



**international  
entrepreneurship  
summer school  
2016 program**





## DAY 1

\*tentative program

### MONDAY 22 August

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| 08:30 – 09:00 | Registration & Orientation   |
| 09:00 – 10:30 | Course Overview: Introduction to Entrepreneurship, Innovation & New Venture Creation |
| 10:30 – 11:00 | Break  |
| 11:00 – 12:30 | Getting Started: Team formations and presentations of case studies                   |
| 12:30 – 14:00 | Lunch  |
| 14:00 – 15:30 | Marketing Validation   |
| 15:30 – 16:00 | Break  |
| 16:00 – 17:30 | Real case stories from successful entrepreneurs                                      |
| 17:30 – 19:00 | Team Formation for Final Project   |
| 19:00 – 21:00 | Dinner   |



## DAY 2

### TUESDAY 23 August

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- 08:30 – 09:00** Coffee and Team Discussion
- 09:00 – 10:30 Team Building and People Development
- 10:30 – 11:00** Break
- 11:00 – 12:30 Identifying and Understanding Competition
- 12:30 – 14:00** Lunch
- 14:00 – 15:30 Business Plans: How to present your business
- 15:30 – 16:00** Break
- 16:00 – 17:30 Teams work on project ideas and summaries
- 17:30 – 19:00 Preliminary Team Presentations and Drafts Due
- 19:00 – 21:00** Dinner



## DAY 3

### WEDNESDAY 24 August

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- 08:30 – 09:00** Coffee and Team Discussion
- 09:00 – 10:30** Risk and Decision Making: Optimization strategies under uncertainty
- 10:30 – 11:00** Break
- 11:00 – 12:30** Financing: How to access forms of startup financing
- 12:30 – 14:00** Lunch
- 14:00 – 15:30** Marketing and Selling new products and services
- 15:30 – 16:00** Break
- 16:00 – 17:30** Teams work on projects
- 17:30 – 19:00** Mentoring roundtables or teams work on projects
- 19:00 – 21:00** Dinner



## DAY 4

### THURSDAY 25 August

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- 08:30 – 09:00** Coffee and Team Discussion
- 09:00 – 10:30** Future Cities, Sustainable design and Management: The role of the entrepreneur in the age of Smart Cities
- 10:30 – 11:00** Break
- 11:00 – 12:30** Doing Business in the Balkans
- 12:30 – 14:00** Lunch
- 14:00 – 15:30** Disruption: 15 Technologies and Trends that are Changing Everything (Part I)
- 15:30 – 16:00** Break
- 16:00 – 17:30** Disruption: 15 Technologies and Trends that are Changing Everything (Part II)
- 17:30 – 19:00** Teams work on projects
- 19:00 – 21:00** Dinner



## DAY 5

### FRIDAY 26 August

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- 08:00 – 13:00 Field Trip to Kosovo (Tirana-Pristina):  
Teams work on projects during trip
- 13:00 – 14:30 Lunch
- 14:30 – 17:00 Company Visits
- 17:00 – 17:30 Break
- 17:30 – 19:30 Teams work on projects
- 19:30 – 21:00 Dinner and Friday night social program in  
Pristina



## DAY 6

### SATURDAY 27 August

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- 09:00 – 10:30 Field Trip to Kosovo (Pristina-Gjakova):  
Teams work on projects during trip
- 10:30 – 12:00 Bonevet Accelerator Visit
- 12:30 – 14:00 **Lunch**
- 14:00 – 17:30 Return Trip (Gjakova-Tirana): Teams work  
on project on bus trip
- 17:30 – 19:30 Teams work on projects
- 19:00 – 21:00 **Dinner and Saturday night tour in Tirana**



## DAY 7

### SUNDAY 28 August

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- 08:30 – 09:00** Coffee and Team Discussion
- 09:00 – 10:30 Negotiation in business and other settings
- 10:30 – 11:00** Break
- 11:00 – 12:30 Get inside an investor's head: Sample pitching to an experienced investor
- 12:30 – 14:00** Lunch
- 14:00 – 15:30 Positive Leadership, Emotional Intelligence and Effective Communication  
TBD
- 15:30 – 16:00** Break
- 16:00 – 17:30 Practice pitch meetings
- 17:30 – 19:00** Dinner
- 19:00 – 21:00 Teams work to finish projects





## DAY 8

### MONDAY 29 August

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8:30 – 10:30 Teams finalize projects

10:30 – 11:00 Break

11:00 – 12:30 Final presentations – 1st half

12:30 – 14:00 Lunch

14:00 – 15:30 Final presentations – 2nd half

15:30 – 16:00 Break

16:00 – 17:30 Comments & Wrap-up

17:30 – 19:00 Farewell Dinner



## CONTACT US

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