%
My expectations about this event were met or exceeded.	76%	24%	0%	0%	0%
The materials distributed are useful and informative.	92%	8%	0%	0%	0%
The discussions were relevant for the participants.	84%	16%	0%	0%	0%
The methods of working were suitable for the topics and for the participants.	84%	16%	0%	0%	0%
The overall organisation was professional.	76%	24%	0%	0%	0%
The time management was always to my fullest satisfaction.	32%	32%	4%	0%	0%
The style and level of communication between organisers and participants was professional.	52%	12%	4%	0%	0%
I would recommend this kind of event to my colleagues.	44%	24%	0%	0%	0%

Prior Experience of Similar Events – Overall %	52%
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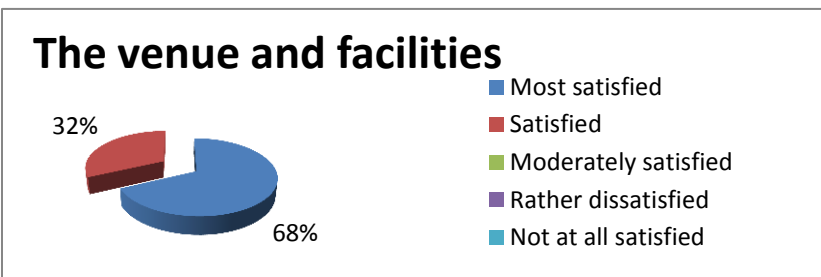
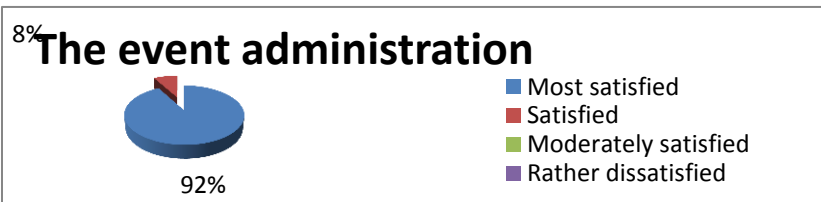
Strengths and limitations of the event: please include comments received



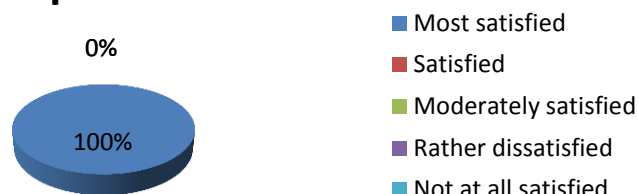
Strengths of the event and contributions or activities enjoyed by participants:	<ul style="list-style-type: none"> • The knowledge and professionalism of the presenter is excellent • All topics for creating business model covered • Simple explanations which can be implemented in to projects • Interactivity, support of the competing teams and teacher
Suggestions for the improvement:	<ul style="list-style-type: none"> • More additional exercises for the defined ideas
Any further comments	

Additional comments

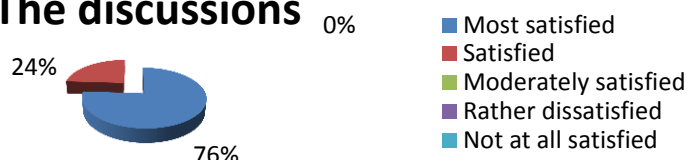
Please add the following additional information here



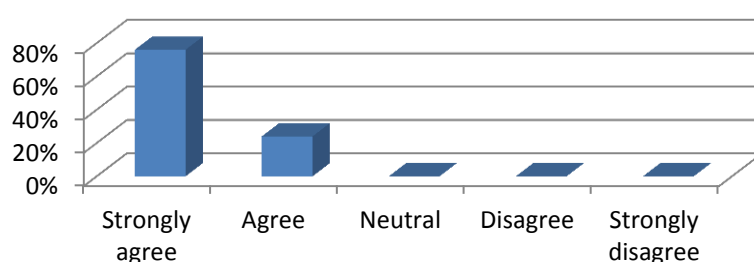
The presentations



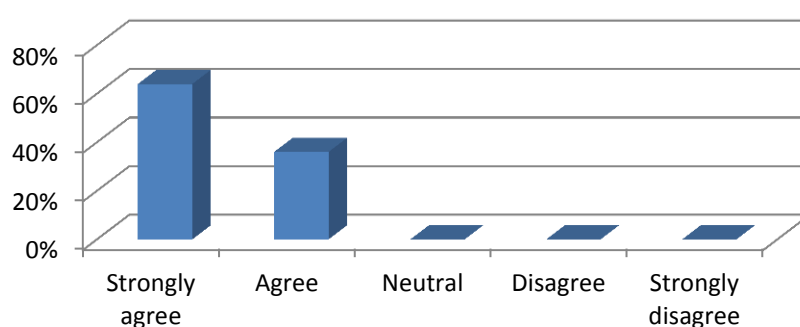
The discussions



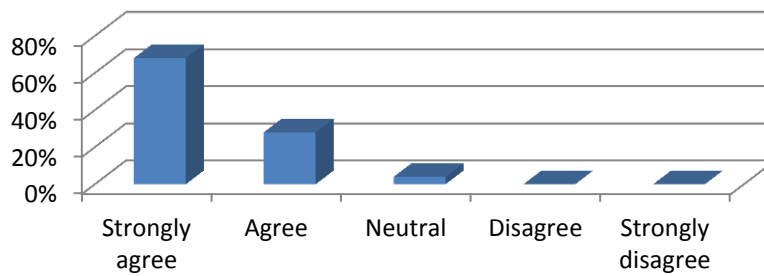
The information I got will be of immediate use to me



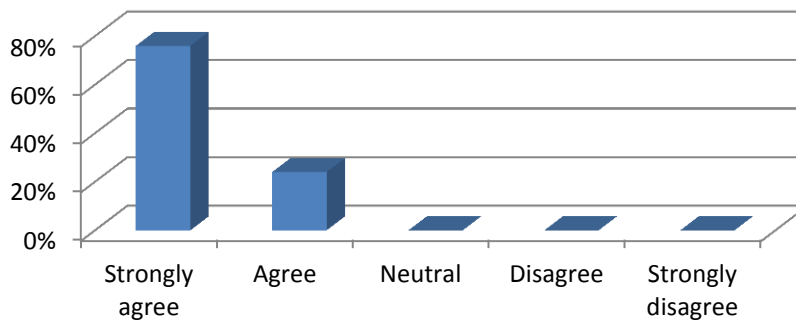
This event covered to a very high extent the topics I have expected.



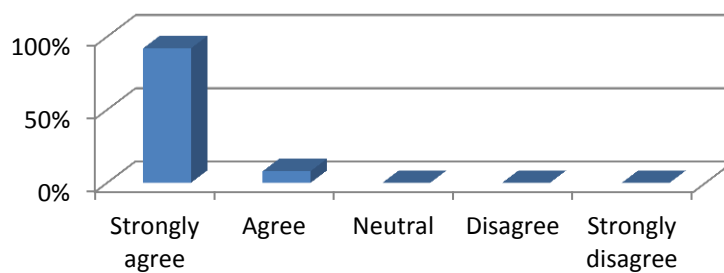
**I enjoyed the cooperation and interaction
with the other participants.**



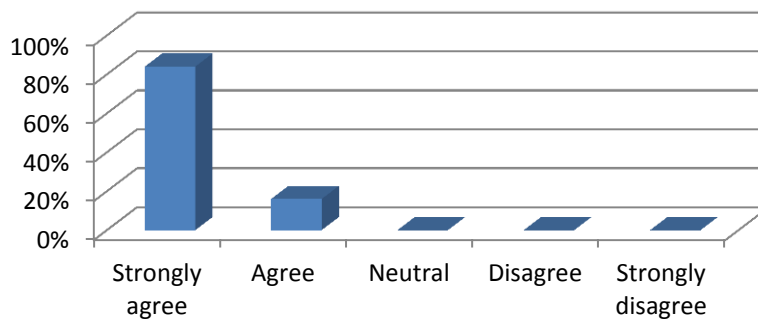
**My expectations about this event were met
or exceeded.**



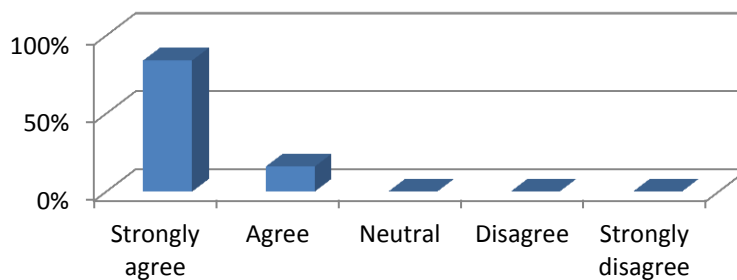
**The materials distributed are useful and
informative.**



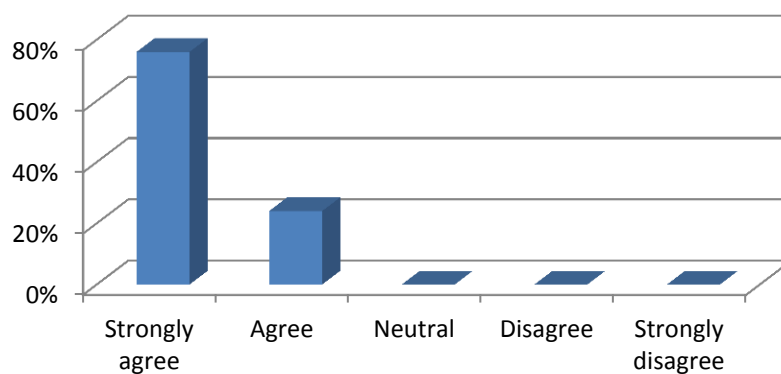
The discussions were relevant for the participants.



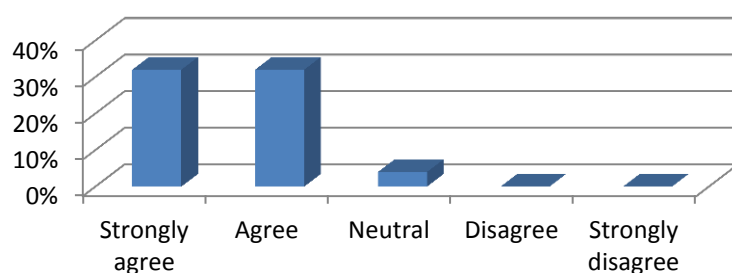
The methods of working were suitable for the topics and for the participants.



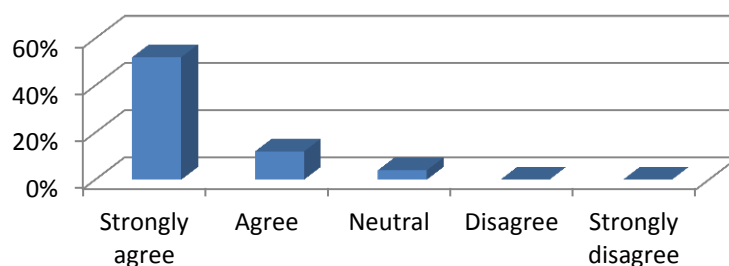
The overall organisation was professional.



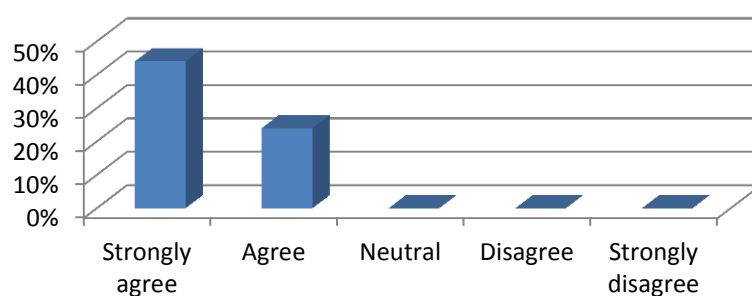
The time management was always to my fullest satisfaction.



The style and level of communication between organisers and participants was professional.



I would recommend this kind of event to my colleagues.



Lessons learned

Additional comments



May be filled by any of the organising partners

Please add in any other comments concerning the preparation and organisation of this event: