



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: | Jovana Vasić |
| Event Title: | Business model development |
| Event Date: | May 11, 2018 |
| Event Venue: | BITF, Veljka Dugosevica 54, 11000 Belgrade. Serbia |
| Type of event: (National, international, press conference, promotional event etc.) | Training |
| Short description: | |
| <p>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 May 11, 2018 by the Business Technology Incubator (BITF), in the premises of Science Technology Park Belgrade.</p> <p>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.</p> | |
| Organiser(s): | BITF |
| Agenda: | |
| Total number of participants: | 16 |
| Links to further information: | http://www.if4tm.kg.ac.rs/news/first-day-training-for-participants-in-competition-for-best-student-idea-held-at-bitf-belgrade-2018.html |
| Other personal remarks: | |
| | |

EVENT ORGANISATION DETAILS

| | |
|---|----------------|
| Invitation was sent off to participants on: | April 25, 2018 |
| Information Material was sent off to participants on: | |
| Date of Initial Participant List Compilation: | April 24, 2018 |
| Date of Final Participant List Compilation: | April 24, 2018 |
| Total Number of Participants Invited | 19 |



| | |
|------------------------------|----------------|
| Date of Agenda Finalisation: | April 24, 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)

N/A

EVENT ROLLOUT

Final Event Agenda + Participant list

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

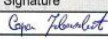


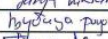
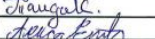
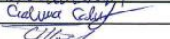
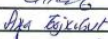
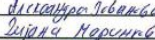
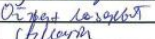
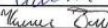






Homework: Creating additional upgrades of the canvas (e.g. additional target groups).

List of participants



Attendance List

| | |
|-------------|--|
| Event: | Start up trening – Business model Canvas Day 1 |
| Venue: | STP Belgrade |
| Date: | 11.5.2018. |
| Organisers: | BITF Business Technology Incubator of Technical Faculties Belgrade |

| | Name | Organisation | e-mail | Phone number | Signature |
|----|-------------------|--------------------|----------------------------|--------------|---|
| 1 | Sava Jovanović | Ekonomski fakultet | savajovanovic@btf.rs | 061 241 8485 |  |
| 2 | Nikola Mirković | Ekonomski fakultet | NIKS.361@btf.rs | 061 3239168 |  |
| 3 | Vukasin Ristić | ETF | VUKASHEEN@gmail.com | 065/2676599 |  |
| 4 | Marko Ralić | ETF | MARKO.RALIC@btf.rs | 061/65-19-19 |  |
| 5 | Sorja Vukomanović | Ekonomski fakultet | sorjavukomanovic@gmail.com | 065/8521361 |  |
| 6 | Mirjana Paplandić | Ekonomski fakultet | yubian8@yahoo.com | 0837433317 |  |
| 7 | Tajda Kostić | Ekonomski fakultet | Tajda.kostic@btf.rs | 0649198118 |  |
| 8 | Aleksa Čunt | Ekonomski fakultet | ERICA.CUNT@yahoo.com | 061/6205334 |  |
| 9 | Časlava Čunt | Ekonomski fakultet | SLAVISLAV.CUNT@btf.rs | 064/5222581 |  |
| 10 | Igor Petrović | Ekonomski fakultet | igorpetrovic@btf.rs | 067/571635 |  |
| 11 | Đorđe Jovanović | Ekonomski fakultet | ĐORĐEJOVANOVIC96@gmail.com | 061/5093581 |  |
| 12 | Đorđe Jovanović | Ekonomski fakultet | ĐORĐEJOVANOVIC96@gmail.com | 061/5093581 |  |
| 13 | Đorđe Jovanović | Ekonomski fakultet | ĐORĐEJOVANOVIC96@gmail.com | 061/5093581 |  |
| 14 | Đorđe Jovanović | Ekonomski fakultet | ĐORĐEJOVANOVIC96@gmail.com | 061/5093581 |  |
| 15 | Đorđe Jovanović | Ekonomski fakultet | ĐORĐEJOVANOVIC96@gmail.com | 061/5093581 |  |
| 16 | Nikola Blažević | Ekonomski fakultet | blazenikola@gmail.com | 061/613-0677 |  |

Photo



Event Implementation – Commentary by Organising Partners



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| | |
|---|---|
| Author: | Jovana Vasić |
| Event Title: | Business model validation |
| Event Date: | May 12, 2018 |
| Event Venue: | BITF, Veljka Dugosevica 54, 11000 Belgrade. Serbia |
| Type of event: (National, international, press conference, promotional event etc.) | Training |
| Short description: | |
| <p>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 May 12, by the Business Technology Incubator (BITF), in the premises of Science Technology Park Belgrade.</p> <p>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.</p> | |
| Organiser(s): | BITF |
| Agenda: | http://www.if4tm.kg.ac.rs/news/second-day-training-for-participants-in-competition-for-best-student-idea-held-at-bitf-belgrade-2018.html |
| Total number of participants: | 12 |
| Links to further information: | http://www.if4tm.kg.ac.rs/news/second-day-training-for-participants-in-competition-for-best-student-idea-held-at-bitf-belgrade-2018.html |
| Other personal remarks: | |
| | |

EVENT ORGANISATION DETAILS

| | |
|---|----------------|
| Invitation was sent off to participants on: | April 25, 2018 |
| Information Material was sent off to participants on: | |
| Date of Initial Participant List Compilation: | April 24, 2018 |
| Date of Final Participant List Compilation: | April 24, 2018 |
| Total Number of Participants Invited | 19 |
| Date of Agenda Finalisation: | April 24, 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)
N/A

EVENT ROLLOUT

Final Event Agenda + Participant list

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

List of participants



Attendance List

| | |
|-------------|--|
| Event: | Start ap trening – Business model Canvas Day 2 |
| Venue: | STP Belgrade |
| Date: | 12.5.2018. |
| Organisers: | BITF Business Technology Incubator of Technical Faculties Belgrade |

| | Name | Organisation | e-mail | Phone number | Signature |
|----|---------------------|--------------------|------------------------------|-------------------|---------------------|
| 1 | Olivera Cadić | Ekonomski fakultet | slavisa.milic@bitf.rs | +381 64 62 22 581 | Olivera Cadić |
| 2 | Uroš Petrović | Ekonomski fakultet | igara.petrovic@gmail.com | 0657 70 375 | Uroš Petrović |
| 3 | Sava Jovanović | Ekonomski fakultet | savajovanovic@bitf.rs | 061 241 84 85 | Sava Jovanović |
| 4 | Tajda Kostreba | Ekonomski fakultet | tajda.kostreba@gmail.com | 084 91 98 416 | Tajda Kostreba |
| 5 | Ljiljana Gajić | Ekonomski fakultet | ljiljana.gajic@gmail.com | 062 145 32 33 | Ljiljana Gajić |
| 6 | Nikola Mircović | Ekonomski fakultet | nikola.mircovic@gmail.com | 061 303 91 68 | Nikola Mircović |
| 7 | Popelja Popović | Ekonomski fakultet | popelja88@gmail.com | 063 743 33 17 | Popelja Popović |
| 8 | Sanja Vukosavljević | Ekonomski fakultet | sanjavukosavljevic@gmail.com | +381 68 503 65 | Sanja Vukosavljević |
| 9 | Ljiljana Mircović | Ekonomski fakultet | ljiljana.mircovic@bitf.rs | 065 / 204 71 35 | Ljiljana Mircović |
| 10 | Alisa Jovanović | Ekonomski fakultet | alisa.jovanovic@bitf.rs | 063 / 287 86 8 | Alisa Jovanović |
| 11 | Ornela Marković | Ekonomski fakultet | ornela.markovic@bitf.rs | 064 / 469 472 | Ornela Marković |
| 12 | Aleksa Erić | Ekonomski fakultet | ericelekta@yahoo.com | 061 / 670 83 8 | Aleksa Erić |
| 13 | | | | | |
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| 16 | | | | | |

Photos





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| | |
|--|--|
| Author: | Jovana Vasić |
| Event Title: | Finance for startups |
| Event Date: | May 30, 2018 |
| Event Venue: | BITF, Veljka Dugosevica 54, 11000 Belgrade. Serbia |
| Type of event: (National, international, press conference, promotional event etc.) | Training |
| Short description: | |
| <p>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 30, by the Business Technology Incubator (BITF), in the premises of Science Technology Park Belgrade.</p> <p>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.</p> | |
| Organiser(s): | BITF |
| Agenda: | |
| Total number of participants: | 9 |
| Links to further information: | |
| Other personal remarks: | |
| | |

EVENT ORGANISATION DETAILS

| | |
|---|----------------|
| Invitation was sent off to participants on: | May 23, 2018 |
| Information Material was sent off to participants on: | |
| Date of Initial Participant List Compilation: | April 24, 2018 |
| Date of Final Participant List Compilation: | April 24, 2018 |
| Total Number of Participants Invited | 19 |
| Date of Agenda Finalisation: | May 23, 2018 |



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| ??? | |
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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)
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

List of participants



Attendance List

| | |
|-------------|--|
| Event: | Start up trening – Business model Canvas Day 3 |
| Venue: | STP Belgrade |
| Date: | 30.5.2018. |
| Organisers: | BITF Business Technology Incubator of Technical Faculties Belgrade |

| | Name | Organisation | e-mail | Phone number | Signature |
|----|--------------------|--------------------|---------------------------|------------------|-----------|
| 1 | Sonja Vukobratović | Ekonomski fakultet | svukobratovic96@gmail.com | +381 65 521 305 | |
| 2 | Sandra Jakić | Ekonomski fakultet | sandra.jakic@gmail.com | +381 521 4521 | |
| 3 | Imena Jakić | Ekonomski fakultet | jubic93cy@yahoo.com | +381 43 333 17 | |
| 4 | TAMARA TOŠIĆ | Ekonomski fakultet | tamara96.tosic@gmail.com | +381 69 122 1998 | |
| 5 | Slaviša Kostić | Ekonomski fakultet | slaviskostic94@gmail.com | +381 64 582 2531 | |
| 6 | Tamara Kostić | Ekonomski fakultet | tamara.kostic94@gmail.com | +381 64 582 2531 | |
| 7 | Marko Kostić | Ekonomski fakultet | marko.kostic94@gmail.com | +381 64 582 2531 | |
| 8 | Sandra Jakić | Ekonomski fakultet | sandra.jakic@gmail.com | +381 521 4521 | |
| 9 | Imena Jakić | Ekonomski fakultet | jubic93cy@yahoo.com | +381 43 333 17 | |
| 10 | | | | | |
| 11 | | | | | |
| 12 | | | | | |
| 13 | | | | | |
| 14 | | | | | |
| 15 | | | | | |
| 16 | | | | | |

Photos



EVENT REPORT TEMPLATE (Annex H to Quality Control and Monitoring Manual)

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| | |
|--|--|
| Author: | Jovana Vasić |
| Event Title: | Elevator pitch |
| Event Date: | May 31, 2018 |
| Event Venue: | BITF, Veljka Dugosevica 54, 11000 Belgrade. Serbia |
| Type of event: (National, international, press conference, promotional event etc.) | Training |
| Short description: | |
| <p>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 31 by the Business Technology Incubator (BITF), in the premises of Science Technology Park Belgrade.</p> <p>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.</p> | |
| Organiser(s): | BITF |



| | |
|-------------------------------|---|
| Agenda: | |
| Total number of participants: | 9 |
| Links to further information: | |
| Other personal remarks: | |

EVENT ORGANISATION DETAILS

| | |
|---|----------------|
| Invitation was sent off to participants on: | May 23, 2018 |
| Information Material was sent off to participants on: | |
| Date of Initial Participant List Compilation: | April 24, 2018 |
| Date of Final Participant List Compilation: | April 24, 2018 |
| Total Number of Participants Invited | 19 |
| Date of Agenda Finalisation: | May 24, 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)
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

List of participants



Attendance List

| | |
|-------------|--|
| Event: | Start up trening – Business model Canvas Day 4 |
| Venue: | STP Belgrade |
| Date: | 31.5.2018. |
| Organisers: | BITF Business Technology Incubator of Technical Faculties Belgrade |

| | Name | Organisation | e-mail | Phone number | Signature |
|----|-------------------|--------------------|---------------------------|---------------|-------------------|
| 1 | Sanja Vukomanović | Ekonomski fakultet | svuksanav1c96@gmail.com | +38068521365 | Sanja Vukomanović |
| 2 | Sanja Jelić | Ekonomski fakultet | sanja1996@gmail.com | 06015214521 | Sanja Jelić |
| 3 | Marija Paparobut | Ekonomski fakultet | gubica304@yahoo.com | 037433317 | Marija Paparobut |
| 4 | Tanaja Jolunji | Ekonomski fakultet | tanaja9605@gmail.com | 069112-1996 | Tanaja Jolunji |
| 5 | Čestica Čestica | Ekonomski fakultet | slavishardicid@gmail.com | +381645822581 | Čestica Čestica |
| 6 | Bojan Špiković | Ekonomski fakultet | ljubalona@gmail.com | 061145-32-39 | Bojan Špiković |
| 7 | SSS Jovanović | Ekonomski fakultet | sssjovanovicnba@gmail.com | 0612418485 | SSS Jovanović |
| 8 | Tanja Kostreba | Ekonomski fakultet | tanja.kostreba@gmail.com | +38164319816 | Tanja Kostreba |
| 9 | Marko Mutašić | Ekonomski fakultet | marko.mutasic@gmail.com | 0613239169 | Marko Mutašić |
| 10 | | | | | |
| 11 | | | | | |
| 12 | | | | | |
| 13 | | | | | |
| 14 | | | | | |
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| 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 satisfied | Satisfied | Moderately satisfied | Rather dissatisfied | Not at all satisfied |
|----------------------------------|----------------|-----------|----------------------|---------------------|----------------------|
| The event administration | 66,67% | 33,33% | | | |
| The structure of the programme | 22,22% | 77,78% | | | |
| The venue and facilities | 77,78% | 22,22% | | | |
| The presentations | 55,56% | 44,44% | | | |
| The discussions | 55,56% | 44,44% | | | |
| The event dinner and subsistence | | | | | |

| | Strongly agree | Agree | Neutral | Disagree | Strongly disagree |
|--|----------------|--------|---------|----------|-------------------|
| The information I got will be of immediate use to me. | 11,11% | 88,89% | | | |
| This event covered to a very high extent the topics I have expected. | 55,56% | 44,44% | | | |
| I enjoyed the cooperation and interaction with the other participants. | 77,78% | 22,22% | | | |
| My expectations about this event were met or exceeded. | 44,44% | 55,56% | | | |
| The materials distributed are useful and informative. | 33,33% | 55,56% | 11,11% | | |
| The discussions were relevant for the participants. | 55,56% | 44,44% | 11,11% | | |
| The methods of working were suitable for the topics and for the participants. | 55,56% | 44,44% | | | |
| The overall organisation was professional. | 55,56% | 44,44% | | | |
| The time management was always to my fullest satisfaction. | 11,11% | 77,78% | 11,11% | | |
| The style and level of communication between organisers and participants was professional. | 66,67% | 33,33% | | | |
| I would recommend this kind of event to my colleagues. | 66,67% | 33,33% | | | |



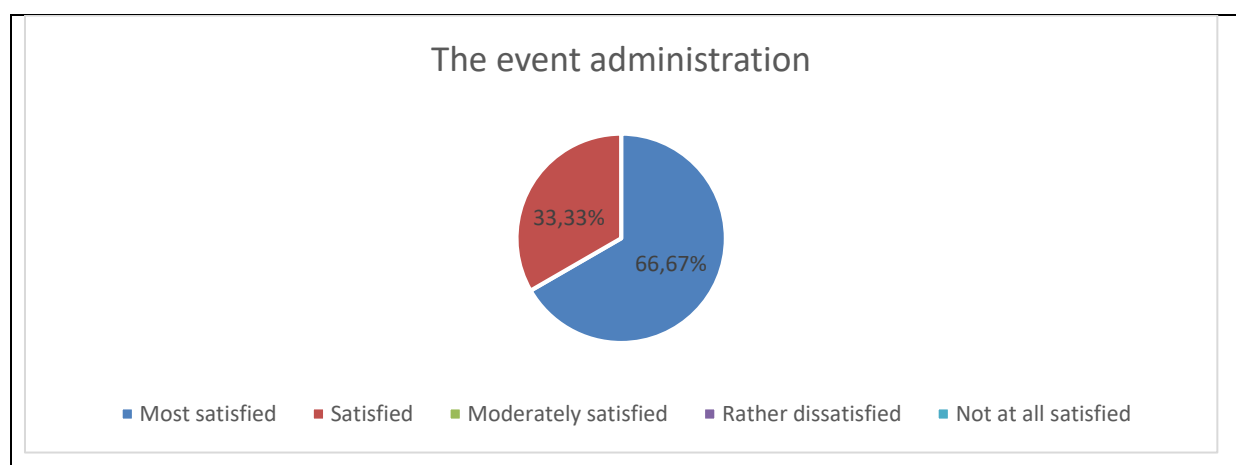
Prior Experience of Similar Events –
Overall %

33.33%

Strengths and limitations of the event: please include comments received

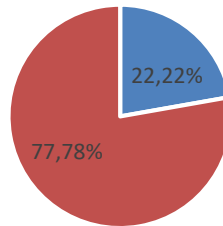
| | |
|---|--|
| Strengths of the event and contributions or activities enjoyed by participants: | <ul style="list-style-type: none"> • practical work (2) • The materials and knowledge they gave us were very useful, informative also. Presentation was great, full of different examples. • I enjoyed in team work with my friends • concrete examples • nice • good examples from practice • very nice • a lot of practical work with usefull feedback |
| Suggestions for the improvement: | <ul style="list-style-type: none"> • no (3) • Even more examples from the economy • With more experts • more instructors • nice • more people from companies • more examples from companies |
| Any further comments | <ul style="list-style-type: none"> • no (4) • Keep motivate young people to achieve their dreams • No • nice • none • good work |

Additional comments to be filled by local partner



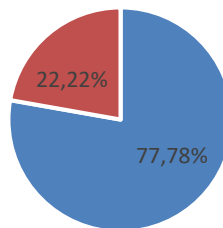


The structure of the programme



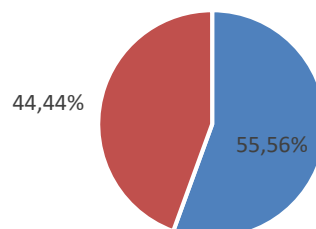
■ Most satisfied ■ Satisfied ■ Moderately satisfied ■ Rather dissatisfied ■ Not at all satisfied

The venue and facilities



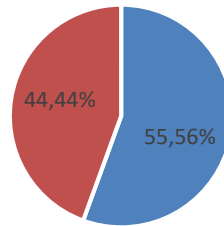
■ Most satisfied ■ Satisfied ■ Moderately satisfied ■ Rather dissatisfied ■ Not at all satisfied

The presentations



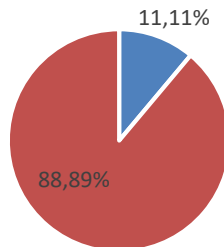
■ Most satisfied ■ Satisfied ■ Moderately satisfied ■ Rather dissatisfied ■ Not at all satisfied

The discussions



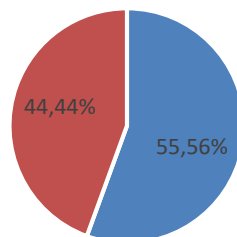
■ Most satisfied ■ Satisfied ■ Moderately satisfied ■ Rather dissatisfied ■ Not at all satisfied

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



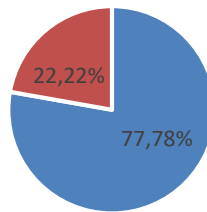
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

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



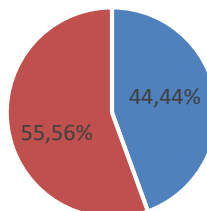
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

I enjoyed the cooperation and interaction with the other participants.



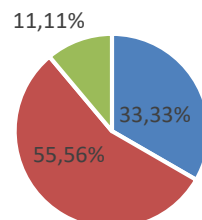
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

My expectations about this event were met or exceeded.



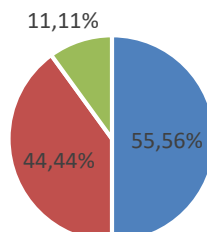
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

The materials distributed are useful and informative.



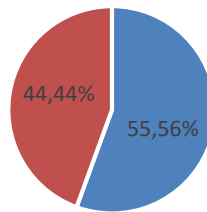
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

The discussions were relevant for the participants.



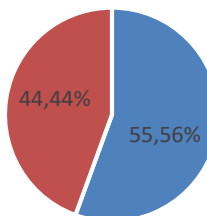
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

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



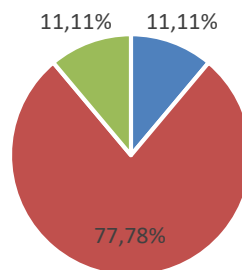
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

The overall organisation was professional.



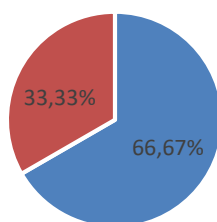
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

The time management was always to my fullest satisfaction.



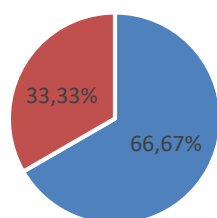
■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

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



■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

I would recommend this kind of event to my colleagues.



■ Strongly agree ■ Agree ■ Neutral ■ Disagree ■ Strongly disagree

Lessons learned

Participants are not motivated enough to devote themselves to the development of a more realistic business model for potential commercialization and market entry. Most of the teams do not have a business idea they truly want to realize. The methodology with these teams should be reduced to their current knowledge of entrepreneurship, which has proved to be very scarce. We recommend that the future methodology be reduced to the basics of the business model - Lean methodology with a greater focus on problem / solution. At the stage they apply, they are far from searching for funding, which is one of the workshops that the teams need to participate in.

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: