



*PROJECT TRAINING PROGRAMME – LUBIANA – 7-11 NOV 2016*

1° DAY 07/11/2016

- **09.00-09.30** Presentation of the programme
  - **09.30-13.00** Visions, policies and instruments implemented in supporting self employment, social innovation and financial instruments in order to tackle the difficulties in job placement for disadvantaged groups (in EU definition).
  - **14.00-16.30** Presentation of experiences in Microcredits
  - **16.30-18.30** Discussion and Q&A
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2° DAY 08/11/2016

- **09.00** arrival and registration
  - **09.15-10.00** The Ctrl+Alt+EnterPrise project
    - Project objectives
    - Development path (O1-O2-O3-O4)
  - **10.00-11.00** Profiles involved
    - Tutor
    - Coordinator
    - Evaluator
  - **11.00-11.15** Coffee break
  - **11.15-12.15** O1 evaluation process – phases
    - Overall development of the process
    - Documents management
  - **12.15-13.15** Evaluation criteria - overview
    - Motivations
    - Sustainability
    - Soft skills
    - Priorities and exclusions
    - Evaluation grid
  - **13.15-14.00** Lunch break
  - **14.00- 15.00** Application phase
    - Questionnaire
    - Relationship with sending organisation
  - **15.00-16.30** Self-selection process
    - P2P education principles
    - Tutor's role
    - Focus group organisation and management
  - **16.00-16.15** Coffee break
  - **16.15-18.15** Teamwork and insights; Q&A
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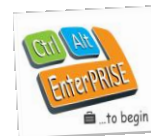
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3° DAY 09/11/2016

- **09.00-10.15 Reasoned Autobiography**
    - Principles and functioning
  - **10.15-10.30 Coffee break**
  - **10.30-13.00 Reasoned Autobiography**
    - Training 1
  - **13.00-14.00 Lunch break**
  - **14.00-16.30 Reasoned Autobiography**
    - Training 2
  - **16.30-16.45 Coffee break**
  - **16.45-17.45 Sharing of results**
  - **17.45-18.15 Q&A**
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4° DAY 10/11/2016

- **09.00-10.00 O1: Selection phase**
  - interview guidelines
  - guidelines for the evaluation meeting
- **10.00-11.00 O2: models and tools for the development of the business idea**
  - project index
  - economical planning
- **11.00-12.30 business models as starting point for the development of the business idea**
- **12.30-13.30 Business Model Canvas: the tool and its potential applications- part one**
- **13.30-14.30 Lunch Break**
- **14.30-15.30 Business Model Canvas: the tool and its potential applications - part two**
- **15.30-16.30 The development of the business model**
  - Training 1
- **16.30-16.45 Coffee break**
- **16.45-18.00 The identification of the key elements of the business idea**
  - Training 2



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5° DAY 11/11/2016

- **09.00-10.30 Economical Planning: attentions and criticalities**
- **10.30-11.30 The role of the facilitator inside the business development process**
- **11.30-13.00 Q&A**
- **13.00-14.00 Lunch Break**
- **16.45-17.45 Sharing of results**
- **17.45-18.15 Q&A**