



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:	23 <sup>rd</sup> and 24 <sup>th</sup> May 2018
Event Venue:	University of Nis, Faculty of Mechanical engineering
Type of event: (National, international, press conference, promotional event etc.)	National
Short description:	
Business start-up trainings in four modules for students who entered the local competition for best student's ideas within the act 3.4.	
Organiser(s):	University of Niš
Agenda:	
Total number of participants:	5
Links to further information:	<a href="#">IFTM website</a> <a href="#">Trello</a>
Other personal remarks:	

## EVENT ORGANISATION DETAILS

Invitation was sent off to participants on:	14/05/2018
Information Material was sent off to participants on:	14/05/2018
Date of Initial Participant List Compilation:	23/04/2018
Date of Final Participant List Compilation:	14/05/2018
Total Number of Participants Invited	20
Date of Agenda Finalisation:	14/05/2018

## 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

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Some general information (to be filled by organisers)

As a support to participants of competition for the best student ideas, two-day start-up training was organised at the University of Nis, at Faculty of Mechanical engineering. The training consists of four modules: Business Model Development, Business Model Validation, Finance for 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 the relationship with customers. Beside the development of the idea through the patterns and good practise examples, the financial part of the business plan was interpreted as well. At the end of training, 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, 23. i 24. maj 2018
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**23. maj 2018**

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

12:00 – 12:15	<b>Registracija</b>	
12:15 – 14:00	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
14:00 – 14:15	Pauza	
14:15 – 16:00	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



**24. maj 2018**

*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  
Finansijski pokazatelji

Metrike, bilansi stanja i uspeha  
Finansijska struktura  
Novčani tokovi  
Primer izrade cash flow-a

16:00 –  
16:15

Pauza

16:15 –  
18:00

Prof. dr Peđa Milosavljević  
UNI

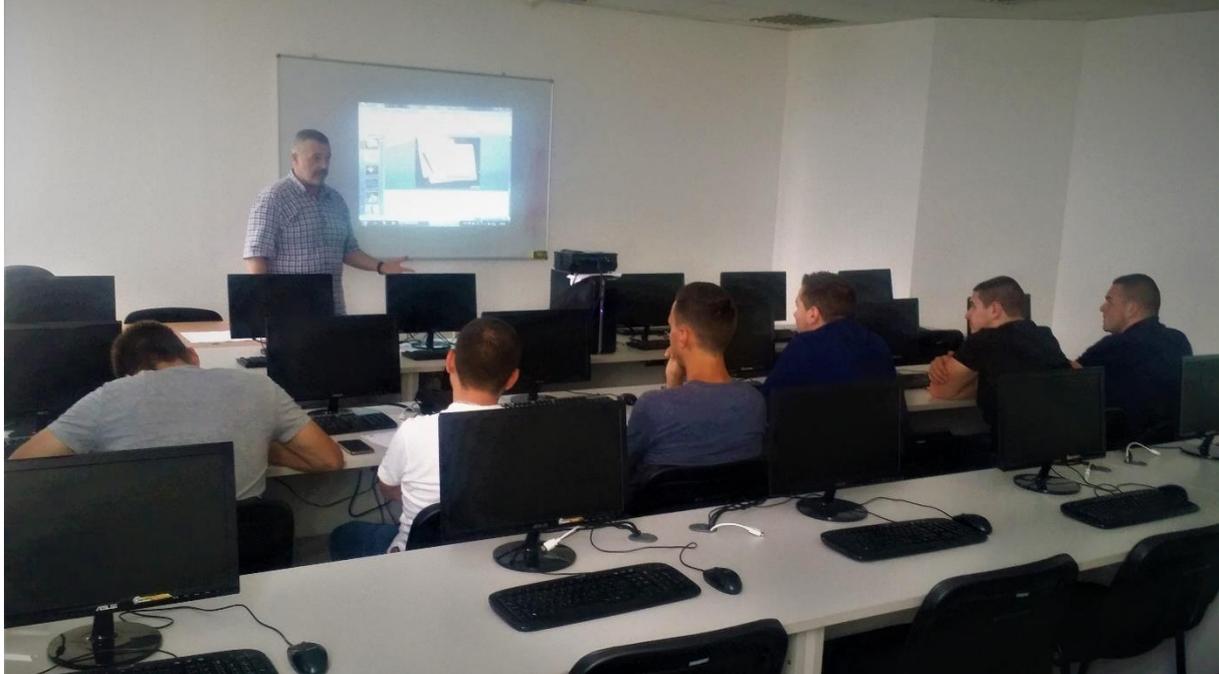
Pitch prezentacija  
Prezentovanje poslovanja



### Attendance List

Event:	Start-up trainings for participants of competitions for best student ideas
Venue:	Faculty of Mechanical engineering
Date:	23.05.2018.
Organisers:	University of Niš

	Name	Organisation	Signature
1	Драгомир Ђазагубић	Енергетски факултет	Д. Ђазагубић
2	ДЕНАНА СТОЈАНОВИЋ	Енергетски факултет	Д. Стојановић
3	Маријан Ђураћ	Машински факултет	Маријан Ђураћ
4	Никола Сивановић	Машински факултет	Никола Сивановић
5	МАРКО ЈАНКИЋ	МАШИНСКИ ФАКУЛТЕТ	Марко Јанкић
6	Нелсона Јанковић	Машински факултет	Нелсона Јанковић
7	PEĐA MILOSAVCEVIC	MAŠINSKI FAKULTET	— PEĐA —
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### Attendance List

Event:	Start-up trainings for participants of competitions for best student ideas
Venue:	Faculty of Mechanical engineering
Date:	24.05.2018.
Organisers:	University of Niš

	Name	Organisation	Signature
1	Николаша Ђакопчевић	Електронски факултет	Њ. Ђакопчевић
2	Нелена Стојановић	Електронски факултет	Н. Стојановић
3	Маријана Ђурђевић	Машински факултет	Маријана Ђурђевић
4	МАРКО ГАЈИЋ	МАШИНСКИ ФАКУЛТЕТ	Марко Гајић
5	PEBA MILOSAVCEVIC	MAŠINSKI FAKULTET	St. Mišić
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