



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:	Peđa Milosavljević, Miodrag Spasić
Event Title:	Start-up trainings for participants of competition for best student ideas
Event Date:	4 th and 5 th May 2017
Event Venue:	University of Nis, Faculty of Mechanical engineering
Type of event: (National, international, press conference, promotional event etc.)	National
Short description:	
<p>As a support to participants of competition for the best student ideas, two-day start-up trainings were organized at University of Nis. Trainings consist of three modules: Business Development and Validation, Finance and Start-up, and Elevator Pitch. Teams (or their representatives) were introduced with the procedures for describing, analysing and designing business models based on Canvas model. Beside the development of the idea through the patterns and good practise examples, financial part of business idea was interpreted as well. At the end of trainings, the pitch presentation method was presented to the members of the teams.</p>	
Organiser(s):	University of Nis
Agenda:	https://www.dropbox.com/home/IF4TM/WP4/4.4/Start-up_trainings_UNI
Total number of participants:	12
Links to further information:	IFTM website Trello
Other personal remarks:	



EVENT ORGANISATION DETAILS

Invitation was sent off to participants on:	27/04/2017
Information Material was sent off to participants on:	27/04/2017
Date of Initial Participant List Compilation:	04/04/2017
Date of Final Participant List Compilation:	27/04/2017
Total Number of Participants Invited	30
Date of Agenda Finalisation:	27/04/2017

Problems encountered during the event preparation phase

(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

Some general information (to be filled by organisers)

As a support to participants of competition for the best student ideas, two-day start-up trainings were organized at University of Nis. Trainings were organized at the University of Nis, at building of Faculty of Mechanical engineering. They consist of three modules: Business Development and Validation, Finance and Start-up, and Elevator Pitch. Teams (or their representatives) were introduced with the procedures for describing, analysing and designing business models based on Canvas model. Presented topics were: business model in general, customers and their needs, value proposition, resources, activities, and other elements establishment of relationship with customers. Beside the development of the idea through the patterns and good practise examples, financial part of business plan was interpreted as well. At the end of trainings, the pitch presentation method was presented to the members of the teams.



IF4TM

AGENDA

Start-up obuka za učesnike takmičenja za najbolju studentsku ideju

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	Start-up obuka za učesnike takmičenja za najbolju studentsku ideju, 4. i 5. maj 2017
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04. maj 2017

*Univerzitet u Nišu, Mašinski fakultet
Aleksandra Medvedeva 14, 18000 Niš
6. sprat*

14:00 – 14:15	Registracija	
14:15 – 16:00	Prof. dr Peđa Milosavljević UNI	Šta je poslovni model? Kupci i predložena vrednost Kanali distribucije proizvoda Odnosi sa kupcima Tokovi prihoda Ključni resursi Ključne aktivnosti Ključni partneri Struktura troškova
16:00 – 16:15	Pauza	
16:15 – 18:00	Prof. dr Peđa Milosavljević UNI	Validacija poslovnog modela Profil kupaca Mapa vrednosti "Bolovi za kupca" "Koristi za kupca" Preklapanje problema i rešenja Višestruko poklapanje Dizajniranje i testiranje prototipova

05. maj 2017

*Univerzitet u Nišu, Mašinski fakultet
Aleksandra Medvedeva 14, 18000 Niš
6. sprat*

14:00 – 14:15	Registracija	
14:15 – 16:00	Prof. dr Peđa Milosavljević UNI	Finansije za startup-ove Izvori finansiranja za startup-ove Planiranje i kontrolisanje finansija Osnovni modeli prihoda



		<p>Finansijski pokazatelji</p> <p>Metrike, bilansi stanja i uspeha</p> <p>Finansijska struktura</p> <p>Novčani tokovi</p> <p>Primer izrade cash flow-a</p>
16:00 – 16:15	Pauza	
16:15 – 18:00	Prof. dr Peđa Milosavljević UNI	<p>Pitch prezentacija</p> <p>Prezentovanje poslovanja</p>



Attendance List

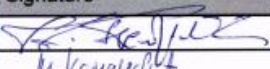
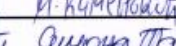
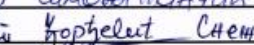
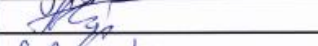
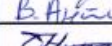

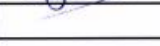

Event:	Start-up trainings for participants of competitions for best student ideas
Venue:	Faculty of Mechanical engineering
Date:	04.05.2017.
Organisers:	University of Niš

	Name	Organisation	Signature
1	Jovan Milić	Mašinski fakultet	Jovan Milić
2	Dorđević Snežana	Elektronski fakultet	Dorđević Snežana
3	Viktor Petrović	Elektronski fakultet	Viktor Petrović
4	Božidar Nikolić	Elektronski fakultet	Božidar Nikolić
5	Aleksandar Ćirić	Elektronski fakultet	Aleksandar Ćirić
6	Bratimir Anđić	Elektronski fakultet	B. Anđić
7	Nikola Milić	Mašinski fakultet	Nikola Milić
8	Dusan Ćirić	Mašinski fakultet	Dusan Ćirić
9	Aleksandar Petrović	Mašinski fakultet	Aleksandar Petrović
10	Đorđević Snežana	Elektronski fakultet	Đorđević Snežana
11	Uroš Kamenović	Mašinski fakultet	Uroš Kamenović
12	Simona Stanić	Elektronski fakultet	Simona Stanić
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Attendance List

Event:	Start-up trainings for participants of competitions for best student ideas
Venue:	Faculty of Mechanical engineering
Date:	05.05.2017.
Organisers:	University of Niš

	Name	Organisation	Signature
1	Aleksandar Jecurbit	Elektronski fakultet	
2	Uroš Kamenoblić	Elektronski fakultet	
3	Čedomir Milićević	Elektronski fakultet	
4	Božidar Stanić	Elektronski fakultet	
5	Aleksandar Čirić	Elektronski fakultet	
6	Branka Anđelić	Elektronski fakultet	
7	Božidar Nikalić	Elektronski fakultet	
8	Viktor Petrović	Elektronski fakultet	
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