



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:                         | Jovana Vasić                                       |
|---------------------------------|--|
| Event Title:                    | Business model development                         |
| Event Date:                     | April 20, 2017                                     |
| Event Venue:                    | BITF, Veljka Dugosevica 54, 11000 Belgrade. Serbia |
| Type of event:                  |  |
| (National, international, press |  |
| conference, promotional         |  |
| event etc.)                     | Training   |
| Short description:              |  |

Within the Competition for the best student idea first day training was held on the Development of the business model for teams participating in the competition, on April 20 2017 by the Business Technology Incubator (BITF), in the premises of Science Technology Park Belgrade. In addition to the presentation and general introduction to the matter, the contestants had the opportunity to work on the development of their business model with the BITF business support team and our mentors and to get feedback and suggestions related to the business model of their idea.

| Organiser(s):                 | BITF  |
|-------------------------------|---|
| Agenda:                       | http://www.if4tm.kg.ac.rs/news/first-training-for-participants-in-competition-for-best-student-idea-university-of-belgrade.html |
| Total number of participants: | 16  |
| Links to further information: | http://www.if4tm.kg.ac.rs/news/first-training-for-participants-in-competition-for-best-student-idea-university-of-belgrade.html |
| Other personal remarks:       |   |

Since 15 teams with 42 students went through the application process of the competition and were invited to trainings, and because of the intensive individual work with teams, we split the participants into 2 groups

| Invitation was sent off to participants on:           | April 11, 2017 |
|---|----------------|
| Information Material was sent off to participants on: |                |
| Date of Initial Participant List Compilation:         | April 04, 2017 |





| Date of Final Participant List Compilation: |                |
|---|----------------|
| Total Number of Participants Invited        | 42             |
| Date of Agenda Finalisation:                | April 10, 2017 |
| ???   |                |
| ???   |                |

(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 ) **N/A** 

## **EVENT ROLLOUT**

## Final Event Agenda + Participant list

Since 15 teams with 42 students went through the application process of the competition and were invited to trainings, and because of the intensive individual work with teams, we split the participants into 2 groups with the same agenda:

### Group 1:

12:00 - 13:30 Business model development based on Lean and Lean canvas

13:30 - 13:45 Coffee break

13:45 – 16:00 Individual work with teams – drafting their first canvas

Homework: Creating additional upgrades of the canvas (e.g. additional target groups).

### Group 2:

17:00 - 18:30 Business model development based on Lean and Lean canvas

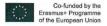
18:30 - 18:45 Coffee break

18:45 - 21:00 Individual work with teams - drafting their first canvas

Homework: Creating additional upgrades of the canvas (e.g. additional target groups).









## **Attendance List**

| Event:      | Letin Canvas  |  |
|-------------|---|--|
| Venue:      |   |  |
| Date:       | 20.04.2017.   |  |
| Organisers: | POBLOVINO PARNOLOJKI INKLUBRITOR I EXPINICIONI PARCULTORA |  |

|    | Name              | Organisation             | e-mail                       | Phone number     | Signature            | 1              |
|----|-------------------|--------------------------|------------------------------|------------------|----------------------|----------------|
| 1  | Marina Ivanović   | Elektrotehnich fatulæt   | ivanovic mimi Ogmaileon      | 066/005553       | Melloleut            | E-KARNON       |
| 2  | Mihaile Sporie    | Elektrotehnicki fakultet | mihajlosporic Ogmillion      | 064 9045 492     | Muzajno Cooput       | h              |
| 3  | LOKA Knežević     | Elextrotehnicki fareto   | e knozevic loka 08@gusil.co  | 063/373-025.     | Frentebith Lyra      | Biciklon KRUZ  |
| 4  | 1ESAH NYKOT       | EXEKTROTEXHUMAN GAKYME   |                              |                  | Rejan ugent          | BOOGRAS        |
| 5  | LUKA GAVALE       | EXEKTROTERNICKI FAKUTGI  | LONGAGAVEICE Quail. Con      | 0642978044       | Holl                 |                |
| 6  | Hepero Travent    | EROHOMEKU BAKYNTET       | nedelye to povice of Pagnet. | CE3/894407       | fearly The Sout      | U MEDU JE TAJN |
| 7  | Boodan Boodanović | Expromski forkultet      | Logsa nović 19000 Ban        | 065/2001949      | Lotanet Cota morlout | -h_            |
| 8  | 1 Aprino Hikonot  | DAKYNTET OFT AHABAYUCHU  | MAJERA danilo. ninolico 1109 | mail. com        | & D. HUMONUT.        | HA SAIC        |
| 9  | BARRHAR BAXOBUTE  | ENDNOWKY dOKKNITET       | VLAHOWCVLADER SIMALLE        | on 065/860296    | Blood                | OPOJEKAT-      |
| 10 | GEBAH HUKOSIVI    | BUOSTIMU CHARYSTET       | stevangesnikgz Quisco        | on 069/220 +8-FO | (placelly und        | , U            |
| 11 | Heways Pranyax    |                          | nemanja, drobiých ogu        |                  | of Harry Theolise    | Mojewar CrbyA. |
| 12 | Chama Hasplat     | May wife Dioperza by rem |                              | 064/363-85-84    | My win scarles       | CrosjA.        |
| 13 | Forbe Terret      | Euonominu Longrise       | diordie jelic www amail. com | OGO/6A-26-20X    | 1 1 648              | 1              |
| 14 | Rade Paulević     | Ekonomski fakultet       | ratering as gual com         | 064 160 65 15    | Pu Chart II          | Radio Student  |
| 15 | Neveua Laterevic  | EKONOMSKI FAKULTEL       | nevera . Shooting@quail .com | 060/60-924-60    | A. Masapelout        | Ram primpa     |
| 16 | Mcnetta Machayo   | trabel sparkingreus      | mastarielena 950 guait       | 061/2222-009     |                      | Fall White     |
|    |                   | , 00                     | Cou                          | λ                |                      | 1              |

## Photo





Event Implementation – Commentary by Organising Partners





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| Author:                         | Jovana Vasić                                       |
|---------------------------------|--|
| Event Title:                    | Business model validation                          |
| Event Date:                     | April 21, 2017                                     |
| Event Venue:                    | BITF, Veljka Dugosevica 54, 11000 Belgrade. Serbia |
| Type of event:                  |  |
| (National, international, press |  |
| conference, promotional         |  |
| event etc.)                     | Training   |
| Short description:              |  |

Within the Competition for the best student idea second day training was held on the Model values design for teams participating in the competition, on April 21, by the Business Technology Incubator (BITF), in the premises of Science Technology Park Belgrade.

In addition to the presentation and general introduction to the matter, the contestants had the opportunity to work on the development of their business model with the BITF business support team and our mentors and to get feedback and suggestions related to the business model of their idea.

| Organiser(s):                 | BITF   |
|-------------------------------|--|
| Agenda:                       | http://www.if4tm.kg.ac.rs/news/second-training-for-participants-in-competition-for-best-student-idea-university-of-belgrade.html     |
| Total number of participants: | 16   |
| Links to further information: | http://www.if4tm.kg.ac.rs/news/second-training-for-participants-in-competition-<br>for-best-student-idea-university-of-belgrade.html |
| Other personal remarks:       | ·  |

Since 15 teams with 42 students went through the application process of the competition and were invited to trainings, and because of the intensive individual work with teams, we split the participants into 2 groups.

| Invitation was sent off to participants on:           | April 11, 2017 |
|---|----------------|
| Information Material was sent off to participants on: |                |
| Date of Initial Participant List Compilation:         | April 04, 2017 |





| Date of Final Participant List Compilation: |                |
|---|----------------|
| Total Number of Participants Invited        | 42             |
| Date of Agenda Finalisation:                | April 10, 2017 |
| ???   |                |
| ???   |                |

(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 ) **N/A** 

## **EVENT ROLLOUT**

## Final Event Agenda + Participant list

Since 15 teams with 42 students went through the application process of the competition and were invited to trainings, and because of the intensive individual work with teams, we split the participants into 2 groups with the same agenda:

### Group 1:

12:00 - 13:30 Business model validation (Defining target groups, testing planning)

13:30 - 13:45 Coffee break

13:45 – 16:00 Individual work with teams – developing their canvas, choosing the target group, creation of the testing plan

Homework: Testing the idea

### Group 2:

17:00 - 18:30 Business model validation (Defining target groups, testing planning)

18:30 - 18:45 Coffee break

18:45 - 21:00 Individual work with teams – developing their canvas, choosing the target group, creation of the testing plan

Homework: Testing the idea









### **Attendance List**

| Event:      | EAN CHNYRG WORKEHOP |  |
|-------------|---------------------|--|
| Venue:      |                     |  |
| Date:       | 21.04.2017.         |  |
| Organisers: |                     |  |

|    | Name               | Organisation               | e-mail                            | Phone number   | Signature             |
|----|--------------------|----------------------------|-----------------------------------|----------------|-----------------------|
| 1  | Luka Knezené       | ETF                        | merendokase a tympilcon           | 065/373-015    | Threwest lyka         |
| 2  | HEARBYO Toudet     | EKOF                       | neselita polovic 94 Daniel        | 963/294407     | Hagel to Tour Of      |
| 3  | Boosan Boosanović  | EKOF                       | begdonovicisoes @gnail            | 065/2001849    | Cocan Topianous link  |
| 4  | DEJAH AYKUT        | ETO                        | degn.95.lohic@gmail.com           | 063/1928463    | Lyjan elynut          |
| 5  | MYRA PARTITI       | ETO-Reorpe                 | LOUGHS ASPECC (Squail out         | 064 2578044    | Sto CINL              |
| 6  | GTEBAH HYKOTUT     | SUCROUINU CARGUTEI         | - stevan result 82 requail        | ion 068/120fef | lolatus.              |
| 7  | BARDMAUP BAROBI    |                            | - VLAHOVIC VLADE @ grail.com      |                | BANK                  |
| 8  | HEREHA NASAPEBUT   | EKOD                       | nevera shooting agrail com        | 060/00-924-60  | H. Masape Cent        |
| 9  | Hilica Hiladiysoic | KPH.                       | Weiler - Ling Holding and Que com | 064/960817     | L. Malenover          |
| 10 | Page Massagut      | EKOO                       | radensa 650 gmonil. com           | 2129 031 490   | V-x Willet OT         |
| 11 | DORAS JELIC        | Ekonomski                  | djordje jelic mw@gmailo           | 060/51-26-26   | Toda of               |
| 12 | dunno kapozut      | 40H                        | Kad filipp o wait com             | 064/363-8-24   | June Yackets          |
| 13 | Muxzino Croput     | 510                        | minay lo sportic @ amalen         | 06419045492    | Margin Proport        |
| 14 | Herathe Spollar    | EFØ                        | neways, dobyce of car             |                | Heale 24 Mys          |
| 15 | Anekanean Paunt    | (TOMITO STOCKEN OF I HATTE | + aleksandar, racic .92@gmail     | un 0612725125  | Agencia Maria Parents |
| 16 | MARINA IVANOVIC    | ETF                        | ivanovichimi pamai con            | 066005553      | nullun -              |

## **Photos**









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| Author:                         | Jovana Vasić                                       |
|---------------------------------|--|
| Event Title:                    | Finance for startups                               |
| Event Date:                     | May 3, 2017  |
| Event Venue:                    | BITF, Veljka Dugosevica 54, 11000 Belgrade. Serbia |
| Type of event:                  |  |
| (National, international, press |  |
| conference, promotional         |  |
| event etc.)                     | Training   |
| Short description:              |  |

Within the Competition for the best student idea the third day of training was held on financing for startups, for teams participating in the competition, on May 3, by the Business Technology Incubator (BITF), in the premises of Science Technology Park Belgrade.

In addition to the presentation and general introduction to the matter, the contestants had the opportunity to work on the development of the finance side of the business and cash flow, with the BITF business support team and our mentors and to get feedback and suggestions related to the business model of their idea.

| Organiser(s):                 | BITF  |
|-------------------------------|---|
| Agenda:                       | http://www.if4tm.kg.ac.rs/news/third-training-for-participants-in-competition-<br>for-best-student-idea-university-of-belgrade.html |
| Total number of participants: | 14  |
| Links to further information: | http://www.if4tm.kg.ac.rs/news/third-training-for-participants-in-competition-<br>for-best-student-idea-university-of-belgrade.html |
| Other personal remarks:       |   |

Since 15 teams with 42 students went through the application process of the competition and were invited to trainings, and because of the intensive individual work with teams, we split the participants into 2 groups.

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|---|----------------|
| Information Material was sent off to participants on: |                |
| Date of Initial Participant List Compilation:         | April 04, 2017 |





| Date of Final Participant List Compilation: |                |
|---|----------------|
| Total Number of Participants Invited        | 42             |
| Date of Agenda Finalisation:                | April 10, 2017 |
| ???   |                |
| ???   |                |

(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 ) **N/A** 

# **EVENT ROLLOUT**

Final Event Agenda + Participant list

12:00 - 13:30 Revenue Models, Funding strategies

13:30 - 13:45 Coffee break

13:45 - 16:00 Individual work with teams - developing financial model and funding strategies









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### Attendance List

|    | -  |     |   |
|----|----|-----|---|
| 3. | 5. | 201 | 7 |

| Event:      | LEAN CANVAS - FINANSIDE |  |
|-------------|-------------------------|--|
| Venue:      |                         |  |
| Date:       | 3.5.2017                |  |
| Organisers: | BITE                    |  |

|    | Name              | Organisation               | e-mail                          | Phone number    | Signature /         |
|----|-------------------|----------------------------|---------------------------------|-----------------|---------------------|
| 1  | lace Parlavić     | Ekonowski Fakultet         |                                 |                 | Pro Wellt &         |
| 2  | DORAG JELIC       | EKONOMSKI PAKULTE          | djordje jelic mu Dgmai          | con 060/61-26-2 | 8 Talle of          |
| 3  | Filip kodović     | Fahaltet oppnizacionsh was | Kadfilip Q y mall com           | 064/363-85-84   | your your horobuts  |
| 4  | Dunja Jereeuic    | Etououski Farullo          | t dunja jererun Quaj            | Can 063303371   | Derewich            |
| 5  | ENTLIP Zung       | ELLONOUSKY FAMULTET        | emilija.zurcepusil.com          | 063/1664580     | OZIE.               |
| 6  | MARINA VANOVIE    | Eleletrotehn. falulter     | tiva novicmimi@gmail con        | 066005553       | un                  |
| 7  | Aleksandar Racić  |                            | alolesandar racie ge Quani      |                 |                     |
| 8  | Venanja Destrjan  | ETF                        | nemarija drobnjak@quail         |                 |                     |
| 9  | Vhadinia VLAhovic | Bioloski FAEULTER          | VLAHOVICVLADE @ OMAKO           | 065/8602594     | 1 Bres              |
| 10 | Hilia Leradinair  | FPH                        | cerilia wildrivacios upa        | W 0649082H      | 19Medinak           |
| 11 | Neveua Latarevio  | EKONONSKI PAKULTET         | veveus . 8 Cootinger guail      | 060/20-92460    | H. Syspeleyt        |
| 12 | Lyra Kreyesit     | ETS                        | Knezevicloka OS@ gwail-com      | 083/373-025     | Lucure Sty You      |
| 13 | Bogdan Books now  | EKOF                       | Condensviciscoop grails         | 065/200-1949    | Coroca Corocanoloux |
| 14 | Hegeero Toodat    | EKOF                       | nedeliko popovic 34 @ gunit.cov | 063/2941607     | bosca Trondat       |

## **Photos**





## WP-leader

Please add your comments, if any

# Task leader

Please add your comments, if any





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| Author:                         | Jovana Vasić                                       |
|---------------------------------|--|
| Event Title:                    | Elevator pitch                                     |
| Event Date:                     | May 10, 2017                                       |
| Event Venue:                    | BITF, Veljka Dugosevica 54, 11000 Belgrade. Serbia |
| Type of event:                  |  |
| (National, international, press |  |
| conference, promotional         |  |
| event etc.)                     | Training   |
| Short description:              |  |

Within the Competition for the best student idea the fourth day of training was held on pitching for startups, for teams participating in the competition on May 10 by the Business Technology Incubator (BITF), in the premises of Science Technology Park Belgrade.

In addition to the presentation and general introduction to the matter, the contestants had the opportunity to work on the development of the pitch for their product, with the BITF business support team and our mentors and to get feedback and suggestions related to the pitch of their idea.

| Organiser(s):                 | BITF   |
|-------------------------------|--|
| Agenda:                       | http://www.if4tm.kg.ac.rs/news/fourth-training-for-participants-in-competition-<br>for-best-student-idea-university-of-belgrade.html |
| Total number of participants: | 11   |
| Links to further information: | http://www.if4tm.kg.ac.rs/news/fourth-training-for-participants-in-competition-<br>for-best-student-idea-university-of-belgrade.html |
| Other personal remarks:       |  |

Since 15 teams with 42 students went through the application process of the competition and were invited to trainings, and because of the intensive individual work with teams, we split the participants into 2 groups.

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|---|----------------|
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| Date of Initial Participant List Compilation:         | April 04, 2017 |





| Date of Final Participant List Compilation: |                |
|---|----------------|
| Total Number of Participants Invited        | 42             |
| Date of Agenda Finalisation:                | April 10, 2017 |
| ???   |                |
| ???   |                |

(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 ) **N/A** 

# **EVENT ROLLOUT**

Final Event Agenda + Participant list

12:00 - 13:30 Pitch map and basic structure, slide creation

13:30 - 13:45 Coffee break

13:45 – 16:00 Individual work with teams – developing draft of their presentation, pitching in front of the group









### Attendance List

| Event:      | PITCH TRENING |  |
|-------------|---------------|--|
| Venue:      |               |  |
| Date:       | 10.05.2017    |  |
| Organisers: | Bir.          |  |

|    | Name               | Organisation        | e-mail                         | Phone number    | Signature          |
|----|--------------------|---------------------|--------------------------------|-----------------|--------------------|
| 1  | Nixola Milia       | ETF                 | Midamiliconala                 | 261/635 2244    | Jen 8              |
| 2  | 16DAH AYKUT        | F10                 | dejan. 95. lukic @gwails       | on 063 19284    | 3 Rejat ugnet      |
| 3  | Pase Nasionat      | Ekononewa denysiet  | radenty as Egmail.com          | 64 160 65 15    | g-a Wille          |
| 4  | MARINA IVANOVIE    | ETF                 | ivanovicmimi@gmail.com         | 066 /005553     | min                |
| 5  | Hegelro Hovolat    | GKOF                | redeliko popovin garanuvil co  | CK=18901103     | Hosolta int        |
| 6  | Rondon Bondonević  | FKOF                | boglanevier 9000 & grail com   | 065/2001919     | Emony Gornanolut   |
| 7  | GEBAH HUKDUNU IT   | виолойки факумет    | Levansesnik 926 guileo         | 1.068/220 FOA   | Was hunt           |
| 8  | BRAD HMUP BRANDBUT | BRONDIKY CORKYNTES  | VLAHOVICVEADE QUEMARLOW        | 065/8607994     | 33000              |
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| 11 | HEBEHA MASAPEBUTI  | Енономски Финаципен | herena shooning ganiloon       | 060/80-92460    | H. Dogoe Gert      |
| 12 |                    |                     |                                |                 | 0/0                |
| 13 |                    |                     |                                |                 |                    |
| 14 |                    |                     |                                |                 |                    |
| 15 |                    |                     |                                |                 |                    |
| 16 |                    |                     |                                |                 |                    |

### **Photos**





# **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<br>satisfied | Satisfied | Moderately satisfied | Rather dissatisfied | Not at all satisfied |
|----------------------------------|-------------------|-----------|----------------------|---------------------|----------------------|
| The event administration         | 64.28%            | 21.43%    | 7.14%                | 7.14%               |                      |
| The structure of the programme   | 78.57%            | 21.43%    |                      |                     |                      |
| The venue and facilities         | 64.28%            | 35.71%    |                      |                     |                      |
| The presentations                | 92.86%            | 7.14%     |                      |                     |                      |
| The discussions                  | 50%               | 42.86%    |                      | 7.14%               |                      |
| The event dinner and subsistence |                   |           |                      |                     |                      |

|  | Strongly agree | Agree  | Neutral | Disagree | Strongly disagree |
|--|----------------|--------|---------|----------|-------------------|
| The information I got will be of immediate use to me.                                      | 64.28%         | 28.57% | 7.14%   |          |                   |
| This event covered to a very high extent the topics I have expected.                       | 42.86%         | 50%    | 7.14%   |          |                   |
| I enjoyed the cooperation and interaction with the other participants.                     | 35.71%         | 42.86% | 14.28%  | 7.14%    |                   |
| My expectations about this event were met or exceeded.                                     | 57.14%         | 28.57% | 14.28%  |          |                   |
| The materials distributed are useful and informative.                                      | 64.28%         | 28.57% | 7.14%   |          |                   |
| The discussions were relevant for the participants.  | 42.86%         | 57.14% |         |          |                   |
| The methods of working were suitable for the topics and for the participants.              | 42.86%         | 57.14% |         |          |                   |
| The overall organisation was professional.   | 64.28%         | 28.57% | 7.14%   |          |                   |
| The time management was always to my fullest satisfaction.                                 | 28.57%         | 64.28% | 7.14%   |          |                   |
| The style and level of communication between organisers and participants was professional. | 71.43%         | 28.57% |         |          |                   |
| I would recommend this kind of event to my colleagues.                                     | 71.43%         | 14.28% | 14.28%  |          |                   |

| Prior Experience of Similar Events –<br>Overall % | 28.57% |
|---|--------|
|---|--------|

Strengths and limitations of the event: please include comments received

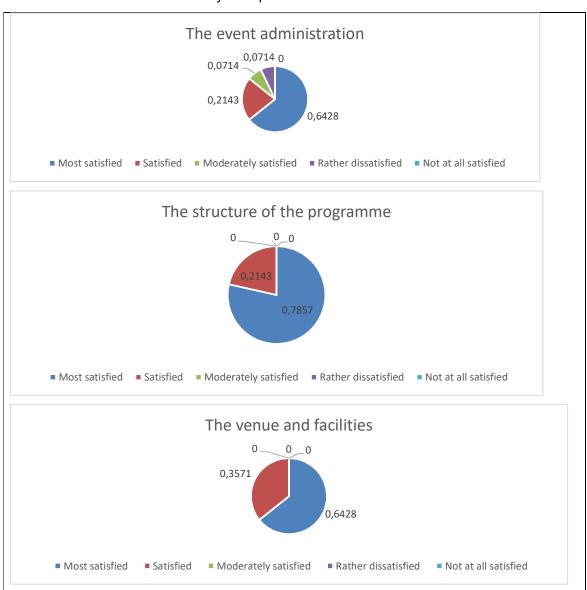
| Strengths of the event and contributions or activities enjoyed by participants: | <ul> <li>concrete things, good thinking</li> <li>concrete things and solutions, wide perspective, good communication</li> <li>"cutting edge" knowledge of making business plans and research</li> <li>I appreciate this opportunity and I am grateful for it. The trainer was trying to be concrete and wanted to help us</li> <li>Useful presentations and discussions with trainer</li> <li>Discussions after the presentations are the most useful</li> </ul> |
|---|--|
| Suggestions for the improvement:  | <ul><li>more trainers</li><li>more practical examples</li><li>more joint discussions</li></ul>   |





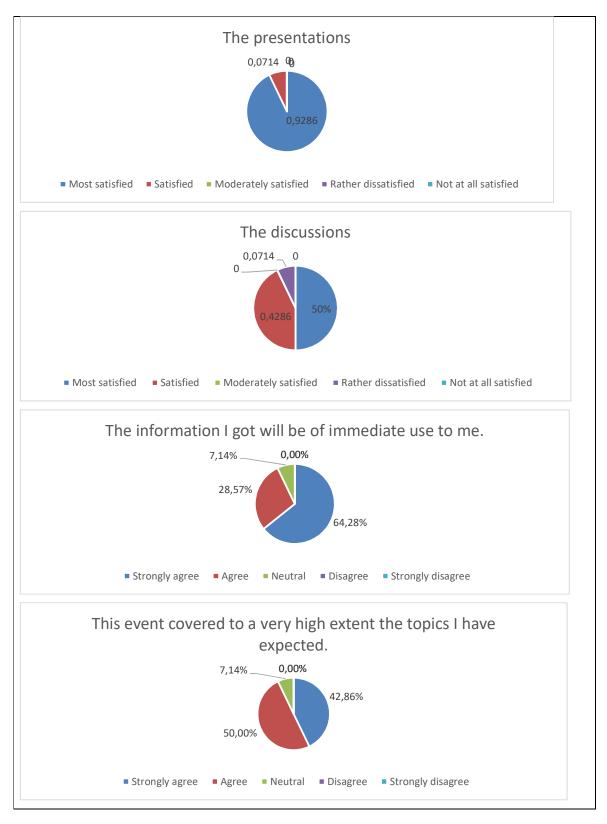
|                      | <ul> <li>The event would be improved a lot if the organizers were familiar with our ideas. It would be easier that way and we wouldn't have to waste any time explaining it to them.</li> <li>Longer workshop classes, solving mini case studies related to the topic, more teachers</li> <li>Make events more interactive. Participants should communicate more to each other.</li> </ul> |
|----------------------|--|
| Any further comments | •  |

## Additional comments to be filled by local partner



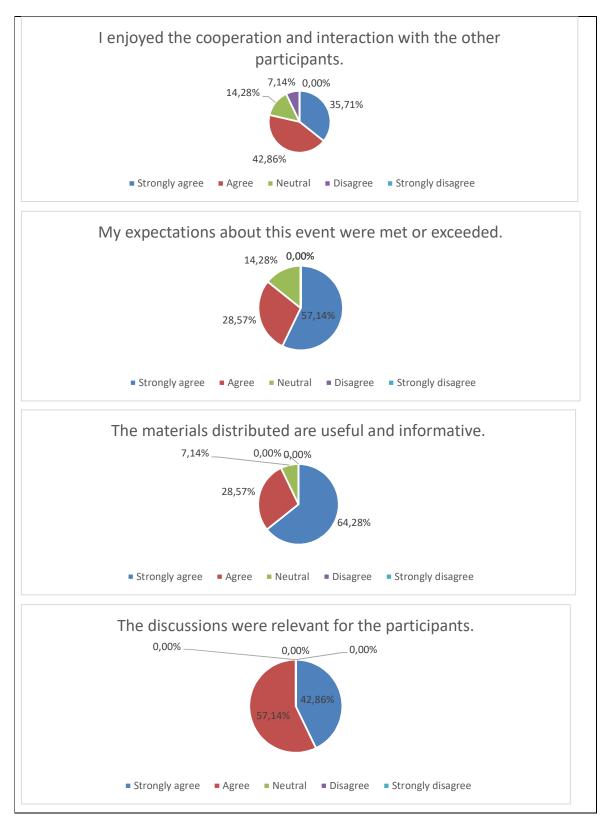






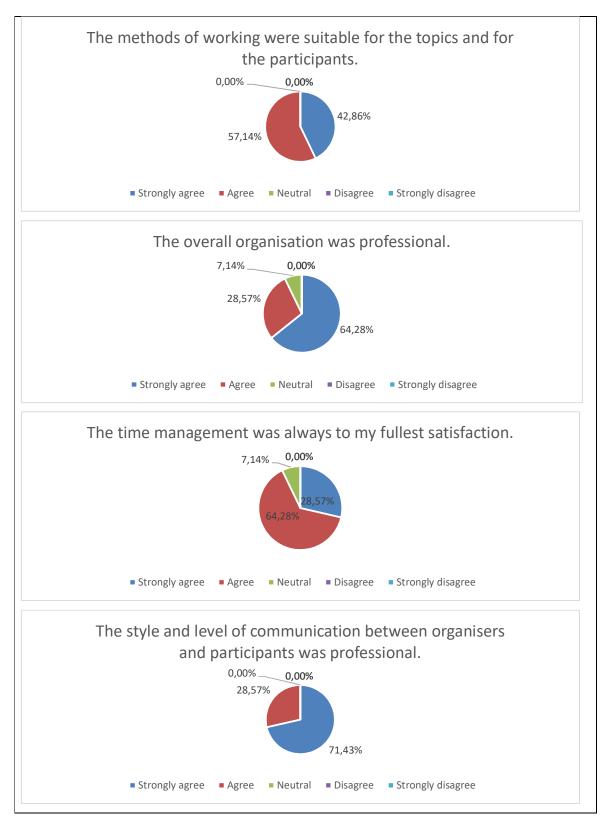




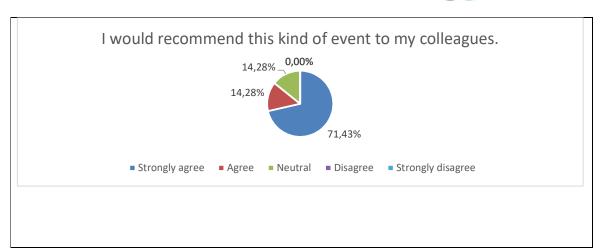












## **Lessons learned**

• The number of students that applied (42) has decreased dramatically before the first training – only 16 participants. This lead to drainage of resources, because the first 2 days were planned according to the planned number, and the group was split in 2, to ensure the high quality of the trainings. For the next year we should consider an extra step to get reconfirmation from the participants.

## **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: