

DESING IT. JOINT TRAINING #1

1ST FEBRUARY, 2020

HOTEL BEST BALTIC KAUNAS | A. MICKEVIČIAUS STR. 28, KAUNAS, LITHUANIA

START	END	
9:30	10:00	Registration of participants
10:00	11:30	Overview of past courses <i>Facilitator Raimonda Klimašauskaitė</i> Problematics, solution, customer segmentation, business model canvas, preparing presentations, pitching, economics of investment, BEP, PPROI.
11:30	11:45	Coffee break
11:45	13:00	Detailed analysis of current projects <i>Facilitator Raimonda Klimašauskaitė</i> Challenges faced, what needs to be done, market/customer research status/results, tweaking the business ideas, preparation for business planning.
13:00	14:00	Lunch break
14:00	15:45	Planning ahead <i>Facilitator Raimonda Klimašauskaitė</i> Detailed calculations, team completions, dividing roles and responsibilities, MVP development.
15:45	16:00	Coffee break
16:00	17:30	Recap of the day, session of questions/answers, discussion and individual consultations.

DESING IT. JOINT TRAINING #2

15TH FEBRUARY, 2020

HOTEL BEST BALTIC KAUNAS | A. MICKEVIČIAUS STR. 28, KAUNAS, LITHUANIA

START	END	
9:30	10:00	Registration of participants
10:00	11:30	Overview of past courses <i>Facilitator Raimonda Klimašauskaitė</i> Problematics, solution, customer segmentation, business model canvas, preparing presentations, pitching, economics of investment, BEP, PPROI.
11:30	11:45	Coffee break
11:45	13:00	Detailed analysis of current projects <i>Facilitator Raimonda Klimašauskaitė</i> 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 Raimonda Klimašauskaitė</i> 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.