



## EVENT REPORT

Author:	Jelena Jevtovic
Event Title:	D4.4 Report on trainings at University of Kragujevac
Event Date:	11/04/2018, 25/04/2018, 09/05/2018, 30/05/2018
Event Venue:	Business Innovation Centre Kragujevac
Type of event: (National, international, press conference, promotional event etc.)	Training
Short description:	
<p>Within the Act4.4 Development and delivery of start-up training, four training modules were developed and delivered to the students participants of the Competition for best student idea at seven Serbian higher education institutions:</p> <p><b>Business model development.</b> The first training for students of University of Kragujevac was organized in Business Innovation Centre on 11<sup>th</sup> April 2018 on the topic of business model development. The student who participated in the training had an opportunity to build their knowledge on concepts of business model based on the Canvas method. They were introduced to the elements of the business model to be applied on their business ideas such as competitive value, market, customers' relations, resources, etc.</p> <p><b>Validation of Business Model.</b> The training was organized on 25<sup>th</sup> April 2018. The topic of the training was validation of the student ideas based on their newly gained knowledge of working with Canvas method. They made the inputs on Canvas sheets using the ideas their applied with for the Competition, and based on inputs they received the feedback on how to improve their business models and what to pay attention to in order to make the ideas more marketable and attractive. The training was designed as practical exercise.</p> <p><b>Finance for start-up.</b> The topic of the training was financial aspects of start-ups and mechanisms to support the development of ideas through available sources of financing. They applied the presented financial construction to their ideas and analysed the type and scope of costs for delivering their ideas to the market. The training was organized on 9<sup>th</sup> May 2018.</p> <p><b>Elevator pitch.</b> The training Elevator pitch was dedicated to the development of the presentational and communicational skills of participants on the Competition for best student ideas. The students were provided with the PowerPointPresentation template to use for the training and preparation of the pitch presentation. At the training, they presented their ideas using the previously acquired knowledge as the seven minute pitch. After the presentation, a discussion was opened with questions and suggestions on how to improve the presentation of ideas. This training was a kind of preparation for the local final competition.</p>	
Organiser(s):	Business Innovation Centre Kragujevac, University of Kragujevac
Agenda:	<a href="#">Business model development</a> <a href="#">Validation of Business Model</a> <a href="#">Finance for start-up</a> <a href="#">Elevator pitch</a>
Total number of participants:	70
Links to further information:	<a href="http://www.if4tm.kg.ac.rs/article/development-and-delivery-of-startup-training.html">http://www.if4tm.kg.ac.rs/article/development-and-delivery-of-startup-training.html</a>
Other personal remarks:	



## EVENT ORGANISATION DETAILS

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Invitation was sent off to participants on:	Business model development 05/04/2018 Validation of Business Model 20/04/2018 Finance for start-up 07/05/218 Elevator pitch 29/04/2018
Information Material was sent off to participants on:	n.a.
Date of Initial Participant List Compilation:	n.a.
Date of Final Participant List Compilation:	n.a.
Total Number of Participants Invited	35

## 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)



## EVENT ROLLOUT

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Final Event Agenda + Participant list

### Business Model Development



#### AGENDA

#### ”TAKMIČENJE ZA NAJBOLJU STUDENTSKU IDEJU”

11.april 2018.godine

#### BIZNIS INOVACIONI CENTAR

Trg topolivaca 4 Kragujevac

12:00 – 12:30 Registracija učesnika

12:30 – 13:00 Uvodni govor:

- Marko Vujnović, direktor Biznis inovacionog centra

13:00 – 14:00 Razvoj poslovnog modela

- predložena vrednost
- segment kupaca
- kanali distribucije

14:00 – 14:15 Pauza

14:15 – 15:15 Razvoj poslovnog modela

- odnosi sa kupcima
- prihodi
- ključni resursi

15:15 – 15:30 Pauza

15:30 – 16:30 Razvoj poslovnog modela

- ključne aktivnosti
- ključni partneri
- troškovi



## Attendance List

Event:	Start-up training
Venue:	Business Innovation Centre Kragujevac
Date:	11/04/2018
Organisers:	Business Innovation Centre Kragujevac

	Name	Organisation	Signature
1	Jovana Radišić APITOKSIN	Fakultet Medicinskih Nauka Univerziteta U Kragujevcu	
2	Lejla Taraniš APITOKSIN	Fakultet Medicinskih Nauka Univerziteta U Kragujevcu	
3	Nikola Bojovic NBSolutions	PMF Kragujevac	<i>Nikola Bojovic</i>
4	Bojana Pajovic NBSolutions	PMF Kragujevac	
5	Lazar Dražević Biznis Tim	Fakultet Tehničkih Nauka u Čačku	<i>Lazar Dražević</i>
6	Igor Radovanović Biznis Tim	Fakultet Tehničkih Nauka u Čačku	<i>Igor Radovanović</i>
7	Mladen Velikić HAJ98	Fakultet inženjerskih nauka KG	
8	Duška Tucaković HAJ98	Fakultet inženjerskih nauka KG	<i>Duška Tucaković</i>
9	Natalija Nedović HAJ98	Fakultet inženjerskih nauka KG	<i>Natalija Nedović</i>
10	Nina Busarac HAJ98	Fakultet inženjerskih nauka KG	<i>Nina Busarac</i>
11	Filip Čurić Take place team	Univerzitet u Kragujevcu/Fakultet Inženjerskih nauka	<i>Filip Čurić</i>
12	Tijana Tanasković Take place team	Univerzitet u Kragujevcu/Fakultet Inženjerskih nauka	<i>Tijana Tanasković</i>
13	Andrijana Ivković Take place team	Univerzitet u Kragujevcu/Fakultet Inženjerskih nauka	<i>Andrijana Ivković</i>



14	Mladen Radojević Take place team	Univerzitet u Kragujevcu/Fakultet Inženjerskih nauka	<i>Mladen Radojević</i>
15	Dušan Milojević Virtual waiters	Fakultet inženjerskih nauka u Kragujevcu	<i>Dušan Milojević</i>
16	Peđa Lukić Virtual waiters	Ekonomski fakultet u Kragujevcu	<i>Peđa Lukić</i>
17	Danijela Zlatković 3rd gen softver	Fakultet inženjerskih nauka	<i>D. Zlatković</i>
18	Petar Očokoljić 3rd gen softver	Fakultet inženjerskih nauka	<i>P. Očokoljić</i>
19	Ivana Spasenić 3rd gen softver	Fakultet inženjerskih nauka	
20	Lazar Dašić 3rd gen softver	Fakultet inženjerskih nauka	<i>Lazar Dašić</i>
21	Jelena Petrović Fantastična trojka	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	<i>J. Petrović</i>
22	Sara Aleksić Fantastična trojka	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	<i>Sara Aleksić</i>
23	Nikola Mitrović Fantastična trojka	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	
24	Jovana Nikolić Gimnazijalke	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	<i>Jovana Nikolić</i>
25	Milica Denić Gimnazijalke	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	<i>Milica Denić</i>
26	Jelena Balović Fantasticna cetvorka	Univerzitet u Kragujevcu/Prirodno- matematički fakultet	<i>Jelena Balović</i>
27	Olga Jevtic Fantasticna cetvorka	Univerzitet u Kragujevcu/Fakultet inženjerskih nauka	
28	Jelena Micović Fantasticna cetvorka	Univerzitet u Kragujevcu/Pravni fakultet	
29	Jovan Todosijević Fantasticna cetvorka	Univerzitet u Kragujevcu/Fakultet za biznis i menadžment	<i>Jovan Todosijević</i>
30	Aleksandar Kočović Studentski ombudsmani	Fakultet Medicinskih Nauka, Univerzitet u Kragujevcu	<i>Aleksandar Kočović</i>
31	Miloš Milosavljević Studentski ombudsmani	Fakultet Medicinskih Nauka, Univerzitet u Kragujevcu	



32	Ana Pejčić Studentski ombudsmani	Fakultet Medicinskih Nauka, Univerzitet u Kragujevcu	
33	Nevena Aksic Freon Frog	Fakultet inženjerskih nauka, Univerzitet u Kragujevcu	<i>Nevena Aksic</i>
34	Jovan Spasic Freon Frog	Ekonomski fakultet, Univerziteta u Kragujevcu	
35	Milos Ranic Freon Frog	Visoka tehnicka skola strukovnih studija Zvečan, Univerzitet u Kosovskoj Mitrovici	

36. UBAH  
Marković

*Marković*

*Marković*

37. VERA  
Jelenc

*Jelenc*

*Jelenc*

38. AHA  
Jovanović

*Jovanović*

*Jovanović*



## Validation of Business Model



### AGENDA

#### ”TAKMIČENJE ZA NAJBOLJU STUDENTSKU IDEJU”

25.april 2018.godine

#### BIZNIS INOVACIONI CENTAR

Trg topolivaca 4 Kragujevac

15:30 – 16:30 Validacija poslovnog modela

- rekapitulacija
- potvrđivanje hipoteza

16:30 – 16:45 Pauza

16:45 – 17:45 Validacija poslovnog modela

- vežba

17:45 – 18:00 Pauza

18:00 – 19:00 Validacija poslovnog modela

- vežba



### Attendance List

Event:	Start-up training
Venue:	Business Innovation Centre Kragujevac
Date:	25/04/2018
Organisers:	Business Innovation Centre Kragujevac

	Name	Organisation	Signature
1	Jovana Radišić APITOKSIN	Fakultet Medicinskih Nauka Univerziteta U Kragujevcu	
2	Lejla Taraniš APITOKSIN	Fakultet Medicinskih Nauka Univerziteta U Kragujevcu	
3	Nikola Bojovic NBSolutions	PMF Kragujevac	<i>Nikola Bojovic</i>
4	Bojana Pajovic NBSolutions	PMF Kragujevac	
5	Lazar Dražević Biznis Tim	Fakultet Tehničkih Nauka u Čačku	
6	Igor Radovanović Biznis Tim	Fakultet Tehničkih Nauka u Čačku	
7	Mladen Velikić HAJ98	Fakultet inženjerskih nauka KG	
8	Duška Tucaković HAJ98	Fakultet inženjerskih nauka KG	<i>Duška Tucaković</i>
9	Natalija Nedović HAJ98	Fakultet inženjerskih nauka KG	
10	Nina Busarac HAJ98	Fakultet inženjerskih nauka KG	<i>Nina Busarac</i>
11	Filip Čurić Take place team	Univerzitet u Kragujevcu/Fakultet Inženjerskih nauka	<i>Filip Čurić</i>
12	Tijana Tanasković Take place team	Univerzitet u Kragujevcu/Fakultet Inženjerskih nauka	<i>Tijana Tanasković</i>
13	Andrijana Ivković Take place team	Univerzitet u Kragujevcu/Fakultet Inženjerskih nauka	<i>Andrijana Ivković</i>



14	Mladen Radojević Take place team	Univerzitet u Kragujevcu/Fakultet Inženjerskih nauka	<i>Mladen Radojević</i>
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16	Peđa Lukić Virtual waiters	Ekonomski fakultet u Kragujevcu	<i>Peđa Lukić</i>
17	Danijela Zlatković 3rd gen softver	Fakultet inženjerskih nauka	
18	Petar Očokoljić 3rd gen softver	Fakultet inženjerskih nauka	<i>P. Očokoljić</i>
19	Ivana Spasenić 3rd gen softver	Fakultet inženjerskih nauka	<i>Ivana Spasenić</i>
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22	Sara Aleksić Fantastična trojka	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	<i>Sara Aleksić</i>
23	Nikola Mitrović Fantastična trojka	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	<i>Nikola Mitrović</i>
24	Jovana Nikolić Gimnazijalke	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	
25	Milica Denić Gimnazijalke	Fakultet inženjerskih nauka Univerziteta u Kragujevcu	
26	Jelena Balović Fantastična četvorka	Univerzitet u Kragujevcu/Prirodno- matematički fakultet	<i>Jelena Balović</i>
27	Olga Jevtić Fantastična četvorka	Univerzitet u Kragujevcu/Fakultet inženjerskih nauka	<i>Olga Jevtić</i>
28	Jelena Micović Fantastična četvorka	Univerzitet u Kragujevcu/Pravni fakultet	
29	Jovan Todosijević Fantastična četvorka	Univerzitet u Kragujevcu/Fakultet za biznis i menadžment	<i>Jovan Todosijević</i>
30	Aleksandar Kočović Studentski ombudsmani	Fakultet Medicinskih Nauka, Univerzitet u Kragujevcu	<i>Aleksandar Kočović</i>
31	Miloš Milosavljević Studentski ombudsmani	Fakultet Medicinskih Nauka, Univerzitet u Kragujevcu	<i>Miloš Milosavljević</i>



32	Ana Pejčić Studentski ombudsmani	Fakultet Medicinskih Nauka, Univerzitet u Kragujevcu	
33	Nevena Aksic Freon Frog	Fakultet inženjerskih nauka, Univerzitet u Kragujevcu	
34	Jovan Spasic Freon Frog	Ekonomski fakultet, Univerziteta u Kragujevcu	
35	Milos Ranic Freon Frog	Visoka tehnicka skola strukovnih studija Zvečan, Univerzitet u Kosovskoj Mitrovici	

36. UBAK  
Nikola G. Freon.  
37. ŽARKO GAVRILOVIĆ UKG

Marko  
Marko Tabaković



## Finance for start-ups



### AGENDA

#### ”TAKMIČENJE ZA NAJBOLJU STUDENTSKU IDEJU”

9.maj 2018.godine

#### BIZNIS INOVACIONI CENTAR

Trg topolivaca 4 Kragujevac

12:00 – 13:00 Finansije za startup

- rekapitulacija
- izvori finansiranja
- struktura prihoda i troškova

13:00 – 13:15 Pauza

13:15 – 14:15 Finansije za startup

- analiza novčanog toka
- vežba

14:15 – 14:30 Pauza

14:30 – 15:30 Finansije za startup

- prelomna tačka rentabiliteta
- vežba



### Attendance List

Event:	Obuka "Finansije za Startup"
Venue:	Biznis Inovacioni Centar Kragujevac, Trg Topolivaca 4, 34000 Kragujevac
Date:	9. maj 2018.
Organisers:	Biznis inovacioni centar i Univerzitet u Kragujevcu

	Ime i prezime	Tim	Institucija	Potpis
1	Filip Ćirić	Take place	FIN K9	[Signature]
2	Marijeta Petrović	Take place	FIN K9	[Signature]
3	Đorđe Tucaković	trucker	FIN K9	[Signature]
4	Petar Oroskić	3rd gen softver	FIN K9	[Signature]
5	Ivana Spasenović	2nd gen softver	FIN K9	[Signature]
6	Jelena Petrović	Finansijska Troska	FIN K9	[Signature]
7	Jelena Petrović	Finansijska Troska	FIN K9	[Signature]
8	Miroslav Petrović	Finansijska Troska	FIN K9	[Signature]
9	Miroslav Petrović	Finansijska Troska	FIN K9	[Signature]
10	Olga Petrović	Finansijska Troska	FIN K9	[Signature]
11				
12				
13				



## Elevator pitch



## AGENDA

### "TAKMIČENJE ZA NAJBOLJU STUDENTSKU IDEJU"

30.maj 2018.godine

### BIZNIS INOVACIONI CENTAR

Trg topolivaca 4 Kragujevac

12:00 – 13:00 Pitch prezentacija

- rekapitulacija
- elementi uspešne prezentacije

13:00 – 13:15 Pauza


13:15 – 14:15 Pitch prezentacija

- komunikacija i javni nastup
- vežba


14:15 – 14:30 Pauza

14:30 – 15:30 Pitch prezentacija

- vežba
- zaključci



Co-funded by the  
Erasmus+ Programme  
of the European Union



IF4TM

### Attendance List

Event:	Obuka "Finansije za Startup"
Venue:	Biznis Inovacioni Centar Kragujevac, Trg Topolivaca 4, 34000 Kragujevac
Date:	30. maj 2018.
Organisers:	Biznis inovacioni centar i Univerzitet u Kragujevcu

#	Ime i prezime	Tim	Institucija	Potpis
1	Donat Mucic	Vitoria waters		Donat Mucic
2	Sara Anecic	FANTASTICNA TROJKA		Sara Anecic
3	Senka Petrovic	FANTASTICNA TROJKA		Senka Petrovic
4	Mirjana Mutic	FANTASTICNA TROJKA		Mirjana Mutic
5	Marko Drazic	Biznis & Tum		Marko Drazic
6	Uroš Radovic	Biznis & Tum		Uroš Radovic
7	Mirjana Mutic	TAKE PLACE		Mirjana Mutic
8	Angusina Mucic	TAKE PLACE		Angusina Mucic
9	Marko Drazic	TAKE PLACE		Marko Drazic
10	Marko Drazic	TAKE PLACE		Marko Drazic
11	Marko Drazic	TAKE PLACE		Marko Drazic
12	Marko Drazic	TAKE PLACE		Marko Drazic
13	Senka Petrovic	TAKE PLACE	UKG	Senka Petrovic

## Event Implementation – Commentary by Organising Partners

WP-leader
<i>Please add your comments, if any</i>
Task leader
<i>Please add your comments, if any</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	70%	30%	0%	0%	0%
The structure of the programme	60%	40%	0%	0%	0%
The venue and facilities	90%	5%	5%	0%	0%
The presentations	85%	15%	0%	0%	0%
The discussions	70%	30%	0%	0%	0%

	Strongly agree	Agree	Neutral	Disagree	Strongly disagree
The information I got will be of immediate use to me.	65%	35%	0%	0%	0%
This event covered to a very high extent the topics I have expected.	55%	40%	5%	0%	0%
I enjoyed the cooperation and interaction with the other participants.	75%	15%	10%	0%	0%
My expectations about this event were met or exceeded.	55%	25%	20%	0%	0%
The materials distributed are useful and informative.	65%	20%	15%	0%	0%
The discussions were relevant for the participants.	65%	35%	0%	0%	0%
The methods of working were suitable for the topics and for the participants.	70%	30%	0%	0%	0%



The overall organisation was professional.	75%	25%	0%	0%	0%
The time management was always to my fullest satisfaction.	65%	35%	0%	0%	0%
The style and level of communication between organisers and participants was professional.	100%	0%	0%	0%	0%
I would recommend this kind of event to my colleagues.	85%	15%	0%	0%	0%

Prior Experience of Similar Events – Overall %	40%
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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>• new information</li> <li>• team work</li> <li>• networking</li> </ul>
Suggestions for the improvement:	<ul style="list-style-type: none"> <li>• to organize such trainings on Saturdays</li> <li>• better media coverage</li> <li>• to include more participants</li> </ul>
Any further comments	<ul style="list-style-type: none"> <li>• none</li> </ul>

Additional comments

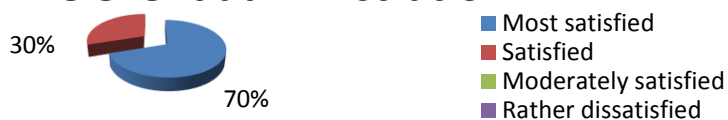
to be filled by local partner

Please add the following additional information here

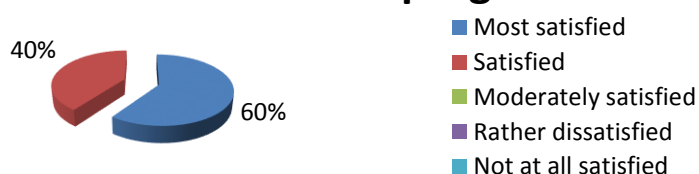
- Charts of the statistical figures from the tables above (pie or bar charts);
- Any further comments concerning the feedback you received by the workshop participants

**First set of questions**

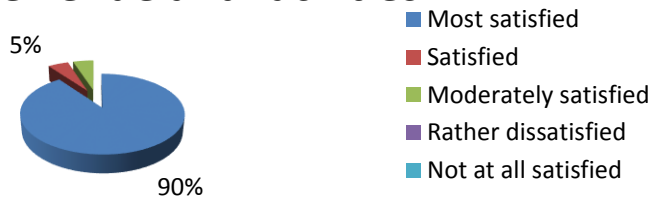
**The event administration**



**The structure of the programme**



### The venue and facilities



### The presentations

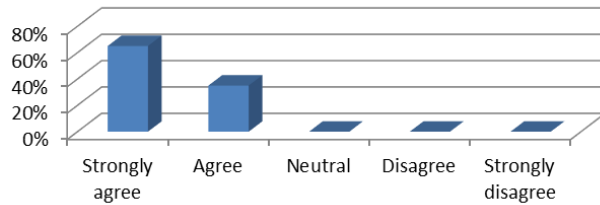


### The discussions

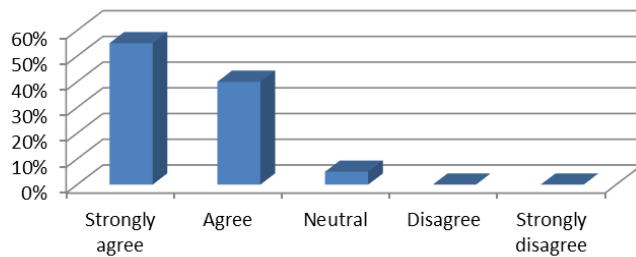


## Second set of questions

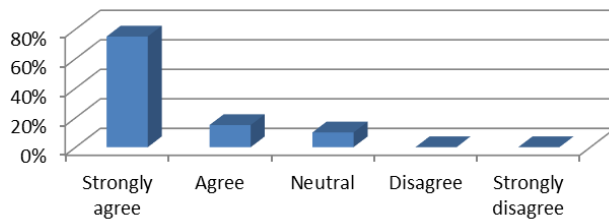
### The information I got will be of immediate use to me



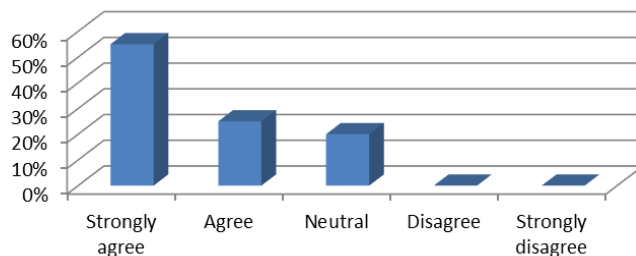
### This event covered to a very high extent the topics I have expected.



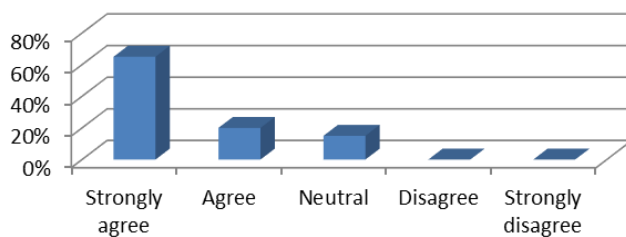
### I enjoyed the cooperation and interaction with the other participants.



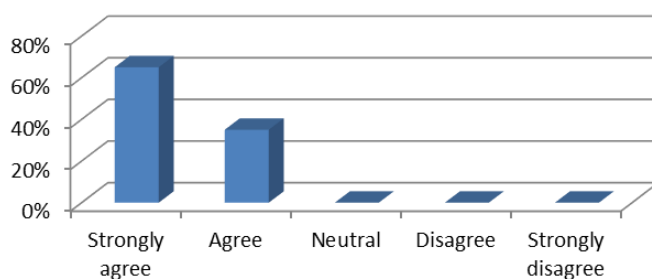
### My expectations about this event were met or exceeded.



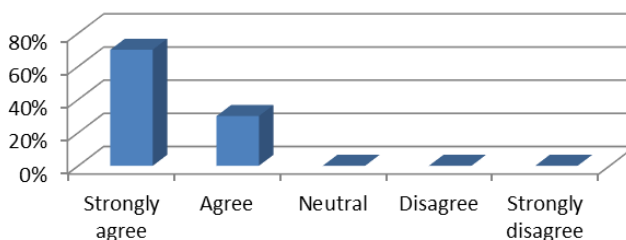
**The materials distributed are useful and informative.**



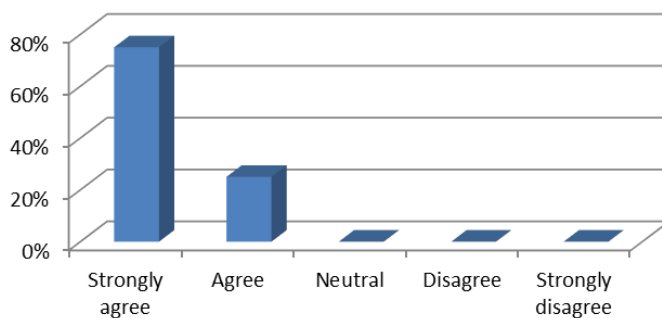
**The discussions were relevant for the participants.**



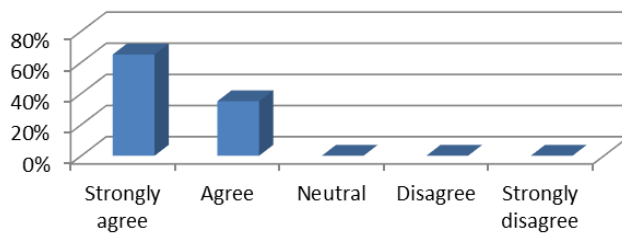
**The methods of working were suitable for the topics and for the participants.**



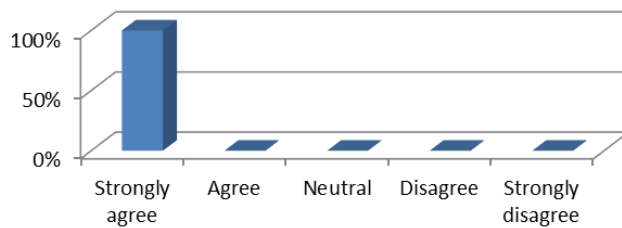
**The overall organisation was professional.**



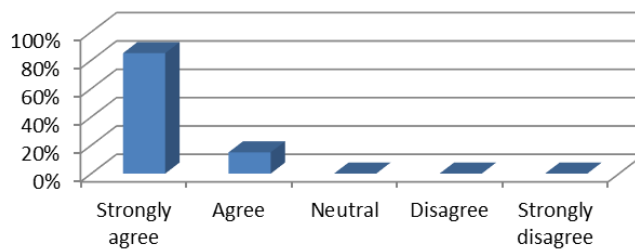
**The time management was always to my fullest satisfaction.**



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



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



## Lessons learned

(Please fill in using bulleted text, e.g.

- A

## 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: