



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:	Ernad Kahrović/Edis Mekić
Event Title:	Development of business model - Canvas method
Event Date:	13/03/2019, 20/03/2019.
Event Venue:	Državni Univerzitet u Novom Pazaru/ State University of Novi Pazar
Type of event: (National, international, press conference, promotional event etc.)	National
Short description:	
<p>Important part of the best Student idea competition is set of the trainings for the competing teams into development of the business model based on CANVAS model. Set of two training was organised for 5 applied teams on SUNP and trainees were introduced on first training with concepts of entrepreneurship, innovation, start-up company, as a way of determining a business model, as same as the concept of business model validation, environment chart, business model chart as well as value chart. The second training was dedicated to financial aspects of a business idea and to the presentation of a business idea and students were introduced to the "formula" of pitch presentation.</p>	
Organiser(s):	State University of Novi Pazar
Agenda:	
Total number of participants:	17
Links to further information:	
Other personal remarks:	



EVENT ORGANISATION DETAILS

Invitation was sent off to participants on:	12/03/2019
Information Material was sent off to participants on:	12/03/2019
Date of Initial Participant List Compilation:	12/03/2019
Date of Final Participant List Compilation:	12/03/2019
Total Number of Participants Invited	17
Date of Agenda Finalisation:	12/03/2019

Problems encountered during the event preparation phase

(N/A)

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)

EVENT ROLLOUT

Some general information (to be filled by organisers)

Important part of the best Student idea competition is set of the trainings for the competing teams into development of the business model based on CANVAS model. Set of two training was organised for 5 applied teams on SUNP and trainees were introduced on first training with concepts of entrepreneurship, innovation, Start-up Company, as a way of determining a business model, as same as the concept of business model validation, environment chart, business model chart as well as value chart. The second training was dedicated to financial aspects of a business idea and to the presentation of a business idea and students were introduced to the "formula" of pitch presentation.

Final Event Agenda + Participant list

IF4TM

AGENDA

Obuka takmičarskih timova



Razvijanje poslovnog modela korišćenjem Canvas metode

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	Agenda za obuku takmičarskih timova Razvijanje poslovnog modela korišćenjem Canvas metode
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13. mart 2019.

*Državni univerzitet u Novom Pazaru,
Vuka Karadžića bb, 363000 Novi Pazar
sala A25*

16:00 – 16:15	Registracija	
16:15 – 18:00	Doc. dr Ernad Kahrović DUNP	Pojam i razvoj poslovnog modela Segment kupaca Predložena vrednost Kanali distribucije proizvoda Odnosi sa kupcima Tokovi prihoda Ključni resursi Ključne aktivnosti Ključni partneri Struktura troškova
18:00 – 18:15	Pauza	
18:15 – 20:00	Doc. dr Ernad Kahrović DUNP	Validacija poslovnog modela Pojam profila kupaca Pojam mape vrednosti "Bolovi za kupca" "Koristi za kupca" Višestruko preklapanje – više predloga vrednosti Dizajniranje prototipova i njihovo testiranje



20. mart 2019.

*Državni univerzitet u Novom Pazaru
Vuka Karadžića bb, 363000 Novi Pazar
sala A25*

16:00 – 16:15	Registracija	
16:15 – 18:00	Doc. dr Ernad Kahrović DUNP	Finansiranje ideja Izvori finansiranja za start up kompanije Planiranje i kontrola finansija Osnovni modeli prihoda Finansijski pokazatelji
18:00 – 18:15	Pauza	
18:15 – 20:00	Doc. dr Ernad Kahrović DUNP	Bilans stanja, bilans uspeha, izveštaj o novčanim tokovima Primer izrade cash flow-a za biznis ideju <i>Pitch</i> prezentacija

Event Implementation

Day one, 13th March

On the first day of training course, students were presented with the concept of entrepreneurship, innovation, start-up company, as a way of determining a business model. Business model describes the rationale of how an organization creates, delivers and captures value. The training course thoroughly explains the use of nine compositional blocks every business model should consist of, as follows; Customers and Value proposition; Channels; Customer relationships; Revenue Streams; Key resources; Key Activities; Key partners; Cost structure. Also, this day of training was predicted for the students to get familiar with the concept of business model validation. Environment chart, Business model chart as well as Value chart were conceptually specified. Emphasis was put on the concepts of Customer profile and Value map. Profile (of the segment) of buyers describes a certain segment of ones business model in a detailed and structural manner. Buyers are observed from the aspect of: problems/needs they have, wishes and jobs they need to be done. The chart of estimated value describes the characteristics, specific predicted values ones business model should deliver. The value is presented through: products and service, elements solving the problem (necessity) (eliminates buyers' pain) and elements meeting buyers' needs.

Day two, 20th March

The second day of training was dedicated to financial aspects of a business idea. Viz, students were thoroughly introduced to the concept, structure and types of expenses, income models, sources of start-up company financing, balance sheet and profit and loss account. Emphasis was put on preparing reports on monetary course, as a difference between cash inflow and cash outflow. Also, this day of training was dedicated to the presentation of a business idea. Students were introduced to the "formula" of pitch presentation, i.e. to the content and order of topics in a presentation. It alludes students should first present a concrete business problem, as well as offering an answer to the question how their start-up company solves the problem. In addition, they were to give an answer to the question on the size of a market, business model, competition, investment, as well as the board members.



Attendance List

Event:	Development of business model - Canvas method
Venue:	State University of Novi Pazar, A25, Vuka Karadzica bb Novi Pazar
Date:	13.03.2019.
Organisers:	State University of Novi Pazar

	Name	Organisation	Contact phone, e-mail	Signature
1	ERNAN KAHRAVIĆ	SUNP	06418919550, ekahrovic@np.ac.rs	E. Kahrovic
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3	BELMA ŽUPIC	SUNP		
4	BERNA BATILOVIC	SUNP		
5	Elvira Titovae			
6	ILUZA KOCA			
7	RAMIZ TUTIC	GIMNAZIJA NP	064 077 3156	Ramiz Tutic
8	TARIM BISEVIC	SUNP	066 607 604 6	Tarim Bisevic
9	HANZA MURIC	SUNP	065 27 88 988	Hanza Muric
10	Adil Kolakovic	SUNP	062 1167 317	Adil Kolakovic
11	ANES HUJEVIC	SUNP	064-533-4957	Anes Hujevic
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Attendance List

Event:	Development of business model - Canvas method
Venue:	State University of Novi Pazar, A25, Vuka Karadzica bb Novi Pazar
Date:	20.03.2019.
Organisers:	State University of Novi Pazar

	Name	Organisation	Contact phone, e-mail	Signature
1	ERHAD KAHROVIC	SUNP	06418919550, ekahrovic@np.ac.rs	Erhad Kahrovic
2	Ermina Titorac			
3	Leva Koca			
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