

EVENT REPORT

Author:	Mileta Janjić
Event Title:	Trainings within Act 3.4
Event Date:	May, 2015
Event Venue:	University of Montenegro
Type of event: (National, international, press conference, promotional event etc.)	Trainings
Short description:	
<p>The trainings within activity Act. 3.4 were organized by Business Support Office of the University of Montenegro. The next training activities conducted:</p> <ol style="list-style-type: none"> 1. Development of Business Model 2. Business Model validation 3. Financing for start-ups 4. Pitch presentation <p>The trainees were students, participants of the Competition for Best Student Ideas at the University of Montenegro. During these trainings, the students had the opportunity to develop the business models for ideas they applied with within the Competition.</p> <p>The training materials developed by the task leader Business Incubator Novi Sad and provided to trainers at the workshop held in Belgrade, in January 2015, BITF (Business incubator Technical Faculty's). The teaching material was distributed to all business incubators within the WBCInno project, in order to have the same training methodology and to expect the same training outcomes regardless individual trainers.</p> <p>During first training, Development of business model, held on 5th of May 2015, students were introduced with the concept of structuring business into business model and how to define nine elements of it. More important, they were trained to explore its business idea and how to define target customers.</p> <p>During second training, Business model validation, held on 12th May 2015, students had chance to re-examine its market research findings. They were introduced with concrete ways of understanding what customer value as important for their job. Roll playing was one of the methods which were used in order to understand how to conduct, listen and understand customers.</p> <p>During third training, Financing for start-ups, held on 19th May 2015, students had opportunity to understand and learn how to create cash flow, profit and loss statement and other necessary statements and ratios for their business idea.</p> <p>During last training, "Pitch presentation", held on 26th May 2015, students had opportunity to understand importance of nonverbal communication and how it effects first impression and business success. They were instructed how to summarize its business into seven minutes pitch and how to visualize business through power point presentation. The aim of the training was to prepare the Competition participants for their pitch presentations that they will held at the local final Competition.</p>	
Organiser(s):	Business support office at University of Montenegro
Agenda:	http://www.wbc-inno.kg.ac.rs/article/results-20142015/startup-training-courses-for-university-studentsstaff.html
Total number of participants:	51
Links to further information:	http://www.wbc-inno.kg.ac.rs/article/results-20142015/startup-training-courses-for-university-studentsstaff.html

Other personal remarks:

During the event, WBCInno and BSO promotional material was distributed to all participants. All training material and presentations were uploaded in the UMINNO platform.

1. EVENT ORGANISATION DETAILS

Invitation was sent off to participants on:	n.a.
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	51
Date of Agenda Finalisation:	n.a.

2. Problems encountered during the event preparation phase

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)

3. EVENT ROLLOUT

Some general information

3.1. Final Event Agenda + Participant list



MODERNIZACIJA UNIVERZITETA ZAPADNOG
BALKANA KROZ JAČANJE STRUKTURA I USLUGA ZA
TRANSFER ZNANJA, ISTRAŽIVANJE I INOVACIJE



1. Start-up trening za studente RAZVOJ POSLOVNOG MODELA

Univerzitet Crne Gore, Zgrada Tehničkih fakulteta, Lab1
05.05.2015.

Predavač: Prof. dr Milan Vukčević

13:00 – 13:15	Registracija učesnika
13:15 – 13:30	Pozdravna obraćanja - Prof. dr Mileta Janjić, kontakt osoba WBCInno projekta na UM - Prof. dr Milan Vukčević, predavač
13:30 – 14:30	Ni jedan biznis plan ne preživi kontakt sa KUPCEM!
14:30 – 14:45	Pauza
14:45 – 15:45	Preživi samo POSLOVNI MODEL
15:45 – 16:00	Pauza
16:00 – 17:00	Razmišljajte o alternativnim mogućnostima
17:00 – 17:15	Pauza
17:15 – 18:15	Vaša poslovna ideja je samo skup hipoteza
18:15 – 18:30	Pauza
18:30 – 19:30	Nemojte da gradite kompaniju dok ne potvrdite poslovni model
19:30 – 20:00	Diskusije, pitanja, odgovori

Kancelarija za poslovnu podršku Univerziteta Crne Gore
Cetinjska 2, 81000 Podgorica
Tel: +382 78 107 285
<http://www.bsoum.ac.me>; bsoum@ac.me

Event:	1 st Training: Business model development
Venue:	Podgorica, Montenegro
Date:	5.05.2015.
Organisers:	University of Montenegro

	Name	Organisation	Signature
1	Arsović Bojan	Ekonomski fakultet	Arsović Bojan
2	Bešović Milica	Ekonomski fakultet	Bešović Milica
3	Itana Buljanica	PMF	Itana Buljanica
4	Mamut Goran	PMF	Mamut Goran
5	Jurković Milica	Mašinski fakultet	Jurković Milica
6	Andrija Radović	Mašinski fakultet	Andrija Radović
7	DRAGAN RADULOVIĆ	Ekonomski fakultet	Radulović D.
8	Milica Kanurić	ETF BEST PG	Milica Kanurić
9	Milica Kanić	BEST Podgorica	Milica Kanić
10	Stefan Radenović	BEST Podgorica	Stefan Radenović
11	Jovana Raspopović	PMF	J. Raspopović
12	Ivana Čokorović	Ekonomski fakultet	Ivana Čokorović
13	Damir Marčić	ETF	Damir Marčić
14	Marko Jarić	ETF	Marko Jarić
15	BULIĆ SELMA	ARHITEKTONSKI FAK.	Bulić Selma
16	Vuković Gordana	ARHITEKTONSKI FAKULTET	Vuković Gordana
17	Nika Čučević	ARHITEKTONSKI FAKULTET	Nika Čučević
18	Milan Vuroević	MAŠINSKI FAKULTET	Milan Vuroević
19	MILENA JANDIĆ	MF	Milena Jandić
20			
21			
22			
23			
24			
25			



MODERNIZACIJA UNIVERZITETA ZAPADNOG
BALKANA KROZ JAČANJE STRUKTURA I USLUGA ZA
TRANSFER ZNANJA, ISTRAŽIVANJE I INOVACIJE



2. Start-up trening za studente VREDNOVANJE POSLOVNOG MODELA

Univerzitet Crne Gore, Zgrada Tehničkih fakulteta, Lab1
12.05.2015.

Predavač: Prof. dr Milan Vukčević

13:00 – 13:15	Registracija učesnika
13:15 – 13:30	Pozdravna obraćanja - Prof. dr Mileta Janjić, kontakt osoba WBCInno projekta na UM - Prof. dr Milan Vukčević, predavač
13:30 – 14:30	Zašto nam je potreban "razvoj kupca"?
14:30 – 14:45	Pauza
14:45 – 15:45	Gdje započeti? Sa kim treba razgovarati?
15:45 – 16:00	Pauza
16:00 – 17:00	Šta treba da učim? "Izađi iz zgrade"
17:00 – 17:15	Pauza
17:15 – 18:15	Kako izgleda validacija hipoteza?
18:15 – 18:30	Pauza
18:30 – 19:30	Kakav MVP treba da pravim?
19:30 – 20:00	Diskusije, pitanja, odgovori

Kancelarija za poslovnu podršku Univerziteta Crne Gore
Cetinjska 2, 81000 Podgorica
Tel: +382 78 107 285
<http://www.bsoum.ac.me>; bsoum@ac.me

Event:	2 nd Training: Business model validation
Venue:	Podgorica, Montenegro
Date:	12.05.2015.
Organisers:	University of Montenegro

	Name	Organisation	Signature
1	Stana Buljanja	PMF	Stana Buljanja
2	Urošević Goran	PMF	Urošević Goran
3	Milica Bešević	Ekonomski fakultet	Milica Bešević
4	Jovana Paspopović	PMF	J. Paspopović
5	Goran Paspopović	PMF	Goran Paspopović
6	SEMŠO KALAIČ	BEST Podgorica	Milica Kalaič
7	Milica Ivanović	BEST Podgorica	Milica Ivanović
8	Šćepan ALEXANDRA	Ekonomski fakultet	Šćepan ALEXANDRA
9	Božica Jovanić	Ekonomski fakultet	Božica Jovanić
10	Marko Jovanić	ETF	Marko Jovanić
11	Jovana Ivanović	ETF	Jovana Ivanović
12	Marija Mijatović	PMF	Marija Mijatović
13	Spidina Ojka	MF	Spidina Ojka
14	Milan Vuković	MF	Milan Vuković
15			
16			
17			
18			
19			
20			
21			
22			
23			
24			
25			



MODERNIZACIJA UNIVERZITETA ZAPADNOG
BALKANA KROZ JAČANJE STRUKTURA I USLUGA ZA
TRANSFER ZNANJA, ISTRAŽIVANJE I INOVACIJE



3. Start-up trening za studente FINANSIJE ZA START-UP

Univerzitet Crne Gore, Zgrada Tehničkih fakulteta, Lab1
19.05.2015.

Predavač: Prof. dr Milan Vukčević

13:00 – 13:15	Registracija učesnika
13:15 – 13:30	Pozdravna obraćanja - Prof. dr Mileta Janjić, kontakt osoba WBCInno projekta na UM - Prof. dr Milan Vukčević, predavač
13:30 – 15:00	Bilans uspjeha + SS
15:00 – 15:15	Pauza
15:15 – 16:45	Bilans stanja i NT + SS
16:45 – 17:00	Pauza
17:00 – 18:30	Diskontovanje + SS
18:30 – 18:45	Pauza
18:45 – 19:45	Izvori finansiranja + timovi
19:45 – 20:15	Diskusije, pitanja, odgovori

Kancelarija za poslovnu podršku Univerziteta Crne Gore
Cetinjska 2, 81000 Podgorica
Tel: +382 78 107 285
<http://www.bsoum.ac.me>; bsoum@ac.me

Event:	3 rd Training: Finance for startups
Venue:	Podgorica, Montenegro
Date:	19.05.2015.
Organisers:	University of Montenegro

	Name	Organisation	Signature
1	IRFAN KALAI	Ekonomski fakultet	Irifan Kalai
2	ARSOVIĆ Bojan	Ekonomski fakultet	Arsović Bojan
3	BOŠAČIĆ Milica	Ekonomski fakultet	Bošaćić Milica
4	MARTO JANIĆ	ETF	Marto Janić
5	MILAN VUČEVIĆ	MF	Milan Vučević
6	TRJČIĆ JANA	MF	Trjčić Jana
7	MIROSLAVIĆ BOJAN	FMF	Miroslavić Bojan
8	MILICA IVANOVIĆ	ETF	Milica Ivanović
9	BULIĆ SELMA	ARHITEKTONSKI FAK	Bulić Selma
10	MINZ CULATIĆ	ARHITEKTONSKI FAK	Minz Culatić
11	DANIL MARIĆ	ETF	Danilo Marić
12			
13			
14			
15			
16			
17			
18			
19			
20			
21			
22			
23			
24			
25			



MODERNIZACIJA UNIVERZITETA ZAPADNOG
BALKANA KROZ JAČANJE STRUKTURA I USLUGA ZA
TRANSFER ZNANJA, ISTRAŽIVANJE I INOVACIJE



4. Start-up trening za studente IZRADA PREZENTACIJA

Univerzitet Crne Gore, Zgrada Tehničkih fakulteta, Lab1
26.05.2015.

Predavač: Prof. dr Milan Vukčević

13:00 – 13:15	Registracija učesnika
13:15 – 13:30	Pozdravna obraćanja - Prof. dr Mileta Janjić, kontakt osoba WBCInno projekta na UM - Prof. dr Milan Vukčević, predavač
13:30 – 15:00	How to pitch a VC?
15:00 – 15:15	Pauza
15:15 – 16:45	Kako prezentovati?
16:45 – 17:00	Pauza
17:00 – 18:30	Start-up pitch
18:30 – 19:00	Diskusije, pitanja, odgovori

Kancelarija za poslovnu podršku Univerziteta Crne Gore
Cetinjska 2, 81000 Podgorica
Tel: +382 78 107 285
<http://www.bsoum.ac.me>; bsoum@ac.me

Event:	4 th Training: Elevator pitch
Venue:	Podgorica, Montenegro
Date:	26.05.2015.
Organisers:	University of Montenegro

	Name	Organisation	Signature
1	Ulika Bejovic	Ekonomski fakultet	Ulika Bejovic
2	Arsovic Bojan	Ekonomski fakultet	Arsovic Bojan
3	Nana Vukobratovic	PMF	Nana Vukobratovic
4	Gojko Djurdjevic	PMF	Gojko Djurdjevic
5	Tatjana Raspopovic	PMF	Tatjana Raspopovic
6	Nana Grgurevic	Ekonomski fakultet	Nana Grgurevic
7	Vladimir Jovanovic	Ekonomski fakultet	Vladimir J.
8	Kovacevic Vlado	Ekonomski fakultet	Kovacevic Vlado
9	Jovic Marko	ETF	Marko Jovic
10	Marić Danilo	ETF	Danilo Marić
11	Jana Bulavica	PMF	Jana Bulavica
12	Milan Vucelja	MF	Milan Vucelja
13			
14			
15			
16			
17			
18			
19			
20			
21			
22			
23			
24			
25			

3.2. Event Implementation

WP-leader
<i>Please add your comments, if any</i>
WP co-leader
<i>Please add your comments, if any</i>

4. EVENT EVALUATION BY PARTICIPANTS

4.1. 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	90.91%	9.09%	0.00%	0.00%	0.00%
The structure of the programme	81.82%	18.18%	0.00%	0.00%	0.00%
The venue and facilities	81.82%	18.18%	0.00%	0.00%	0.00%
The presentations	90.91%	9.09%	0.00%	0.00%	0.00%
The discussions	72.73%	9.09%	18.18%	0.00%	0.00%
The event dinner and subsistence	0.00%	0.00%	0.00%	0.00%	0.00%

	Strongly agree	Agree	Neutral	Disagree	Strongly disagree
The information I got will be of immediate use to me.	72.73%	27.27%	0.00%	0.00%	0.00%
This event covered to a very high extent the topics I have expected.	63.64%	36.36%	0.00%	0.00%	0.00%
I enjoyed the cooperation and interaction with the other participants.	90.91%	9.09%	0.00%	0.00%	0.00%
My expectations about this event were met or exceeded.	63.64%	36.36%	0.00%	0.00%	0.00%
The materials distributed are useful and informative.	72.73%	9.09%	18.18%	0.00%	0.00%
The discussions were relevant for the	81.82%	18.18%	0.00%	0.00%	0.00%

participants.					
The methods of working were suitable for the topics and for the participants.	72.73%	18.18%	9.09%	0.00%	0.00%
The overall organisation was professional.	90.91%	9.09%	0.00%	0.00%	0.00%
The time management was always to my fullest satisfaction.	90.91%	9.09%	0.00%	0.00%	0.00%
The style and level of communication between organisers and participants was professional.	100.00%	0.00%	0.00%	0.00%	0.00%
I would recommend this kind of event to my colleagues.	100.00%	0.00%	0.00%	0.00%	0.00%

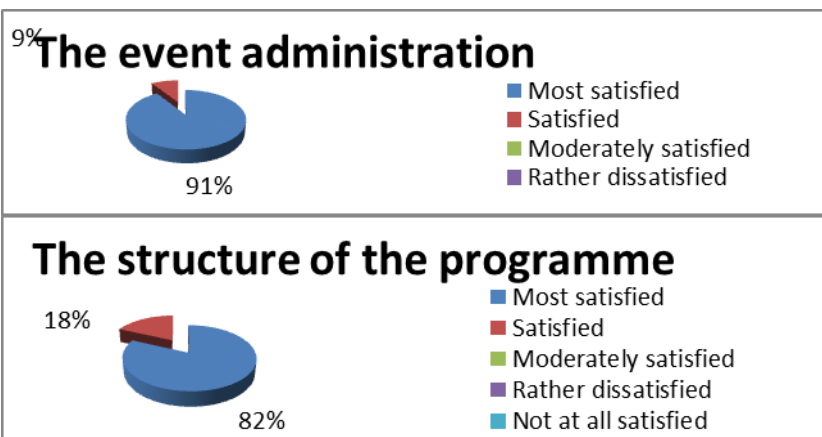
Prior Experience of Similar Events – Overall %	81.82%
---	--------

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"> • The best is practical knowledge • Very useful • Developing idea through training • Collaboration • Useful information • Practical experience • Good information
Suggestions for the improvement:	<ul style="list-style-type: none"> • So long duration of training
Any further comments	

4.2. Additional comments

- Charts of the statistical figures from the tables above (pie or bar charts);



The venue and facilities



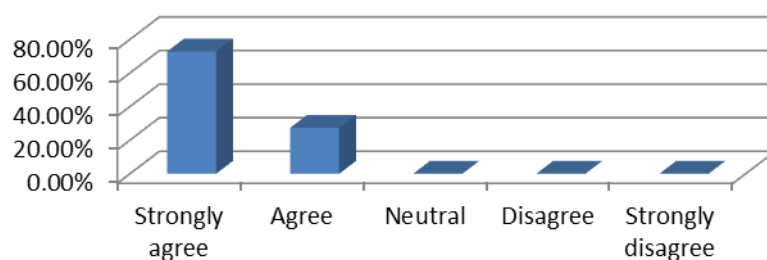
The presentations



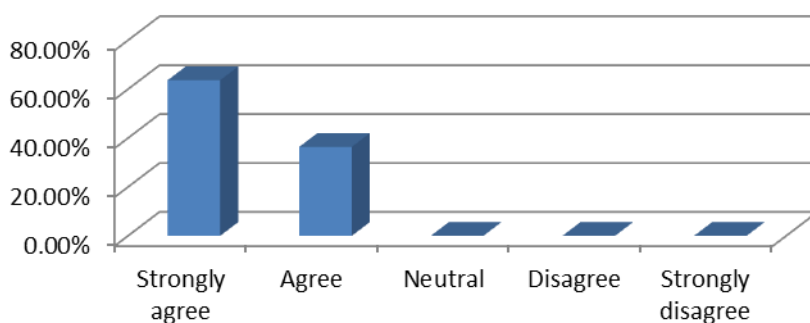
The discussions



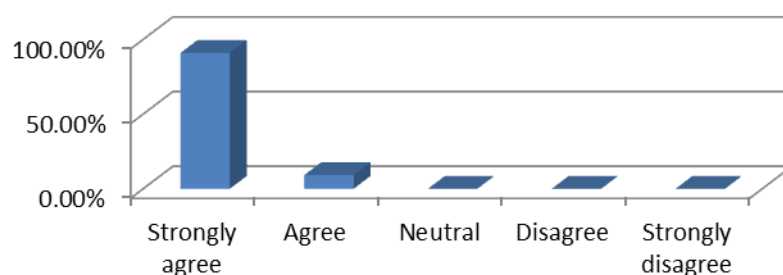
The information I got will be of immediate use to me



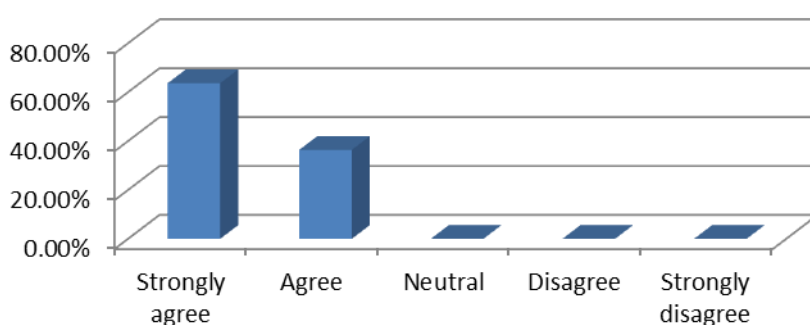
This event covered to a very high extent the topics I have expected.



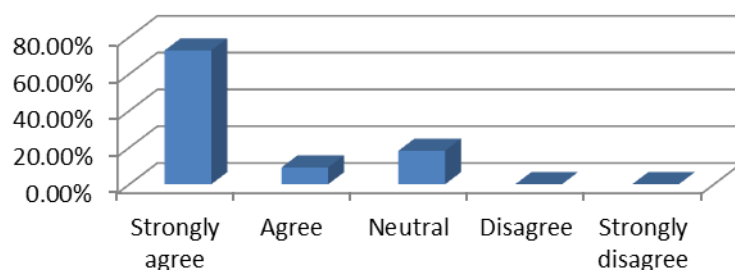
I enjoyed the cooperation and interaction with the other participants.



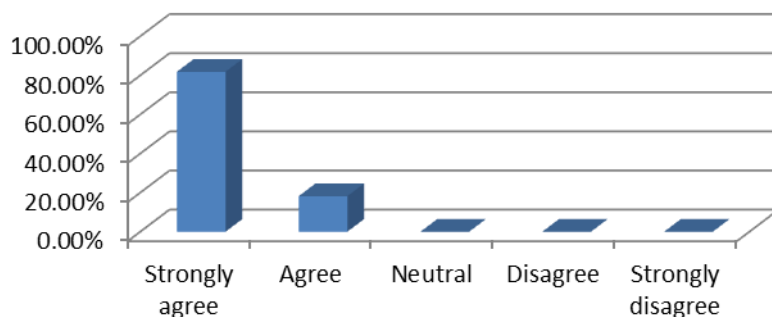
My expectations about this event were met or exceeded.



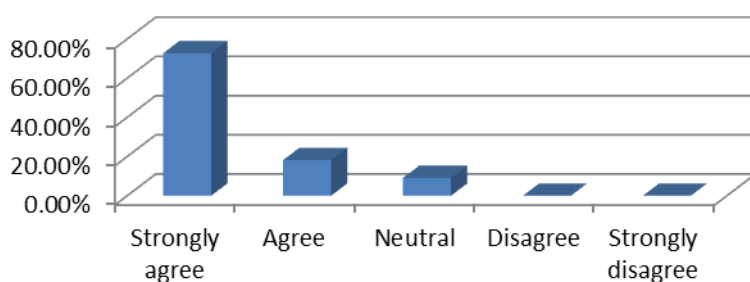
The materials distributed are useful and informative.



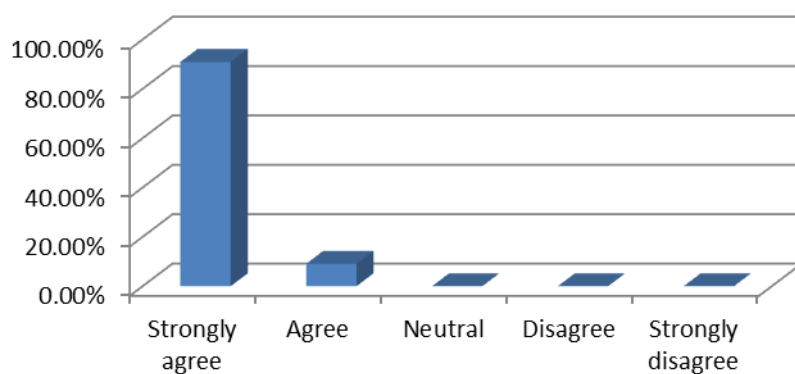
The discussions were relevant for the participants.



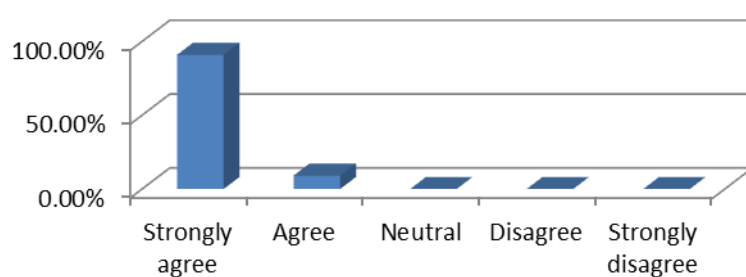
The methods of working were suitable for the topics and for the participants.



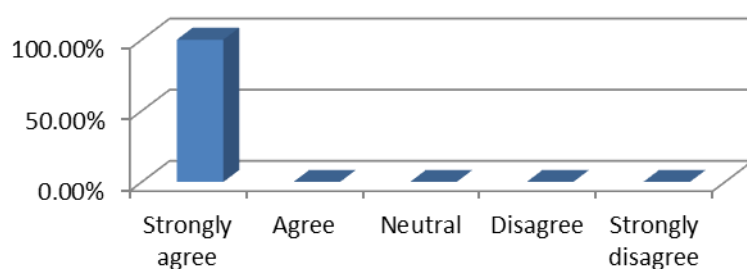
The overall organisation was professional.



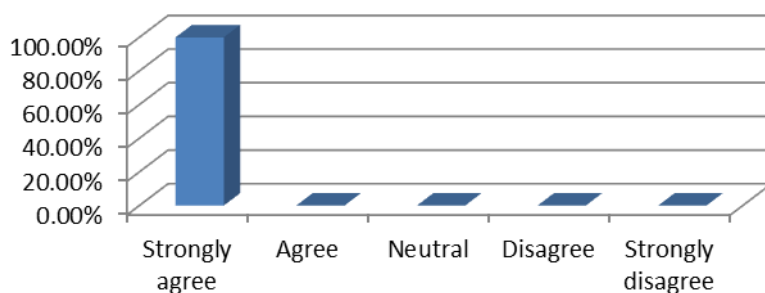
The time management was always to my fullest satisfaction.



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



I would recommend this kind of event to my colleagues.



5. Lessons learned

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

6. 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: