

\*\*\*

## AGENDA

### Intensive training workshop: “Entrepreneurship”

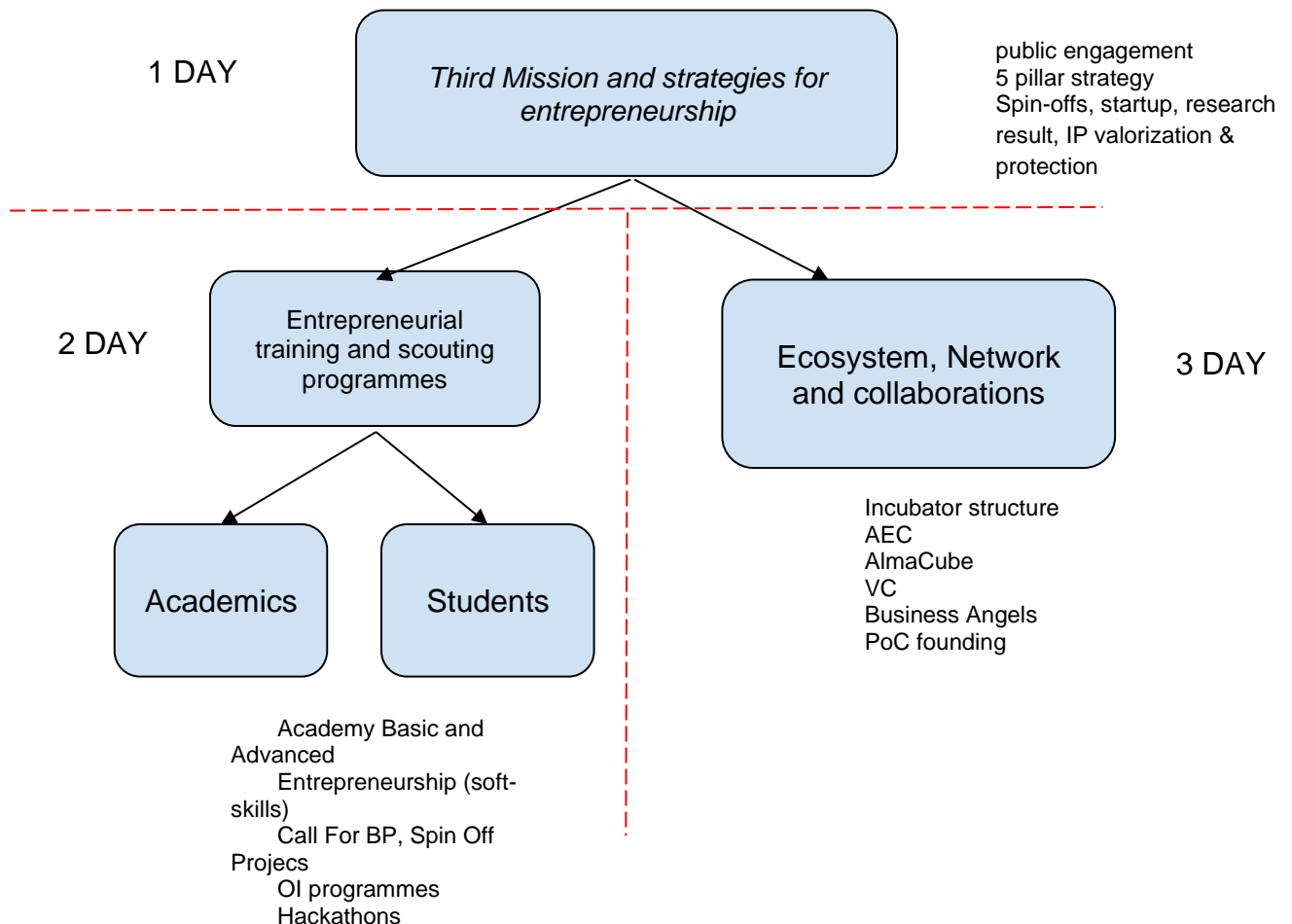
6 - 7 - 8 October 2020

#### Objectives:

Effective entrepreneurial-support management at PCU HEI’s to contribute to socio-economic growth requires developing ad-hoc policies and implementing actions to ensure stronger relevance of university activities and fruitful transfer of research results to society.

Upon these premises, this first workshop pursues the following specific objectives:

- To introduce participants into UNIBO’s entrepreneurial ecosystem
- To share best practices and case studies
- To get familiar with entrepreneurial training and scouting activities offered by our University
- To explore the different agreements and collaborative structures within UNIBO’s network



## **Programme**

### **DAY 1 - Third Mission and strategies for entrepreneurship**

6 October 2020 - 10 to 13 hs, CEST - 15 to 18 hs Indonesian Time

Topic: Strategies for entrepreneurial engagement

Target group: TT Officers

10.00 - 10.10 /15.00 - 15.10 Introduction and technical instructions, Eva Alvarez

10.10 – 11.00 /15.00 -16.00 Rosa Grimaldi. Deputy Entrepreneurship

- Overview on public engagement & Third Mission
- 5 pillar strategy - awareness-raising phase; scouting activities; pre-incubation; incubation; acceleration

11.00 -11.45/ 16.00 -16.45 Francesca Farnararo, KTO Manager

- Entrepreneurial fundamental concepts and definitions: Spin-offs, StartUp, research result, IP valorization, IP protection, academic vs student valorization (e.g.: academics → research; students → competences)

11.45 - 12.00/16.45 - 17.00 Virtual Coffee Time

12.00 -13.00/ 17.00-18.00

Two break out rooms for discussion moderated by EU Partners. Aim: collect their experiences and baseline

**Room A:** John Gabriel – Maria Cecilia Flores

**Room B:** Pasi Malinen - Elena Gecchelin

### **DAY 2 - Entrepreneurial training and scouting programmes**

7 October 2020 - 10 to 13 hs, CEST - 15 to 18 hs Indonesian Time

Topic: Introduction to UNIBO's Entrepreneurial training and scouting programmes

Target group: TT Officers

10.00 – 10.45 /15.00 – 15.45 Elena Gecchelin, KTO

- Entrepreneurial training & scouting for academics
  - AlmaEClub
  - Basic Academy
  - Call For Spin Off Projects
  - StartUp Day
  - Call For Business Plan
  - **Case Study I:** *Advanced Academy: programme to support and develop business potential thanks to the assistance of mentors specializing in the sector and clubs of investors.*

10.45 – 11.45/ 15.45- 16.45 Maria Cecilia Flores, KTO

- Entrepreneurial training & scouting for students
  - Entrepreneurial Skills Education Program
  - Events to raise entrepreneurial awareness
  - Open Innovation Programs

## Hackathons

### - **Case Study II: COdesign19**

CoDedsign19 is a project born from the initiative called “#ActionWeekforCOVID19: Social innovation solutions for the intellectually disabled community”, a Social Innovation Hackathon born within ALMALABOR, in collaboration with Learning by Helping, a Spanish Social Innovation Lab. The entire activity was held during the lockdown in Italy, in April 2020. The request for solutions came from the Local government. After 5 days of daily online classes, several hours of student teamwork and daily mentoring sessions, 4 teams of students developed innovative solutions.

11.45 - 12.00/16.45 - 17.00 Virtual Coffee Time

12.00 -13.00/ 17.00-18.00

Two break out rooms for discussion moderated by EU Partners. Aim: work and discuss on strategies of faculty and student engagement in entrepreneurial programmes, activities, initiatives.

**Room A:** John Gabriel – Maria Cecilia Flores

**Room B:** Pasi Malinen - Elena Gecchelin

### **DAY 3 - Ecosystem, Network and collaborations**

*8 October 2020 - 10 to 13 hs, CEST - 15 to 18 hs Indonesian Time*

Topic: successful collaborative network and local engagement

Target group: TT managers

10.00 – 11.00/15.00-16.00, Francesca Farnararo, KTO manager

- UNIBO's Infrastructure - Introduction to UNIBO's entrepreneurial ecosystem: ALMALABOR (co-working- maker space), ALMACUBE (incubator with 3 branches)
- Introduction about the ER entrepreneurial ecosystem - a brief summary of the main actors and how they relate to our university (e.g., ARTER, Legacoop, Confindustria, FAM, BBS)
- Type of collaborations regarding financial support - VC, Business Angels, PoC funding

11.00 – 11.45/16.00-16.45 Matteo Vignoli, Open Innovation Unit Director

- Ecosystem design e open innovation, open innovation programmes, national, regional and international level: SUGAR, CBI, embedded.

11.45 - 12.00/16.45 - 17.00 Virtual Coffee Time

12.00 -13.00/ 17.00-18.00

**Workshop:** *Discussion about the role of the local institutional actors in the University's entrepreneurial initiatives*

*Moderators: John Gabriel – Maria Cecilia Flores*