



# DIGI-GRENT Project

## Training Week Instructions (Thessaloniki)

### What specific topics will I learn?

- T0: The basics of entrepreneurship
- T1: Eco-friendly digital business models for startups
- T2: Digital security and cybercrime for digital entrepreneurs
- T3: Managing and understanding the quintuple helix towards fostering digital & responsible startups

### What will I do during the training week?

- Attend training (classes) on T0, T1, T2, T3.
- Develop a good practice report (in groups) – meaning, an analysis of existing good practices/strategies utilized in digital & responsible startups or in enterprises tangent to the digital & responsible sector. The good practices should be around the areas T1, T2, T3.
- Develop a business model report (in groups). Specifically, based on the knowledge from the researched good practices as well as from T0, by working in groups, you need to come up either with a new business idea (business concept) or to identify an issue in an existing enterprise. The solution to the problem (i.e. new product/service or new startup/company) needs to be digital and responsible. All your proposals will be captured in the business model report.
- Develop a PPT (presentation) by using the given template in order to pitch/present your proposed digital & responsible business model. There is no limit in terms of the number



of slides, however the presentation should not take longer than 10-15 minutes. The presentation will be assessed by a panel of mixed stakeholders and feedback will be given.

### How will I work ?

- 1.5 days (as mentioned in the program) there is training/teaching. Similarly, we also give you the option to attend trainings/presentations at the ETHAC2019 conference (details will be provided).
- 2.5 days there will be group work (national/institutional teams). There will be rooms available in order to undertake this task, however you are free to choose your preferred location.
- 1 day – there will be presentations & evaluations. Each team will present their findings and evaluations will take place.

### How will I get help ?

- Each team will have a mentor that will be available either in person or online. On top of the mentor, local representatives will provide unlimited guidance & support.

### What do I need to submit at the end of the training ?

- Firstly, make sure to sign the attendance sheet for all the 5 days.
- In terms of submission:
  - Good practice report
  - Business model report
  - PPT
- Completed evaluation forms (training overall, and training needs assessment).