

SUSTAINABLE ENTREPRENEURSHIP STARTUP PROGRAM

DURATION (3 DAYS)

2 Days Workshop (9.00 – 17.00)

1 Day Visiting City of Vienna

LOCATION

Workshops in 4 or 5 stars Hotel in Vienna – Austria

TRAINERS

1. **Mag. Andrea FENZ** (ECQA Certified Trainer)
2. **MSc. Gökhan YILDIRIM** (President of WSEIN)

Max. 10 persons

TARGET GROUP

The Sustainable Entrepreneurship Startup Program (SESP) training is designed for participants who want to gain skills how to turn innovative results into start-up in the field of **Sustainable Energy (such as Renewable), Environment, Waste Management, Mobility and Traffic Planning.**

More specifically, SESP targets

- Entrepreneurs and potential entrepreneurs
- Small innovative (research) teams
- Administrations (cities, regions, cluster managements, incubation centres etc.)

CONTENT

The training of creative thinking and entrepreneurship is a two-day hands-on experience where entrepreneurs and potential start-ups can experience and exchange ideas to create an enterprise based on innovation. The training provides an intensive learning experience with tutorials and practical exercises.

- Core competence definition
- Success factors for entrepreneurship
- The business plan for start-ups
- European Funding Opportunities
- Risk management

Keywords

Entrepreneurial competences, innovative thinking, creativity, business models, social innovation, entrepreneurial competence model

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PROGRAM DAY 1

Morning Session 9.00 – 12.30

- 09.00 Registration and Welcome
- 09.30 **Introduction to the Startup Program**
- 09.45 **Success Factors for Entrepreneurship**
- 10.15 Questions and Answers
- 10.30 Coffee Break
- 11.00 **What is Sustainability?**
- 12.00 **Exercise and Group Forming:
Core competences for entrepreneurs**
- 12.30 Lunch Break

Afternoon Session 13.30 – 17.00

- 13.30 Exercise Work in Groups
- 14.00 Results Presentation in Stand-up Sessions
- 14.30 **The Business Plan for Startups – Basics**
- 15.30 Coffee break
- 16.00 **The Business Plan - Financing**
- 17.00 **Summary of Day 1**

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PROGRAM DAY 2

Morning Session 9.00 – 12.30

- 09.00 **Integrated Sustainable Solutions**
- 10.00 **European Funding Opportunities**
- 11.00 Coffee Break
- 11.30 **Innovation Potential**
- 12.30 Lunch Break

Afternoon Session 13.30 – 17.00

- 13.30 **Case Study and Exercise – Define Mission and business field goals working in thematic groups**
- 14.45 Results Presentation in Stand-up Sessions
- 15.30 Coffee break
- 16.00 **Risk Management**
- 17.00 Summary of day 2 and end of the training

LANGUAGE

The workshop will be held in English language.

SUSTAINABLE ENTREPRENEURSHIP STARTUP PROGRAM

TRAINER REFERENCES

Mag. Andrea FENZ



Mag. Andrea Fenz former Managing Director of APS – European Programmes for Research, Education and Training in Austria from 1995 – 2009 in collaboration with Austrian Ministries, regional government and Chamber of Commerce.

20 years of experience in entrepreneurship and innovation management with a focus on transfer and exploitation of results as former partner in the EU network of Innovation Relay Centres. Partner in 40 European projects in education, research, innovation, regional development and start-up.

Mag. Andrea Fenz is a **WIFI certified Adult Education trainer and an ECQA Certified trainer** for various professions including ECQA Certified Researcher Entrepreneur, EU Project Manager, Innovation Manager, IT consultant for SME software selection, Governance SPICE Assessor and Lean Six Sigma Yellow Belt.

PROFESSIONAL EXPERIENCE

- Director of Skills International GmbH (Austria) and Skills International L.L.C. (Kosovo), since 2008
- Innovation Relay Centre Austria of the EU for international technology transfer in collaboration with Austrian Research Promotion Agency FFG EU funding and innovation expert with 20 years of experience
- Partner in about 40 European projects in research, education and innovation
- Listed as qualified Horizon 2020 expert with the Austrian Research Promotion Agency FFG (formerly listed as FP7 expert)
- Managing Director of APS – European Programmes for Technologies and Training (Graz, 1995 – 2009)
- Regional Contact Point Southern Austria 4th, 5th, 6th and 7th EU Framework Programme for Research on behalf of Austrian Ministry of Science and Research, Ministry of Economy, Regional Government of Styria and Chamber of Commerce in collaboration with FFG (1995 – 2008)
- National Contact Point NCP Austria for the FP6 Information Society Technologies
Regional Contact Point for Southern Austria for EU Educational Programme LEONARDO DA VINCI (2000 – 2004) in collaboration with National Agency Austria
- **Proposal Evaluator, external evaluator of proposals and projects in EU Lifelong Learning Programme (KA2 – Languages, Erasmus)**
- **Trainer for Adult Education, ECQA Certified Trainer for professions:** EU Project Manager, Researcher Entrepreneur, Innov. Manager, Lean Six Sigma Yellow Belt, SME Software Selection, Governance SPICE Assessor

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TRAINER REFERENCES

MSc. Gökhan YILDIRIM



PROFESSIONAL EXPERIENCE

- Since 2014 **President & Founder of World Sustainable Energy Institute (WSEIN)**
- Since 2013 **Global Director & Founder of WSE Initiative**
- 2011 US Program "A new beginning – Entrepreneurship & Business Innovation"
- Since 2010 DEIK – DTIK, World Turkish Business Council Europe Region Member of Austria
- Nov 2009 Founder of Reviesta Türkiye in Istanbul
- March 2009 Founder & Manager of Reviesta Consulting Group, Environmental Technologies e.U.

SPEAKER AT CONFERENCES – TOPIC SUSTAINABILITY

- April 2015 3rd (2015) World Emerging Industries Summit in Zhengzhou City, China (Participant)
- June 2014 Technology Centre of the Academy of Sciences in Ashgabat, Turkmenistan
- March 2014 **WSEIN Workshop in Sustainability** at Vitrina University, Tirana – Albania
- Nov 2013 2nd (2013) World Emerging Industries Summit in Wuhan City, China

LANGUAGES

Turkish (mother tongue)
English (perfect)
German (perfect)

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FEES

€ 2750 + 20% VAT per person

CONTACT

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The trainings are organised by REVIESTA CONSULTING GROUP.

