



DESING IT. JOINT TRAINING #2

23rd March, 2019

Hotel BEST BALTIC KAUNAS

Address: A. Mickevičiaus str. 28, Kaunas, Lithuania

AGENDA

9.30-10.00	Registration of participants
10.00-11.30	Overview of past courses <i>Facilitator Arnoldas Služman</i> <ul style="list-style-type: none"> ▪ Problematics, solution, customer segmentation, business model canvas, preparing presentations, pitching, economics of investment (BEP, PPROI), MVP, business planning.
11.30-11.45	Coffee break
11.45 – 13.00	Detailed analysis of current projects <i>Facilitator Arnoldas Služman</i> <ul style="list-style-type: none"> ▪ Case studies; Costs analysis; Customer service; Partners; Revenue model; Teams; Marketing.
13.00 – 14.00	Lunch break
14.00 – 15.45	Pitching preparation <i>Facilitator Arnoldas Služman</i> <ul style="list-style-type: none"> ▪ How to introduce yourself to the investors; ▪ Key points to present; ▪ Main questions raised by investors; ▪ Pitching; ▪ Presentations' analysis session.
15.45 – 16.00	Coffee break
16.00 – 17.30	Recap of the day, session of questions/answers, discussion and individual consultations.