



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:	Stefan Jovanović BMU
Event Title:	Start-up training
Event Date:	07.05. & 12.05.2017 in Niša and 15.05. and 16.05.2017. in Belgrade
Event Venue:	Belgrade Metropolitan University, Centres in Belgrade and Niš
Type of event: (National, international, press conference, promotional event etc.)	National
Short description:	
Training organised as a support of the competition for the best students idea.	
Organiser(s):	Belgrade Metropolitan University
Agenda:	<a href="http://www.if4tm.kg.ac.rs/pub/download/14985543613362_Agenda%20Nis.pdf">http://www.if4tm.kg.ac.rs/pub/download/14985543613362_Agenda%20Nis.pdf</a> <a href="http://www.if4tm.kg.ac.rs/pub/download/14985543602646_Agenda%20Beograd.pdf">http://www.if4tm.kg.ac.rs/pub/download/14985543602646_Agenda%20Beograd.pdf</a>
Total number of participants:	17
Links to further information:	<a href="http://www.if4tm.kg.ac.rs/news/first-part-of-tranings-for-participants-in-competition-for-best-student-idea-metropolitan-university-belgrade.html">http://www.if4tm.kg.ac.rs/news/first-part-of-tranings-for-participants-in-competition-for-best-student-idea-metropolitan-university-belgrade.html</a>
Other personal remarks:	



## EVENT ORGANISATION DETAILS

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Invitation was sent off to participants on:	03.05.2017.
Information Material was sent off to participants on:	03.05.2017.
Date of Initial Participant List Compilation:	05.05.2017.
Date of Final Participant List Compilation:	16.05.2017.
Total Number of Participants Invited	25
Date of Agenda Finalisation:	06.05.2017.
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## Problems encountered during the event preparation phase

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(To be filled by organisers)

**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 )

1) N/A

2) N/A

## EVENT ROLLOUT

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Trainings for students who participate in the competition for the best student idea within the ERASMUS+ project IT4FM were held at Belgrade Metropolitan in Belgrade and in Niš. The training was realized in two days at both institutions on 9<sup>th</sup> and 12<sup>th</sup> of May in Niš and on 15<sup>th</sup> and 16<sup>th</sup> of May in Belgrade. Students were trained by University professors whose main expertise is entrepreneurship, innovation, production and competitiveness.

On the first day of the training, students were familiarized with developing of business model and why it is so important to choose appropriate business model for a start-up company, students also got familiar with a canvas business model as a method for developing a successful business model. The second part of a training was dedicated to value proposition design and how to understand customers' needs.

The second day of the training was intended for start-up financing and pitch presenting. Start-up financing was presented through standard financing methods like retail, e-sale and subscription and through lean financing method, also one method of cashflow forecasting was presented. The second part was about pitch presenting and what is important while presenting a pitch.



WP-leader
<i>University of Novi Sad</i>
Task leader
<i>University of Novi Sad</i>

## 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	29.4%	52.9%	17.6%	0.0%	0.0%
The structure of the programme	47.1%	29.4%	23.5%	0.0%	0.0%
The venue and facilities	41.2%	41.2%	11.8%	5.9%	0.0%
The presentations	58.8%	35.3%	5.9%	0.0%	0.0%
The discussions	76.5%	23.5%	0.0%	0.0%	0.0%
The event dinner and subsistence	29.4%	52.9%	17.6%	0.0%	0.0%

	Strongly agree	Agree	Neutral	Disagree	Strongly disagree
The information I got will be of immediate use to me.	58.82%	41.18%	0.00%	0.00%	0.00%



This event covered to a very high extent the topics I have expected.	52.94%	41.18%	5.88%	0.00%	0.00%
I enjoyed the cooperation and interaction with the other participants.	47.06%	29.41%	17.65%	5.88%	0.00%
My expectations about this event were met or exceeded.	52.94%	47.06%	0.00%	0.00%	0.00%
The materials distributed are useful and informative.	47.06%	52.94%	0.00%	0.00%	0.00%
The discussions were relevant for the participants.	70.59%	17.65%	11.76%	0.00%	0.00%
The methods of working were suitable for the topics and for the participants.	52.94%	35.29%	11.76%	0.00%	0.00%
The overall organisation was professional.	88.24%	11.76%	0.00%	0.00%	0.00%
The time management was always to my fullest satisfaction.	64.71%	29.41%	5.88%	0.00%	0.00%
The style and level of communication between organisers and participants was professional.	52.94%	35.29%	11.76%	0.00%	0.00%
I would recommend this kind of event to my colleagues.	76.47%	23.53%	0.00%	0.00%	0.00%

Prior Experience of Similar Events – Overall %	76.5%
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**Strengths and limitations of the event: please include comments received**

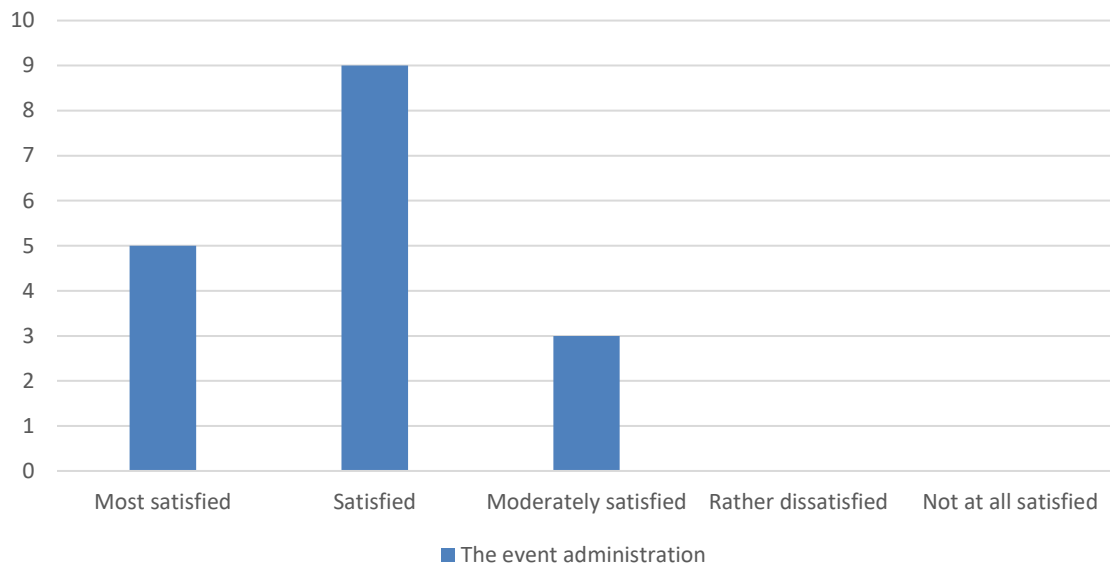
Strengths of the event and contributions or activities enjoyed by participants:	<ul style="list-style-type: none"> <li>• xx</li> <li>• xx</li> </ul>
Suggestions for the improvement:	<ul style="list-style-type: none"> <li>• xx</li> <li>• xx</li> </ul>
Any further comments	<ul style="list-style-type: none"> <li>• xx</li> <li>• xx</li> </ul>

**Additional comments**

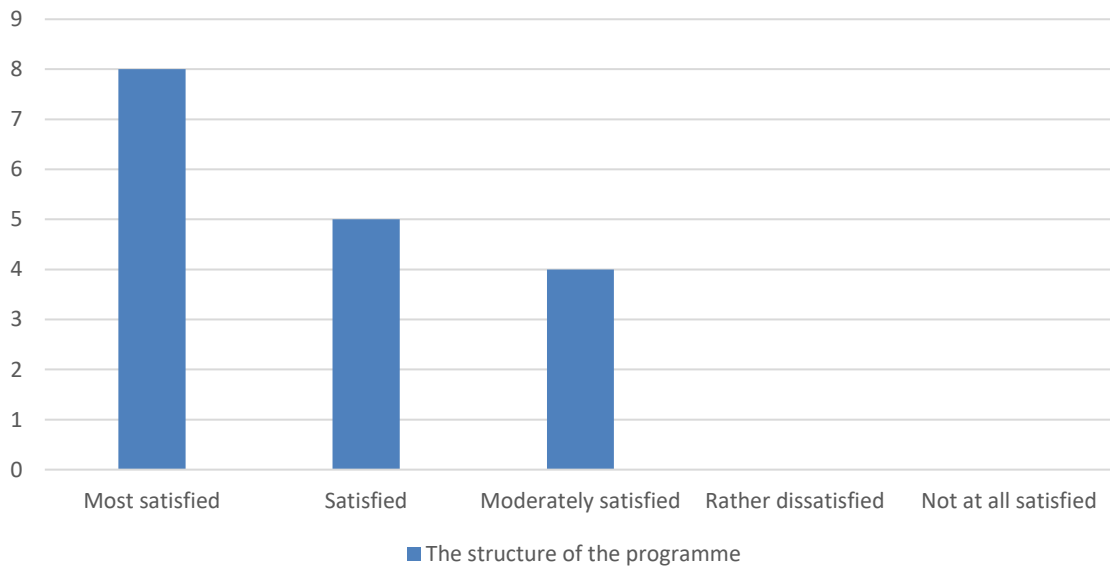
*a) Overall, how satisfied were you with:*



### The event administration

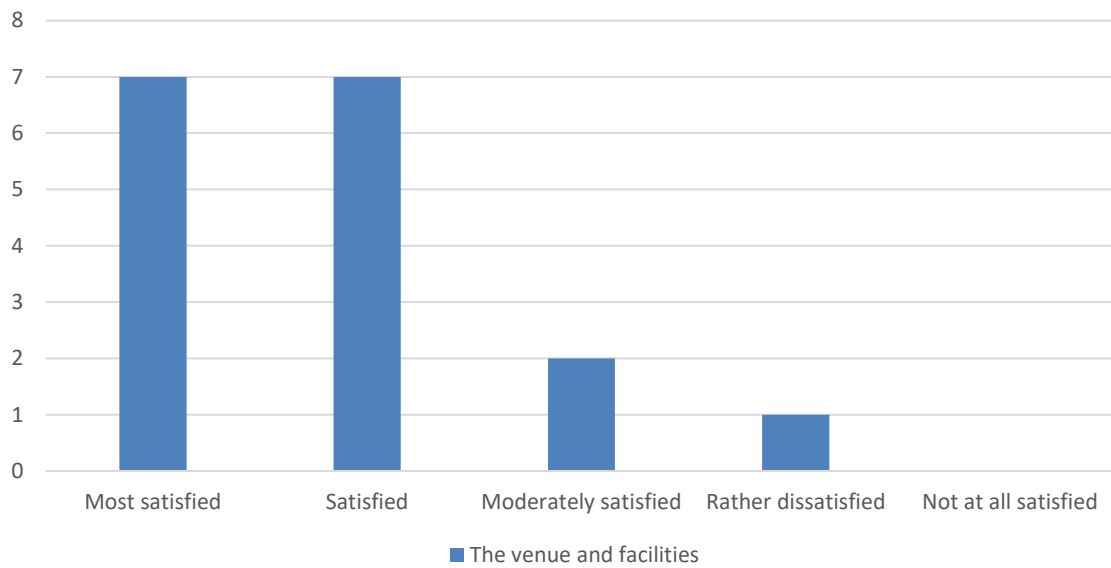


### The structure of the programme

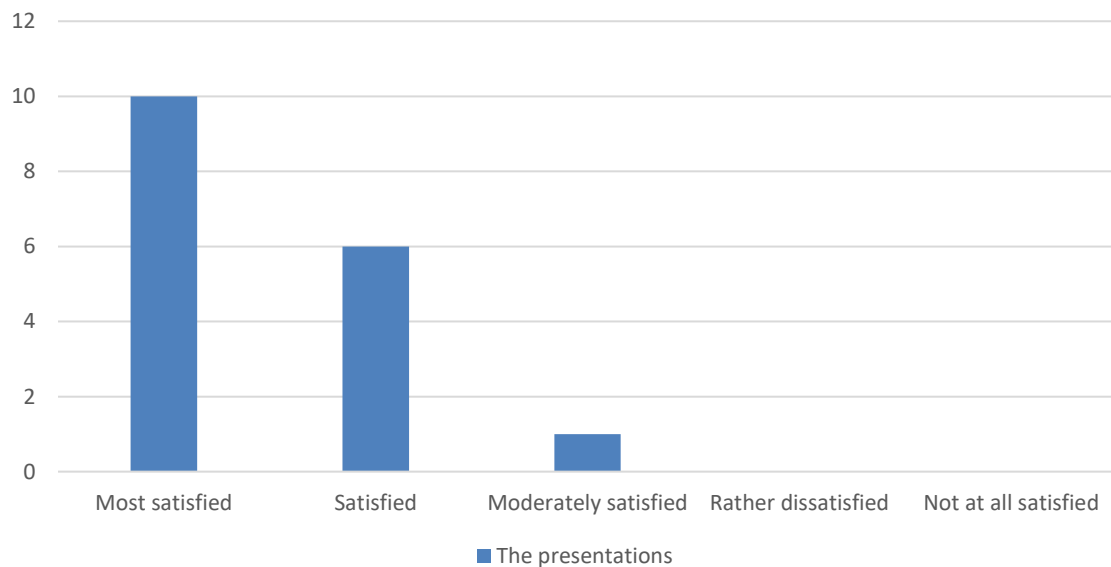


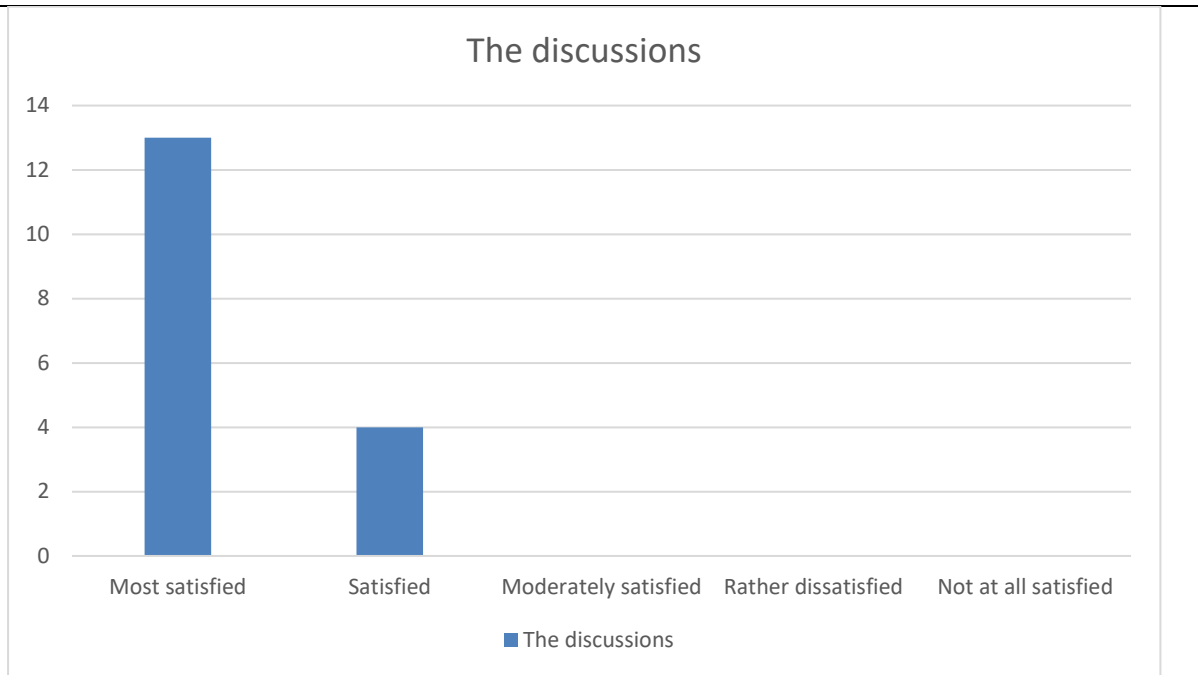


### The venue and facilities

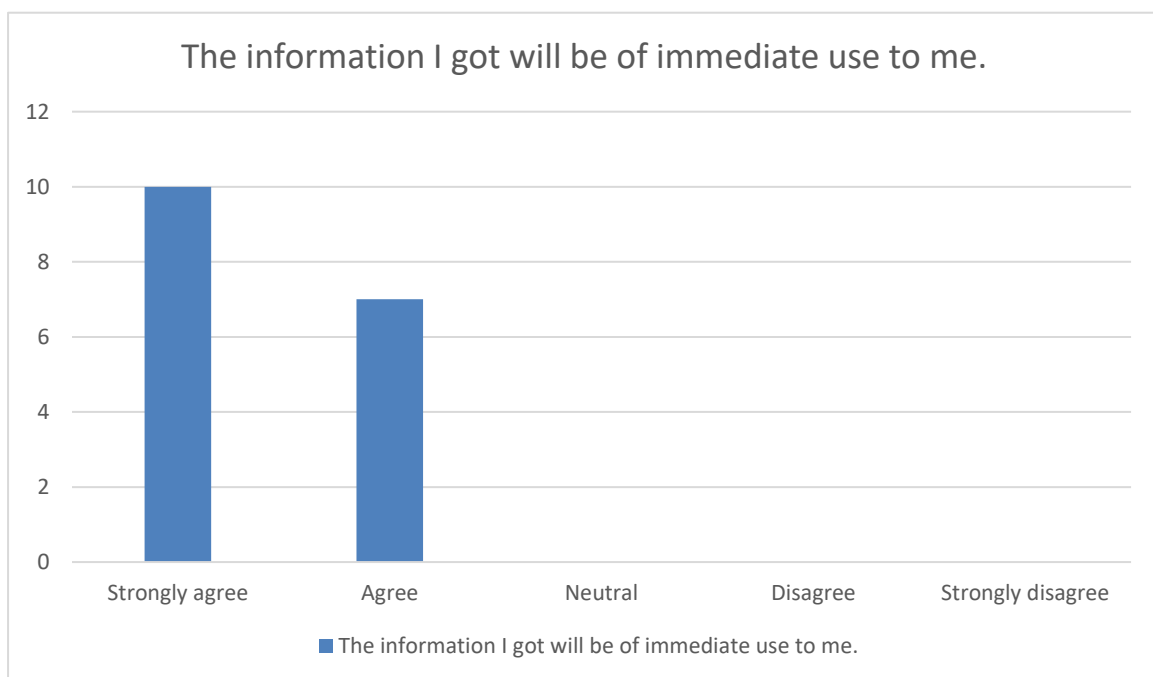


### The presentations

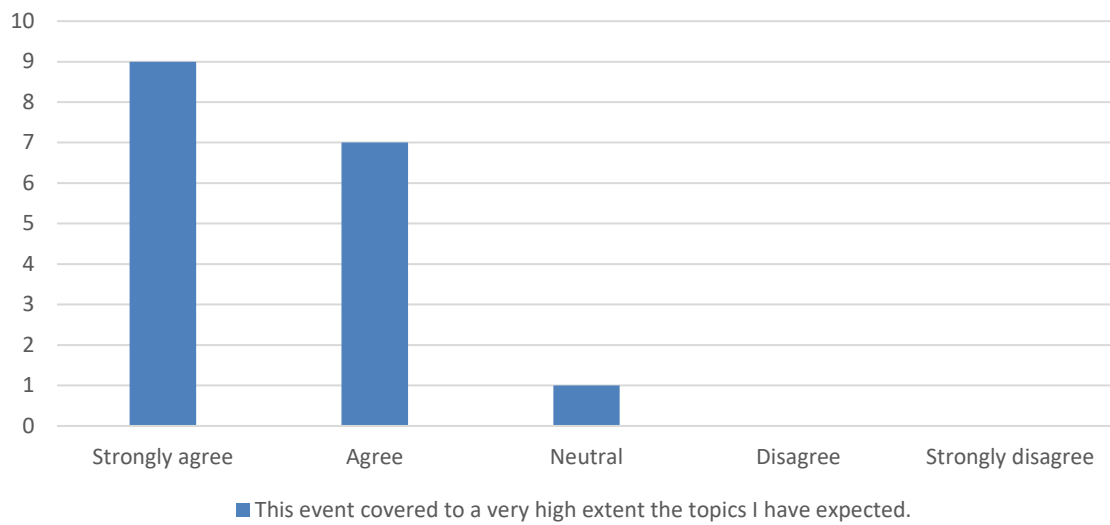




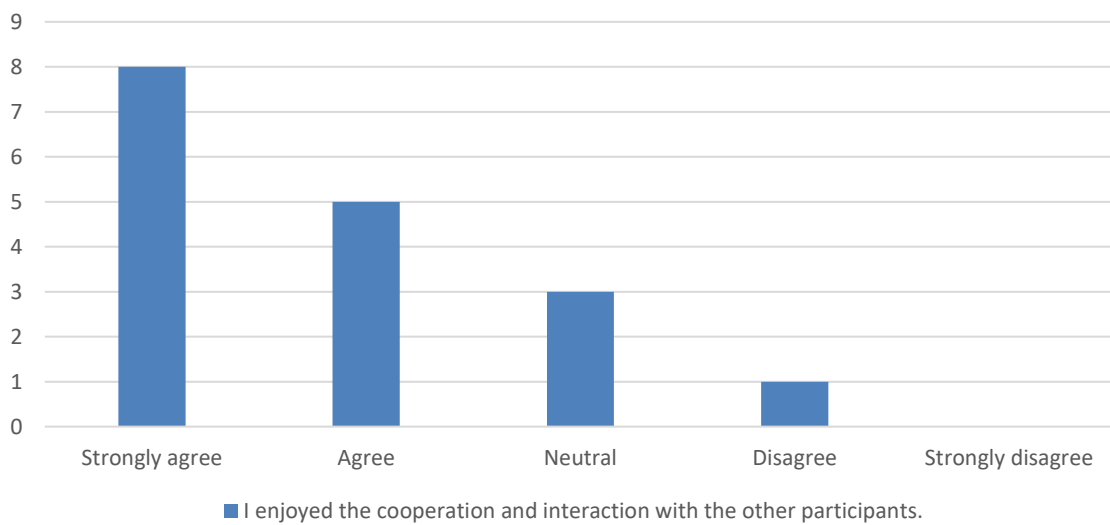
*b) Please indicate your agreement with the following statements by ticking the appropriate number:*



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



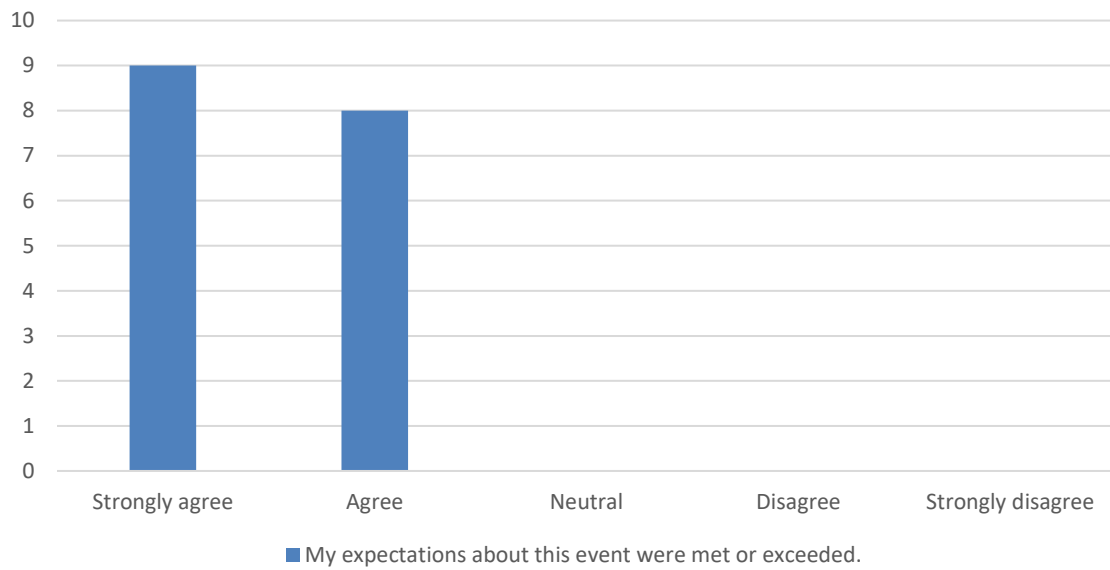
I enjoyed the cooperation and interaction with the other participants.



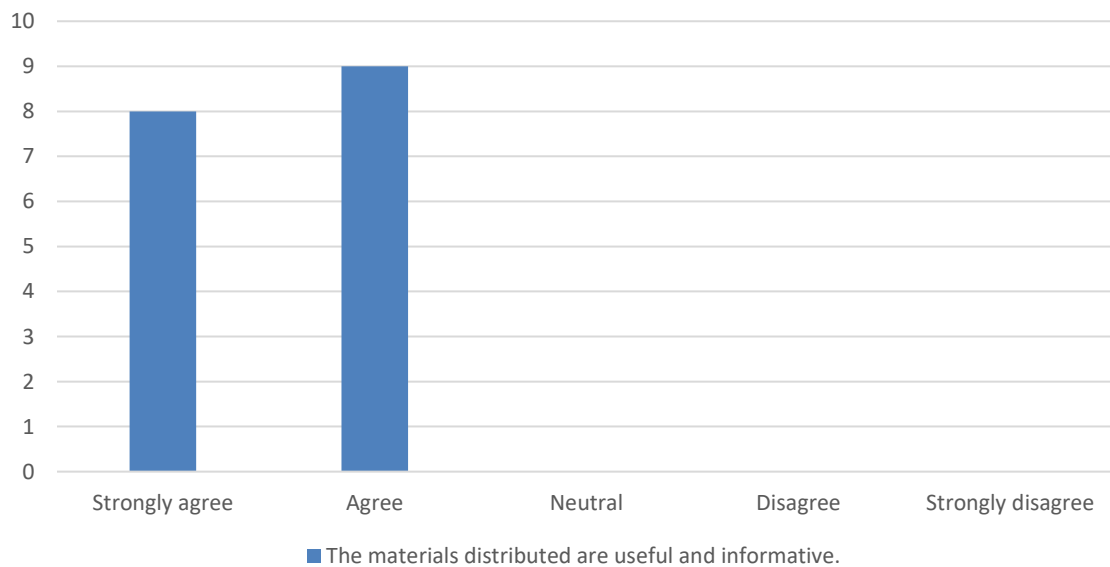




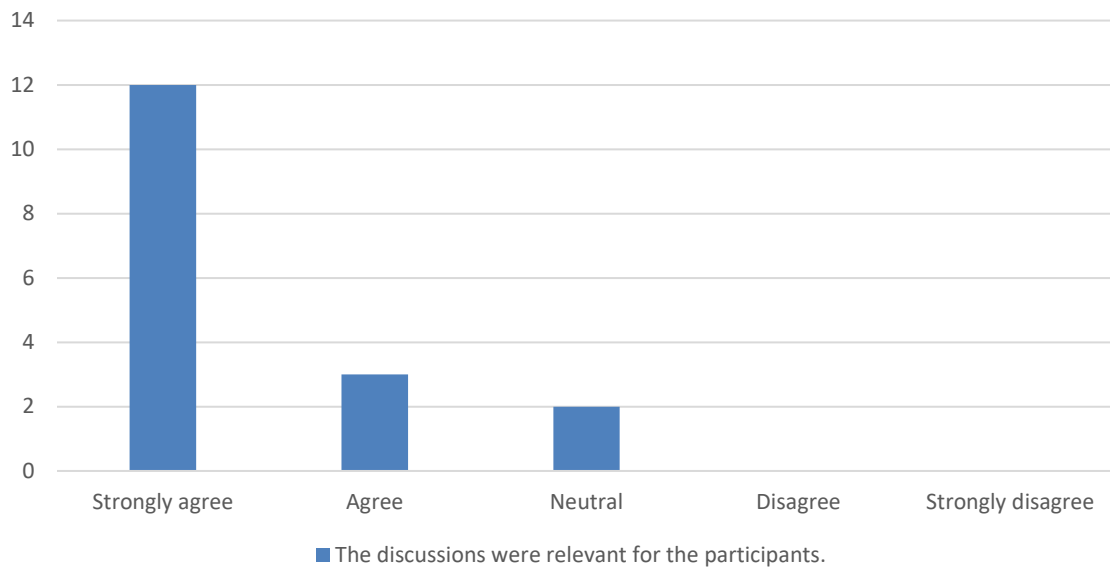
### My expectations about this event were met or exceeded.



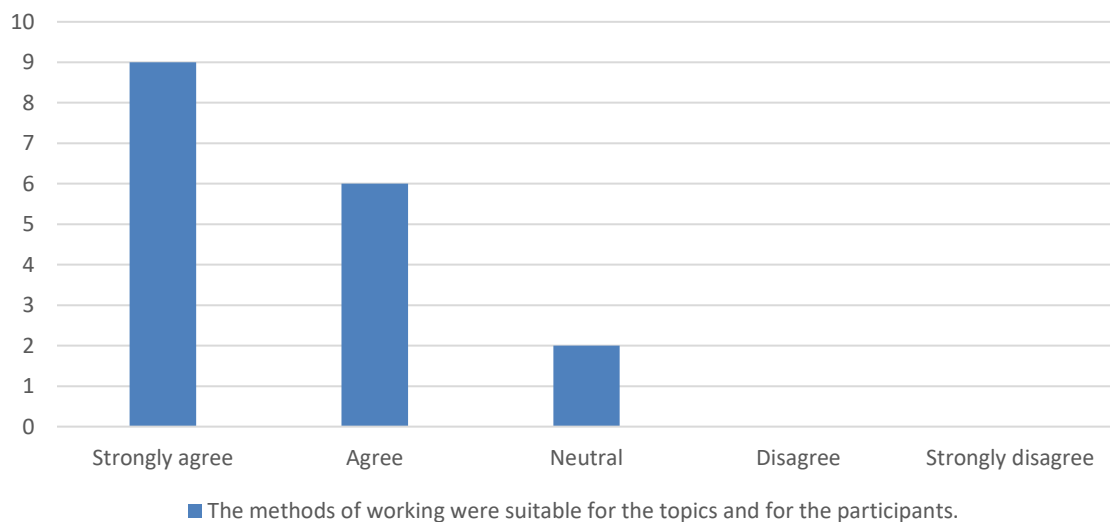
### The materials distributed are useful and informative.



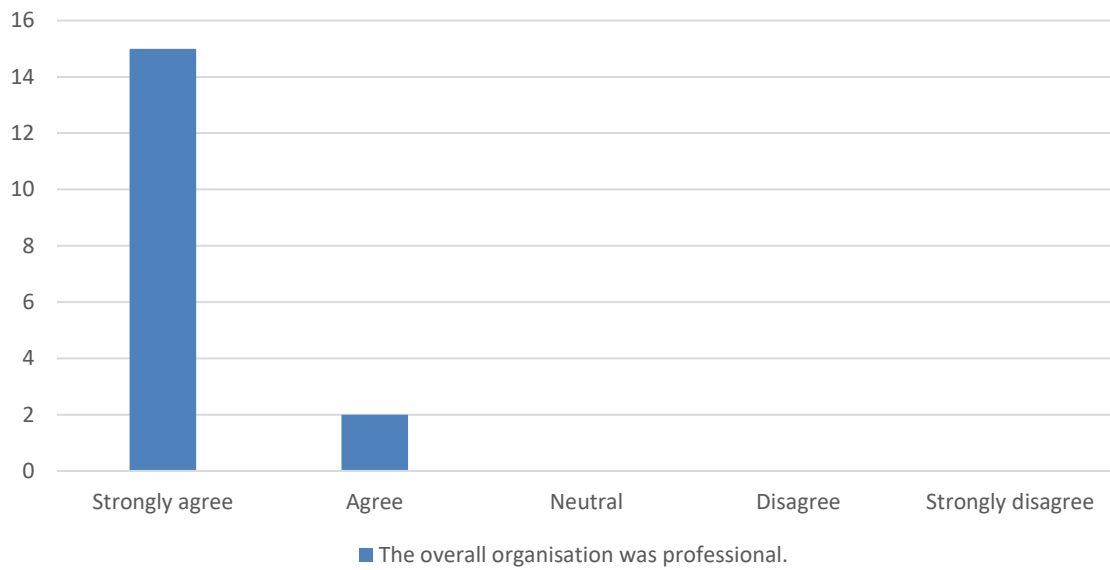
### The discussions were relevant for the participants.



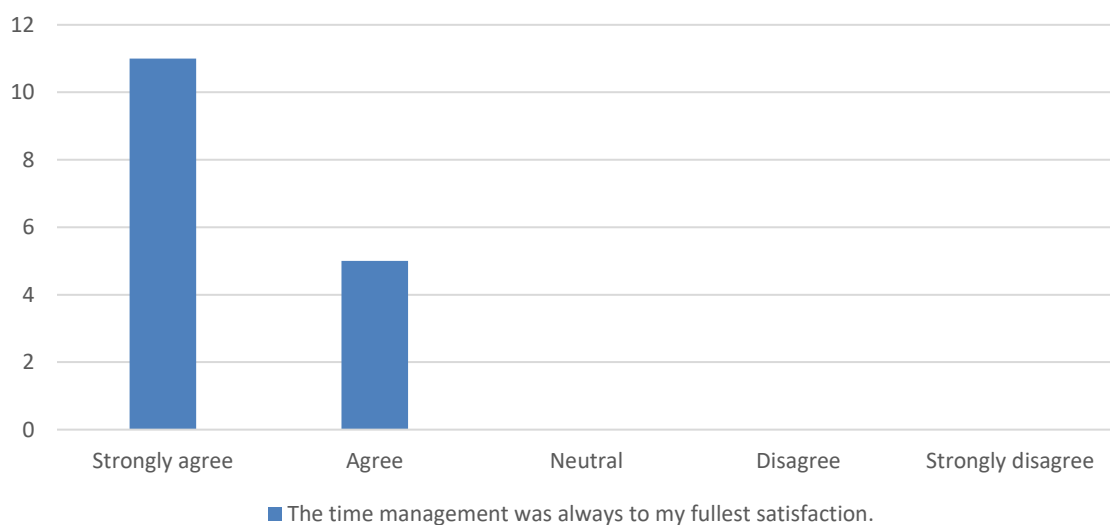
### The methods of working were suitable for the topics and for the participants.



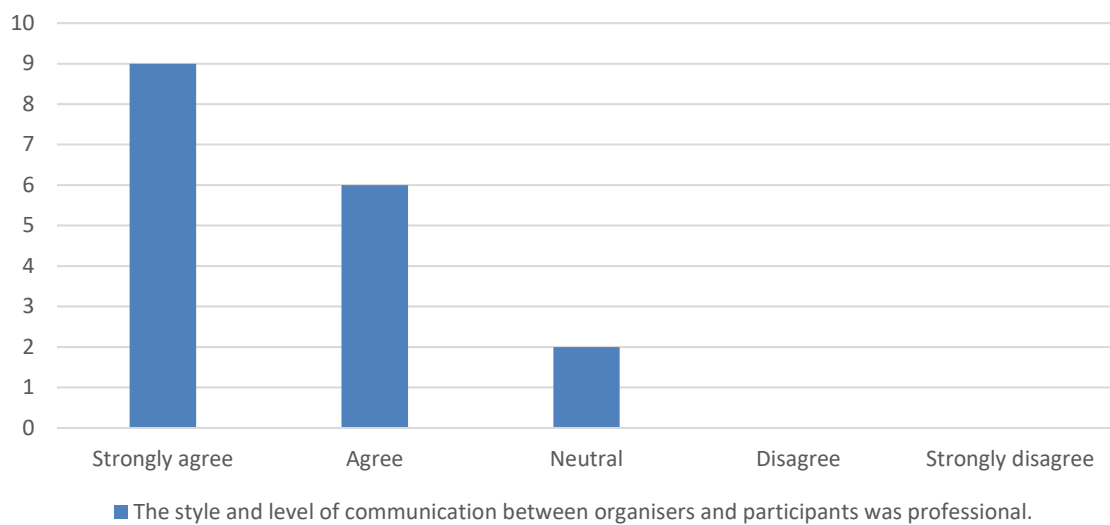
### The overall organisation was professional.



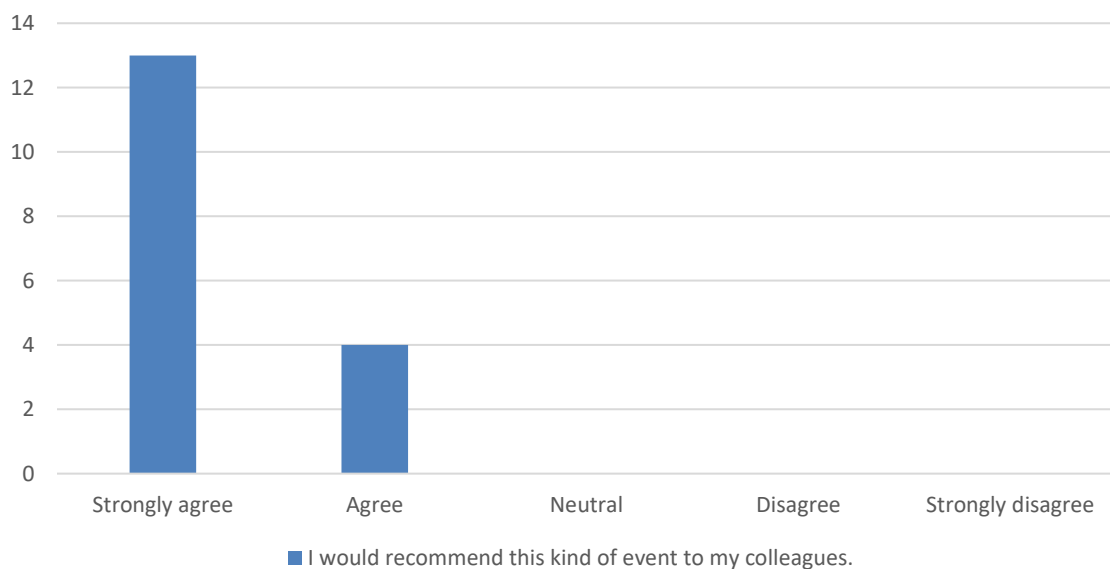
### The time management was always to my fullest satisfaction.



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



### I would recommend this kind of event to my colleagues.



## Lessons learned

- *Business model development*
- *Business model validation*
- *Finance for start-ups*
- *Elevator pitch*

## Additional comments



## Agenda



### AGENDA

#### Workshops in Niš

Thursday, 9 <sup>th</sup> May 2017		
Belgrade Metropolitan University		
Niš, Bulevar Svetog Cara Konstantina 80A		
09:00 – 09:30	Registration of participants	
09:30 – 11:30	Business model development	Milovan Ilić, PhD
11:30 – 13:30	Business model validation	Milovan Ilić, PhD

Thursday, 12 <sup>th</sup> May 2017		
Belgrade Metropolitan University		
Niš, Bulevar Svetog Cara Konstantina 80A		
09:00 – 09:30	Registration of participants	
09:30 – 11:30	Finance for start-ups	Milovan Ilić, PhD
11:30 – 13:30	Elevator pitch	Milovan Ilić, PhD



## AGENDA

### Workshops in Belgrade

Thursday, 15 <sup>th</sup> may 2017		
<i>Belgrade Metropolitan University</i>		
<i>Belgrade, Tadeuša Košćuška 63</i>		
13:30 – 14:00	Registration of participants	
14:00 – 16:00	Business model development	<i>Viktor Radun, PhD</i>
16:00 – 18:00	Business model validation	<i>Viktor Radun, PhD</i>

Thursday, 15 <sup>th</sup> may 2017		
<i>Belgrade Metropolitan University</i>		
<i>Belgrade, Tadeuša Košćuška 63</i>		
12:30 – 13:00	Registration of participants	
13:00 – 15:00	Finance for start-ups	<i>Viktor Radun, PhD</i>
15:00 – 17:00	Elevator pitch	<i>Viktor Radun, PhD</i>



## Participants list



Funded by the  
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### Attendance List

Event:	Razvoj Poslovne sposobnosti - 1. dan
Venue:	
Date:	09.05. 2017
Organisers:	M. Jovanović

	Name	Organisation	Signature
1	Katarina Stojković	3080 FIT	Katarina Stojković
2	Mirko Radenković	3040 FIT	Mirko Radenković
3	Mirko Jovanović	2950 FAM	Mirko Jovanović
4	Vasilije Stanković	2952 FAM	
5	Milan Stanković	1962 GD	
6	Stratimira Savić	2957 GD	
7	Novana Milovanović	2939 GD	
8	Andela Grotarović	3080 GD	
9	Biserka Pavlović	3045 FIT	Biserka Pavlović
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## Attendance List

Event:	Start-up training
Venue:	Belgrade Metropolitan University
Date:	15.05.2017.
Organisers:	Belgrade Metropolitan University

	Name	Organisation	Signature
1	Stefan Jovanović	BMU	Stefan Jovanović
2	Nemanja Petrović	BMU	Nemanja Petrović
3	Isidora Bacek	BMU	Isidora Bacek
4	Ljubica Cvetković	BMU	Ljubica Cvetković
5	Uroš Radun	BMU	Uroš Radun
6	Sauja Stojanović	BMU	Sauja Stojanović
7	Andrija Bekić	BMU	Andrija Bekić
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### Attendance List

Event:	Fit4IT - FIT
Venue:	
Date:	15.05.2014
Organisers:	Mr. [Signature]

	Name	Organisation	Signature
1	V. [Signature]	3060 FIT	V. [Signature]
2	B. [Signature]	3075 FIT	B. [Signature]
3	M. [Signature]	3040 FIT	M. [Signature]
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### Attendance List

Event:	Finansije ZA STARTUPERE - 3. dan
Venue:	
Date:	12.05. 2017
Organisers:	M. Radošević

	Name	Organisation	Signature
1	Katarina Smajković	3060 FIT	Katarina Smajković
2	Delena Perović	3020 FAM	Delena Perović
3	Marko Džamović	2950 FAM	
4	Marko Radošević	3040 FIT	Marko Radošević
5	Burim Paçkardut	3045 FIT	Burim Paçkardut
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### Attendance List

Event:	Model vrednosti - 2. dan
Venue:	
Date:	12.05. 2017
Organisers:	U. Ljubić

	Name	Organisation	Signature
1	Katarina Stojković	3060 FIT	Katarina Stojković
2	Jelena Petrović	3020 FAM	Jelena Petrović
3	Marbo Jovanović	2950 FAM	
4	Jelena Petrović	3020	
5	Marko Roganović	3040 FIT	Marko Roganović
6	Burijaz Pajković	3045 FIT	Burijaz Pajković
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## Attendance List

Event:	Start-up training
Venue:	Belgrade Metropolitan University
Date:	16.05.2017.
Organisers:	Belgrade Metropolitan University

	Name	Organisation	Signature
1	Uroš Zabić	BMU	[Signature]
2	Stefan Jovanović	BMU	[Signature]
3	Ljiljana Radović	B.M.U.	[Signature]
4	Stefan Jovanović	BMU	[Signature]
5	Radica Radošević	BMU	[Signature]
6	Ljiljana Cvetković	BMU	[Signature]
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## Pictures





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May be filled by any of the organising partners

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