

Monitoring Report – Local Dynamic Learning Package (DLP)

Country / City / Project Partners:

Serbia/Belgrade/Municipality of Stari grad

Date of the document: 7th June 2019

Introduction

The purpose of this Monitoring report is to obtain sufficient information about the local pilot implementation of Dynamic Learning Package (DLP) programme adjusted to the target group of local young people.

Below list the schedule of all realized trainings during the implementation of the local DLP, and provide information about each realized training / workshop / module / etc.

SCHEDULE OF THE REALISED TRAININGS

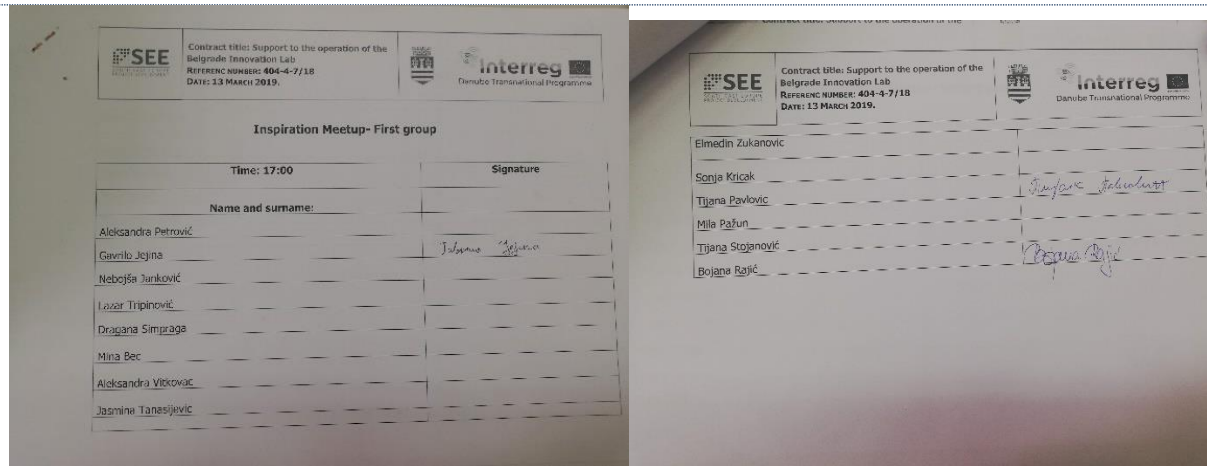
No.	Name of the training / workshop / module / etc.	Date
1.	Inspirational Meet-up	13. 3. 2019.
2.	Module 1 (Startup socially innovative business)	15. 3. 2019.
3.	Module 2 (Strategic and business planning)	19. 3. 2019.
4.	Module 3 (Ethical Marketing & Communication)	26. 3. 2019.
5.	Module 4 (Sales)	2. 4. 2019.
6.	Module 5 (Finance & Income & Tax)	9. 4. 2019.
7.	Module 6 (Measuring Social Impact)	18. 4. 2019.
8.	Module 7 (Management & Leadership)	8. 5. 2019.
9.	How to pitch to VC	9. 5. 2019.
10.	Pitching event with selection of best idea	15. 5. 2019.

1. Inspirational Meet-up (26. 2. 2019.; 28. 2. 2019. and 1. 3. 2019.)

A. Agenda

What is entrepreneurship?
Am I an entrepreneur?
Born or made?
Some examples of successful entrepreneurs
Ask me (discussion with experts)

B. Signed Attendance Sheets



Contract title: Support to the operation of the Belgrade Innovation Lab
REFERENCE NUMBER: 404-4-7/18
DATE: 13 MARCH 2019.

Inspiration Meetup- First group

Name and surname:	Signature
Aleksandra Petrović	
Gerardo Iejina	Jasmina Seljanica
Nebojša Janković	
Lezer Tripinović	
Dragana Simpraga	
Mina Bec	
Aleksandra Vleković	
Jasmina Tanasijević	



Name	Signature
Elmedin Zukanovic	
Sonja Kricak	Jasmina Seljanica
Tijana Pavlovic	
Mila Pažun	
Tijana Stojanovic	Bojana Ratić
Bojana Ratić	

SEE BELGRADE INNOVATION LAB Contract title: Support to the operation of the Belgrade Innovation Lab REFERENCE NUMBER: 404-4-7/18 DATE: 13 MARCH 2019.   Danube Transnational Programme

Inspiration Meetup- Second group



Time: 18:00

Name and surname:	Signature
Tamara Pantić	
Dragana Simpraga	
Nikola Novaković	
Milica Burić	
Daniilo Marković	
Dimitrije Spremo	
Vanja Nikolić	
Tijana Rajković	
Sara Colić	

SEE BELGRADE INNOVATION LAB Contract title: Support to the operation of the Belgrade Innovation Lab REFERENCE NUMBER: 404-4-7/18 DATE: 13 MARCH 2019.   Danube Transnational Programme

Natalija Stojiljković	
Danja Muždalo	
Biljana Matić	
Lana Lujk	
Predrag Dragovan	

Natalija Stojiljković
Sara Ljungević

SEE BELGRADE INNOVATION LAB Contract title: Support to the operation of the Belgrade Innovation Lab REFERENCE NUMBER: 404-4-7/18 DATE: 13 MARCH 2019.   Danube Transnational Programme

Inspiration Meetup- Third group

Time: 19:00

Name and surname:	Signature
Marija Kolaković	
Milana Sirovica	
Marija Jovanović	
Marija Mladenov	
Nevena Ognjenović	
Dragana Milenković	
Tijana Bulatović	
Sandra Jovanović	
Gorana Prica	

Marija Jovanović
Sandra Jovanović
Marija Prica

C. Photo Documentation



D. Introduction of the Trainers / Mentors

Ivan Josimovic – SEE, Pavle Varsakovic – CA and Viktorija Petrov – key expert

Viktorija Petrov is Assistant Professor at the Faculty of Economics Subotica, University of Novi Sad. The field of interest is Entrepreneurship and fostering entrepreneurship among University members (researchers and students alike). Since 2002. Viktorija Petrov has been active in conducting trainings helping start-ups grow. Currently, she is engaged in Business Incubator Novi Sad as Preincubation Manager.

E. Training Minutes

Three Meet-ups were held at the premises of EUREKA (Dubrovačka 6; Belgrade), as this will be the venue for the forthcoming workshops. Organizers and active motivational speakers at the Inspirational Meet-up were: Ivan Josimovic – SEE, Pavle Varsakovic – CA and Viktorija Petrov – key expert. Viktorija Petrov held the 45min presentation explaining different motives for starting a business, introducing favorable personal traits one should have if intending to become entrepreneur, followed by some most famous world examples of doing things differently, such as Tesla motors.

Material prepared for the Meet-up was done having in mind the population present, i.e. young, ambitious people with possible business idea. The goal of Meet-up was to:

- Encourage attendees to take action on their own;
- Present success local stories underlying “if they can you can” moment;

- Inspire them to listen for local needs they can answer to.

F. Summary about the lessons learned and results of the training / workshop

The presentation was followed by thorough explanation of modular education and goals of the NewGeneratinSkills program. Present attendees had opportunity to apply for the workshops and have discussion with organizers (Ivan Josimovic – SEE, Pavle Varsakovic) and educator/consultant i.e. key expert (Viktorija Petrov).

2. Module 1 (Startup socially innovative business)

A. Agenda

Introduction - Business model and customer development

Business model vs social business model

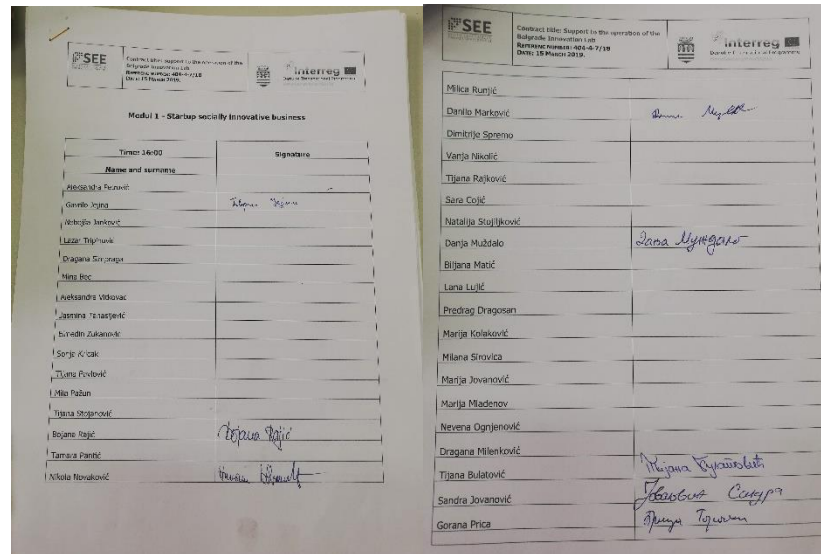
- Market segment
- Proposed value
- Distribution channels
- Developing relationships with users
- Revenues
- Key resources
- Key activities
- Key partners
- Costs

Representative business models

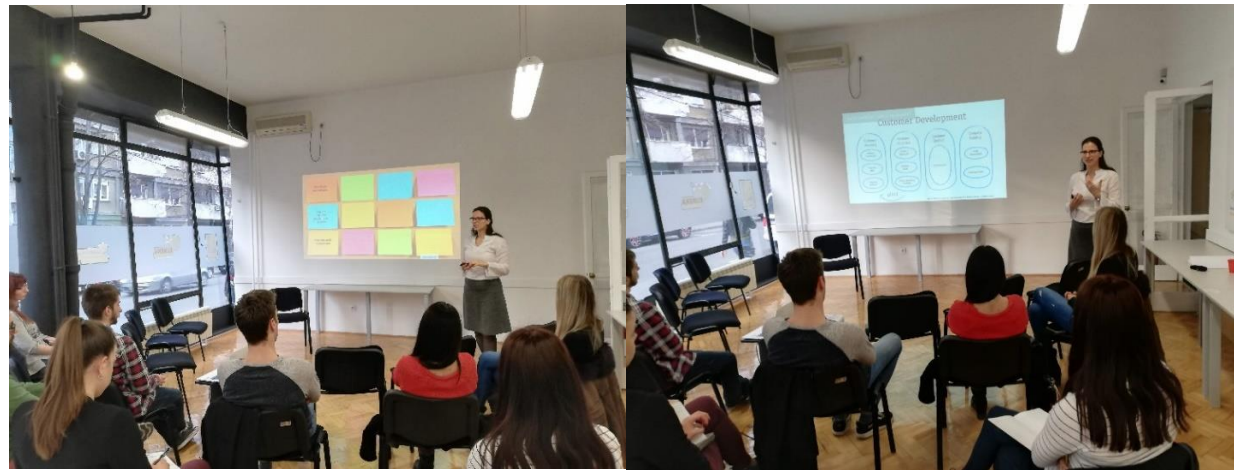
Concept of minimum sustainable product

Testing a Business Model

B. Signed Attendance Sheets



C. Photo Documentation



D. Introduction of the Trainers / Mentors

Viktorija Petrov is Assistant Professor at the Faculty of Economics Subotica, University of Novi Sad. The field of interest is Entrepreneurship and fostering entrepreneurship among University members (researchers and students alike). Since 2002, Viktorija Petrov has been active in conducting trainings helping start-ups grow. Currently, she is engaged in Business Incubator Novi Sad as Preincubation Manager.

E. Training Minutes

Module content was provided through the theoretical and practical part of the training. Training was focused on applying theoretically acquired knowledge to the idea on which students would develop their own business model. The aim of the module was to enable participants to understand the concepts of business models for socially innovative business, processes of development and application of business model and to develop the knowledge and skills needed to plan and apply business models for socially innovative business. The Business Model Canvas tool was introduced and used at the training. After training all participants had an opportunity to further discuss specific aspects of their ideas with key expert.

F. Summary about the lessons learned and results of the training / workshop

Participants were trained to: (1) use tools to analyze company's business model; (2) draw conclusions, propose and improve business models based on the results of the analysis; (3) participate in the application of the business model through the development of an

independent socially innovative business.

3. Module 2 (Strategic and business planning)

A. Agenda

- Introduction to strategic and business planning
- Smart gals
- SWOT analysis
- Competitor analysis
- Environmental analysis
- Five Forces
- Capabilities Analyses
- Strategy Maps
- Product life cycle and BCG matrix
- Ansoff matrix

B. Signed Attendance Sheets

Modul 2 - Strategic and business planning	
Time: 16:00	
Name and surname	Signature
Accasara Mirza	
Berilo Jelica	Jelica Berilo
Vukobrat Jovanovic	
Lara Tijanovic	
Dragana Simjanica	
Maja Bec	
Aleksandra Vukovic	
Jovanka Tamasovic	
Pezdin Zvezdanic	
Sorja Kizak	
Tijana Dabovic	
Mila Pozun	
Tijana Stojanovic	
Bujana Rajic	Bujana Rajic
Tamara Pantic	

Nikola Novakovic	Nikola Novakovic
Milica Pantic	
Dario Markovic	Dario Markovic
Dragana Stjepanovic	
Vanja Ninkovic	
Tijana Rajkovic	Tijana Rajkovic
Sara Cigic	
Martina Stojkovic	
Daria Muzilato	
Biljana Matic	
Lana Lusic	
Predrag Drozdosan	
Marija Kukulovic	
Milica Simovic	Milica Simovic
Marija Jovanovic	
Esteria Madenovic	
Marija Ograjcar	
Dragana Mitenkovic	
Tijana Bukarovic	
Sandra Jovanovic	

Gerena Prica	Gerena Prica
Irena Lakota	Irena Lakota
Marija Perovic	
Stefan Jovanovic	
Ivana Zuhovic	
Jelena Anđelić	

C. Photo Documentation



D. Introduction of the Trainers / Mentors

Stevan Mislisavljević is Assistant Professor at the Faculty of Technical Sciences, University of Novi Sad. The field of interest is Customer Relationship Management and Quality Control. Since 2005. Stevan Milisavljević has been active in conducting trainings helping start-ups grow.

E. Training Minutes

Module content was provided through the theoretical and practical part of the training. Training was focused on applying theoretically acquired knowledge to the idea on which students would develop their own business model. The aim of the training was to develop the ability of participants to think strategically, analyze the competitive environment, and recommend firm positioning and value creation. In this module, the underlying theory and frameworks that provide the foundations of a successful business strategy was explored and tools needed to understand that strategy have been provided. After training all participants had an opportunity to further discuss specific aspects of their ideas with key expert.

F. Summary about the lessons learned and results of the training / workshop

Strategic analysis is critical for analyzing the competitive context in which an organization operates and for making reasoned and reasonable recommendations for how that organization should position itself and what actions it should take to maximize value creation. The underlying theory and frameworks that provide the foundations of a successful business strategy were explored and tools needed to understand that strategy have been provided.

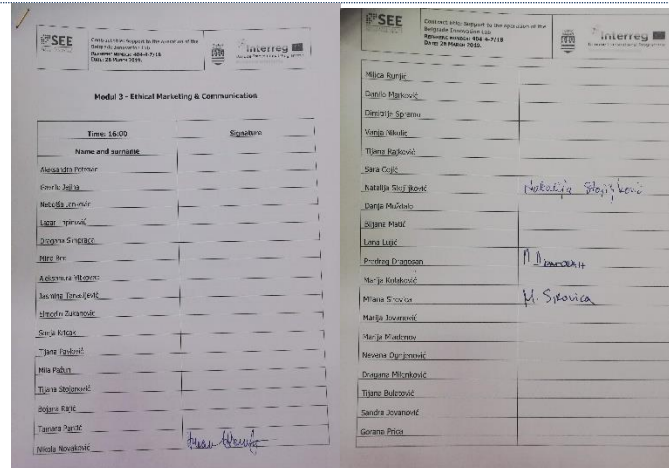
4. Module 3 (Ethical Marketing & Communication)

A. Agenda

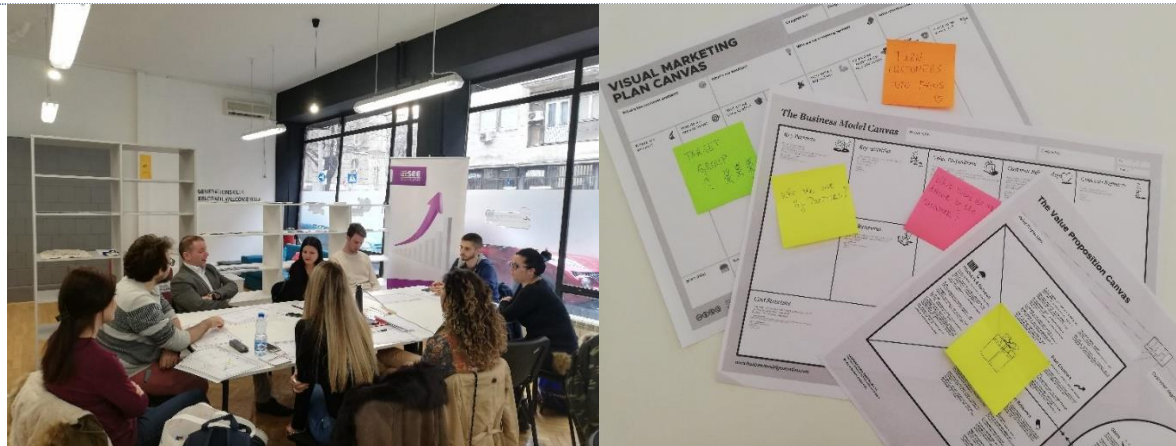
- Introduction to marketing
- Ethical marketing and marketing communication
- Integrated marketing communication

- Marketing mix and IMC planning process
- Marketing communication mix

B. Signed Attendance Sheets



C. Photo Documentation



D. Introduction of the Trainers / Mentors

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E. Training Minutes

Module content was provided through the theoretical and practical part of the training. Training was focused on applying theoretically acquired knowledge to the idea on which students would develop their own business model. This module was designed as an introduction to the field of Ethical Marketing & Communication, to help participants make better marketing decisions. First, a definition of Ethical Marketing & Communication was provided. Then, an introduction of marketing process followed by insight into how to elaborate on the important decisions that marketing managers need to take through the marketing process was provided. Additionally, participants learned about the latest trends in the marketing and how they can establish brand equity and loyalty, and talk to several experts in the field. After training all participants had an opportunity to further discuss specific aspects of their ideas with key expert.

F. Summary about the lessons learned and results of the training / workshop

In this module, the underlying theory and frameworks that provide the foundations of a successful ethical marketing communication were in focus. Development of participants' ability to think strategically was the priority that was achieved by providing them with the tools for conducting an integrated marketing communication plan. Training was focused on applying theoretically acquired knowledge to the idea that was generated by participants themselves and that will be used to develop their own business model.

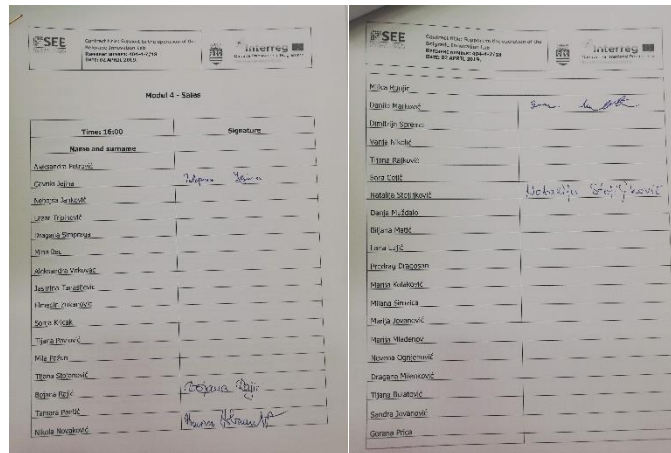
5. Module 4 (Sales)

A. Agenda

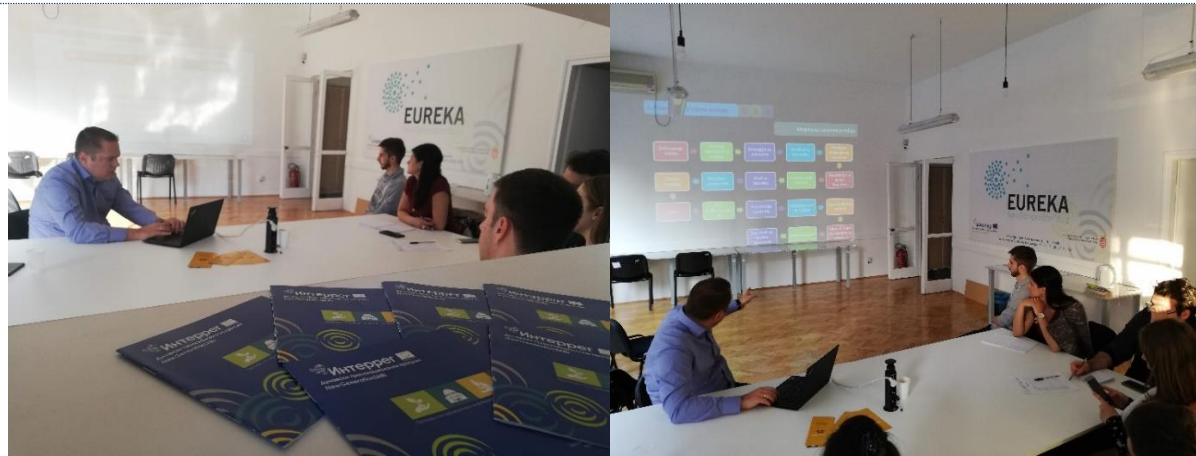
- Selling process
- The buying process

- Creating value in buyer-seller relationships
- Prospecting
- Sales call planning
- Communicating the message
- Negotiating for win-win solutions
- Closing the sale
- How to motivate, compensate and train sales people

B. Signed Attendance Sheets



C. Photo Documentation



D. Introduction of the Trainers / Mentors

Đorđe Ćelić is Assistant Professor at the Faculty of Technical Sciences, University of Novi Sad. The field of interest is Customer Relationship Management and Quality Control. Since 2002, Đorđe Ćelić has been active in conducting trainings helping start-ups grow. From 2010, Đorđe Ćelić is a CEO of Business Incubator in Novi Sad.

E. Training Minutes

Module content was provided through the theoretical and practical part of the training. What does it take to be a highly successful professional salesperson? This module answered this question and guided participants to explore and understand successful sales and sales management behaviors. After training all participants had an opportunity to further discuss specific aspects of their ideas with key expert.

F. Summary about the lessons learned and results of the training / workshop

In this module, the underlying theory and frameworks that provide the foundations of a sales technique were in focus. Participants developed their competence in professional selling theory and approaches, presentation skills, and sales management techniques. Training was focused on applying theoretically acquired knowledge to the idea that was generated by participants themselves and that will be used to develop their own business model.

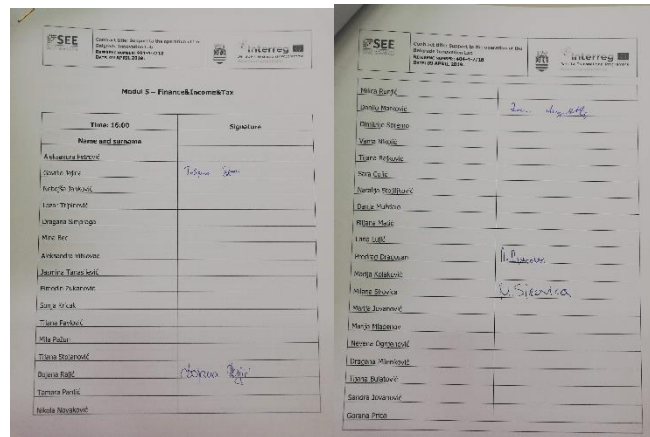


6. Module 5 (Finance & Income & Tax)

A. Agenda

- Understanding Finance
- Finance Statements
- Income Statement
- Balance Sheet
- Financial Structure
- Financial modeling and metrics
- Spreadsheets
- Revenue Assumptions
- Expense Assumptions
- Metrics - Customer Acquisition Cost and Lifetime Value
- Metrics - Viral Coefficient, Funnel Analysis, and Traffic
- Metrics - Monthly Active Users, Daily Active Users, and Churn

B. Signed Attendance Sheets



C. Photo Documentation



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E. Training Minutes

Module content was provided through the theoretical and practical part of the training. Participants of this module learned to read and understand financial statements such as balance sheets, income statements and cash flow statements. They also practiced simple financial planning of a startup. This module also covered the concept of company valuation, as well as how startups get funding. This was a practical course aimed at direct application of the knowledge gained into running real startups. It also enabled entrepreneurs and would-be-entrepreneurs to understand the "language of finance" so that they can talk to professionals with confidence. After training all participants had an opportunity to further discuss specific aspects of their ideas with key expert.

F. Summary about the lessons learned and results of the training / workshop

In this module, the underlying theory and frameworks that provide the foundations of finance were in focus. Participants build their competence in:

- developing a financial model, value a company, and raise the right type of capital,
- understanding how to determine the best source of capital for your company
- understanding how to find revenue and expense assumptions
- understanding how to find and pitch investors.

Training was focused on applying theoretically acquired knowledge to the idea that was generated by participants themselves and that will be used to develop their own business model.



7. Module 6 (Measuring Social Impact)

A. Agenda

- The State of Social Impact Analysis
- The Lean Social Impact Mindset
- How to Develop a Social Impact Hypothesis
- Why Measuring Social Impact Matters
- Breadth of Impact
- Depth of Impact
- Target Population
- Case Studies
- Social Business Model Canvas

B. Signed Attendance Sheets

SEE
Contract title: Support to the operation of the
Biogradsko Innovation Lab
Reference number: 404-4-7/18
Date: 18 APRIL 2019.

SEE
Contract title: Support to the operation of the
Biogradsko Innovation Lab
Reference number: 404-4-7/18
Date: 18 APRIL 2019.

SEE
Contract title: Support to the operation of the
Biogradsko Innovation Lab
Reference number: 404-4-7/18
Date: 18 APRIL 2019.

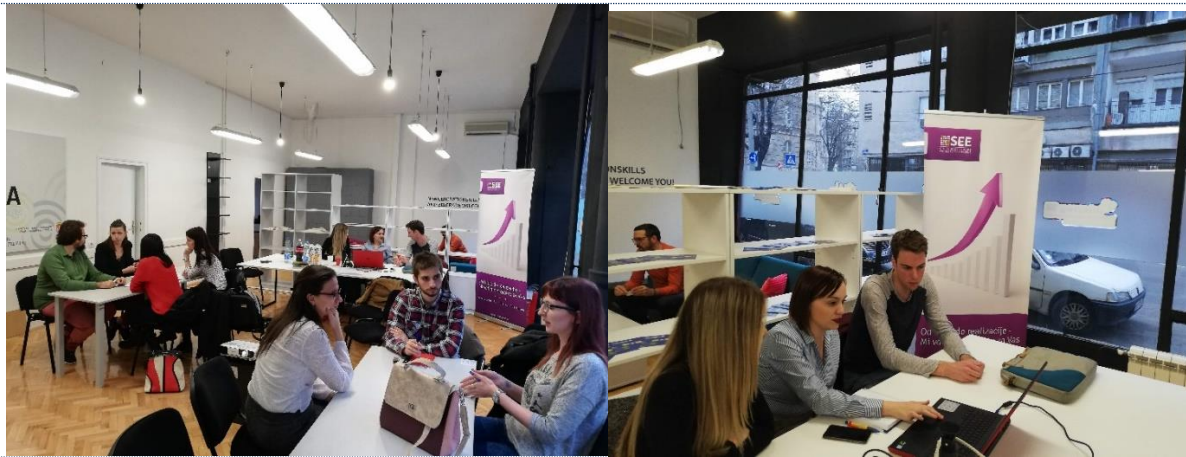
Modul 6 – Measuring Social Impact

Time: 16:00

Name and surname	Signature
Aleksandra Petrović	<i>Aleksandra Petrović</i>
Gavrilo Jojina	<i>Gavrilo Jojina</i>
Nebojša Janković	<i>Nebojša Janković</i>
Lazar Tripinović	<i>Lazar Tripinović</i>
Dragana Simpraga	
Mina Bec	<i>Mina Bec</i>
Aleksandra Vilkovac	<i>A. Vilkovac</i>
Jasmina Tanasijević	
Elnedin Zukanovic	
Sonja Kricak	
Tijana Pavlović	
Mila Pažun	
Tijana Stojanović	
Bojana Rajić	
Tamara Pantić	
Nikola Novaković	

Milica Runjić	
Daniilo Marković	<i>Daniilo Marković</i>
Dimitrije Spremo	
Vanja Nikolić	
Tijana Račković	
Sara Čojić	
Natalija Stojiljković	
Danja Muždalo	
Biljana Matić	
Lana Lujčić	<i>Lana Lujčić</i>
Predrag Dragosan	
Marija Kolaković	
Milana Strovice	
Marija Jovanović	
Marija Mladenov	
Nevena Ognjenović	
Dragana Milenković	<i>Dragana Milenković</i>
Tijana Bulatović	
Sandra Jovanović	
Gorana Prča	

C. Photo Documentation



D. Introduction of the Trainers / Mentors

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E. Training Minutes

Module content was provided through the theoretical and practical part of the training. Participants of this module learned to read and understand how to use standard tools such as business model canvas to explain the social impact of their commercial ideas. They also practiced simple measuring techniques of social impact estimations. This course introduced frameworks and practical tools for measuring the social impact of their company, organization, or initiative to participants. How to articulate short-term outcomes and long-term goals, and connect them to quantifiable metrics that support their decisions was the main body of discussion at the training. The module, also enabled entrepreneurs and would-be-entrepreneurs to understand the "language of impact" so that they can raise necessary finance from stakeholders in order to support their core business. After training all participants had an opportunity to further discuss specific aspects of their ideas with key expert.

F. Summary about the lessons learned and results of the training / workshop

In this module, the underlying theory and frameworks that provide the foundations of finance were in focus. Participants build their competence in crafting a theory of change for their organization or initiative. Additionally, participants learned from case studies how other social enterprises have measured their social impact in lean and rigorous ways. Training was focused on applying theoretically acquired knowledge to the idea that was generated by participants themselves and that will be used to develop their own business model.

8. Module 7 (Management and Leadership)

A. Agenda

Head and Heart of Everyday Leadership

- The Challenge, tasks and levers of Everyday Leadership

Individual Decision Making

- Decision Analysis
- Subjectivity and Anchoring
- Fostering Creativity in Decision Making

Group Decision Making

- The Composition Problem
- The Participation Problem
- The Influence Problem

Managing Motivation

- The Law of Effect and Expectancy Theory
- Managing Perceptions & Social Dilemmas
- The Promise of Groups Realized

B. Signed Attendance Sheets

SEE
Contract title: Support to the operation of the Regional Development Ltd.
Reference number: 404-4-2/18
Date: 04/07/2018

SEE
Contract title: Support to the operation of the Regional Development Ltd.
Reference number: 404-4-2/18
Date: 04/07/2018

SEE
Contract title: Support to the operation of the Regional Development Ltd.
Reference number: 404-4-2/18
Date: 04/07/2018

Modul 7- Management and leadership

Time: 16:00

Name and surname	Signature
Aleksandra Petrović	
Georgio Jafina	<i>Georgio Jafina</i>
Nehrođa Janković	
Laura Tipinović	
Dragana Štrparaga	
Mina Bec	
Aleksandra Vrhovar	
Jasmina Tanasović	
Elmedin Zukanović	
Sonja Kitak	
Tijana Pavlović	
Mila Pežun	
Tijana Stojanović	
Bojana Rajić	<i>Bojana Rajić</i>
Tamara Perčić	
Nikola Novaković	

Milica Rurjić	
Ivanilo Marković	
Dimitrije Srncmo	
Vanja Nikolić	
Tijana Rajković	
Sara Čokić	
Nekalija Stojiljković	
Danija Muđalo	
Biljana Mulić	
Lara Lučić	
Predrag Dragosan	<i>Predrag Dragosan</i>
Marija Kolaković	
Milana Strojica	
Marija Jovanović	
Marija Mladenov	
Nevena Ogrjenović	
Dragana Milenković	
Tijana Buleković	
Sandra Jovanović	
Gorana Prica	

C. Photo Documentation



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E. Training Minutes

Module content was provided through the theoretical and practical part of the training. Participants of this module learned about the “head and the heart” of everyday leadership, individual decision making, group decision making, and managing motivation. The objectives are to understand why and how leadership skills are so critical to organizational success, and learn the foundations of effective leadership skills. After training all participants had an opportunity to further discuss specific aspects of their ideas with key expert.

F. Summary about the lessons learned and results of the training / workshop

In this module, the underlying theory and frameworks that provide the foundations of finance were in focus. Participants build their:

- Understanding why and how leadership skills are so critical to organizational success;
- Understanding how to use leadership skills to work more effectively with others;
- Skills to be able to organize teams to work more effectively together;
- Ability to apply the foundations of effective leadership skills to everyday situations faced by leaders.

Training was focused on applying theoretically acquired knowledge to the idea that was generated by participants themselves and that will be used to develop their own business model.

9. How to pitch to VC

A. Agenda

Why Pitching?

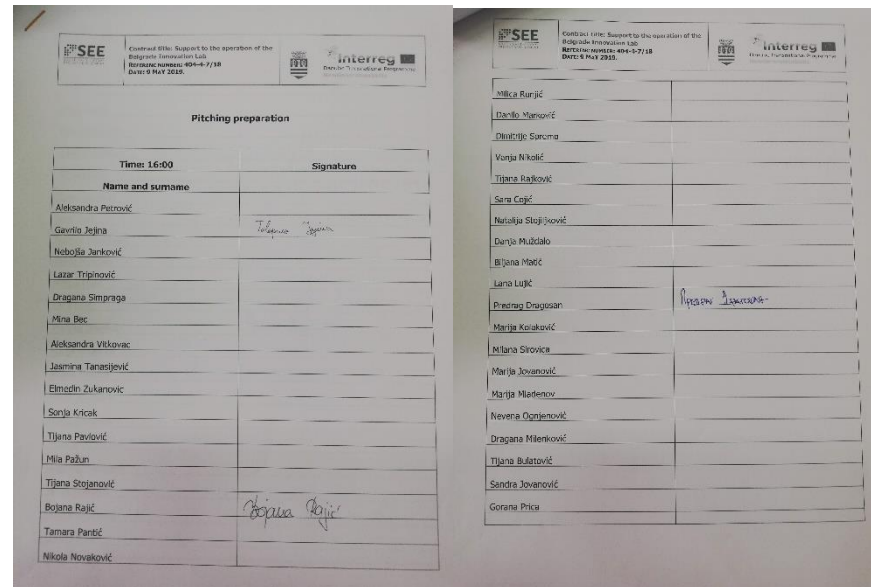
Overcoming the fear of public

The art of Pitching

- intro
- timing
- problem
- solution
- market
- competition
- team
- financials

Practice

B. Signed Attendance Sheets



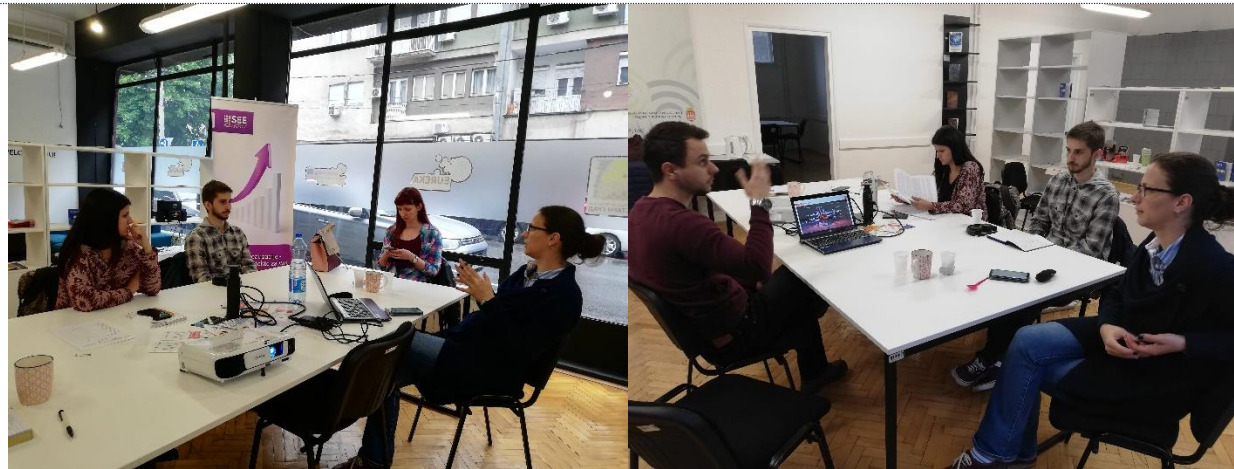
Pitching preparation

Time: 16:00

Name and surname	Signature
Aleksandra Petrović	
Georđa Tejića	<i>Georđa Tejića</i>
Nebojša Žanković	
Lazar Trpinović	
Dragana Simpraga	
Mina Baci	
Aleksandra Vuković	
Jasmina Tanasijević	
Elnedin Zukanović	
Sonja Krićak	
Tijana Pavlović	
Mila Pažun	
Tijana Stojanović	
Bojana Rajić	<i>Bojana Rajić</i>
Tamara Pantić	
Nikola Novaković	

Amela Rurjić	
Ivanilo Mijanović	
Dinađko Sarcma	
Vanja Nikolić	
Tijana Iaković	
Sara Čajić	
Natalija Stojićević	
Danija Muždalo	
Bljana Mabić	
Lana Lujć	
Pinaraga Dragusan	<i>Pinaraga Dragusan</i>
Marija Kolarović	
Milana Sirovića	
Marija Jovanović	
Marija Mladenov	
Nevena Džepanović	
Dragana Mitenković	
Tijana Bulatović	
Sandra Jovanović	
Gorana Prica	

C. Photo Documentation



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E. Training Minutes

Training was tailored to participants and their unique business ideas. After the brief presentation introducing the most relevant aspects of pitching, participants had the opportunity to pitch their ideas in the format 5+3 min (pitch plus q&a time). After training all participants had an opportunity to further discuss specific aspects of their ideas with key expert.

F. Summary about the lessons learned and results of the training / workshop

In this training session, participants had a chance to practice their presenting skills and combat the fear of public speaking. The expert present posed questions, as they would appear in the real pitching event and gave the opportunity for participants to find their way with answers.



10. Pitching event with selection of best idea

A. Agenda

Determining the order of pitching
Pitching
Decision making
Announcing the winner
Networking

B. Signed Attendance Sheets

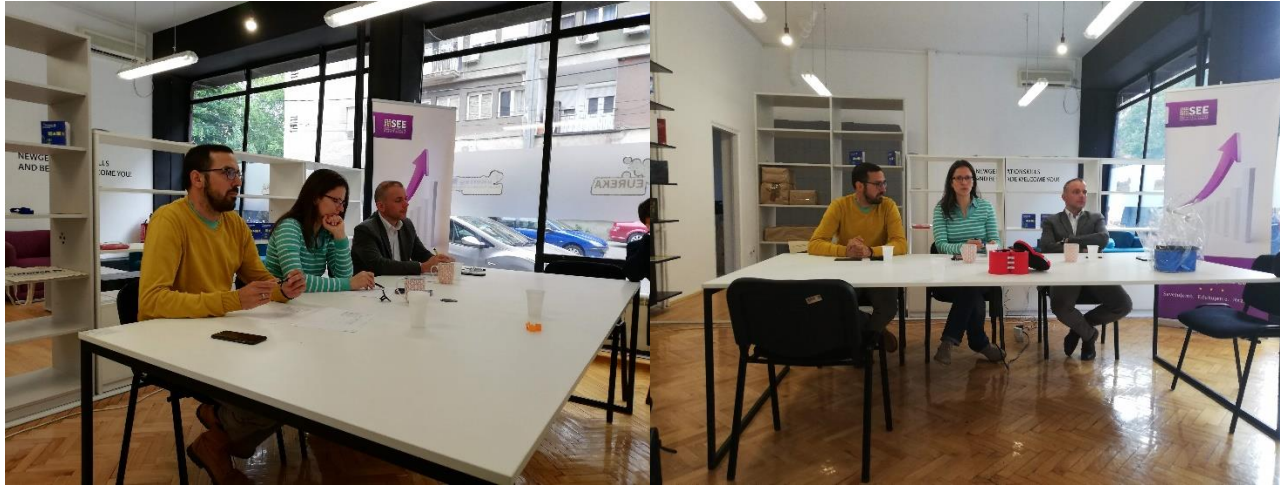
SEE Contract title: Support to the operation of the Belgrade Innovation Lab
Reference number: 824-8-7/18
Date: 15 May 2018.

SEE Contract title: Support to the operation of the Belgrade Innovation Lab
Reference number: 824-8-7/18
Date: 15 May 2018.

Pitching event with selection of best ideas

Time: 16:00	Signature
Name and surname	
Aleksandra Petrović	
Gavrilo Jelića	
Nebojša Janković	
Lazar Tripinović	
Dragana Simpraga	
Mina Bici	
Aleksandra Vitković	
Jasmina Tanasijević	
Elmedin Zukanović	
Sonja Krićak	
Tijana Pavlović	
Mila Pažun	
Tijana Stojanović	
Bojana Rajić	<i>Bojana Rajić</i>
Tamara Pantić	
Nikola Novaković	
Milica Runkić	
Denilo Marković	
Dimkrije Spasano	
Vanja Nikolić	
Tijana Rajković	
Sera Čojić	
Natalija Stojilković	
Danija Muždela	
Biljana Matić	
Lana Lujčić	
Predrag Dragosavljević	<i>Predrag Dragosavljević</i>
Marja Kolaković	
Milana Strojica	<i>Milana Strojica</i>
Marja Jovanović	
Marja Mladenov	
Nevena Ognjenović	
Dragana Milenković	
Tijana Bulatović	
Sandra Jovanović	<i>Sandra Jovanović</i>
Gorana Prica	

C. Photo Documentation



D. Introduction of the Trainers / Mentors

Viktorija Petrov is Assistant Professor at the Faculty of Economics Subotica, University of Novi Sad. The field of interest is Entrepreneurship and fostering entrepreneurship among University members (researchers and students alike). Since 2002. Viktorija Petrov has been active in conducting trainings helping start-ups grow. Currently, she is engaged in Business Incubator Novi Sad as Preincubation Manager.

Stevan Mislisavljević is Assistant Professor at the Faculty of Technical Sciences, University of Novi Sad. The field of interest is Customer Relationship Management and Quality Control. Since 2005. Stevan Milisavljević has been active in conducting trainings helping start-ups grow.

E. Event Minutes

Firstly, the order of appearance was determined for selected four teams that have previously presented potential for realization i.e. marketization. The order of pitching was:

- PetMe
- LocalAbox
- Sosa
- Decorative Box

After the order was determined, each team had the opportunity to pitch for 5 minutes, followed by 3 minutes time for questions and answers. Based on presentations and answers jury valued teams' success based on three criteria (valuation, execution and design and business model) with marks ranging from 1 (minimal expectations) to 4 (surpassing expectation). The maximum points one team could gain with one judge was 12. The results of the jury were:

Decorative Box total 15 (6 + 3 + 6);

Sosa total 20 (9 + 5 + 6);

PetMe total 23 (7 + 7 + 9) and

LocalAbox total 27 (9 + 8 + 10).

The results were announced leading to LocalAbox being chosen to be sent to Budapest and allowed an opportunity to compete with fellow would-be entrepreneurs.

After winner announcement there was a time for networking and drawing conclusion on the work done on the project.



F. Summary about the lessons learned and results of the training / workshop

Experiencing pitching event is always helpful to would-be entrepreneurs. Seeing what business aspects need more polishing when presenting idea is of most importance.