



ISTITUTO DEI SORDI  
DI TORINO



## 9<sup>th</sup> Webinar Script

<b>Title</b>	<b>Find opportunities for your business</b>						
<b>Date &amp; Time</b>	Thursday 13 <sup>th</sup> of October 17:30 CET time, duration 2 hours						
<b>Organiser</b>	IST, Italy						
<b>Organiser Contact Info</b>	<table border="1"> <tr> <td>Tel.</td> <td>+39 3477630506</td> </tr> <tr> <td>Email</td> <td>erasmus@istitutosorditorino.org</td> </tr> <tr> <td>Webpage</td> <td><a href="http://istitutosorditorino.org">Istituto dei Sordi di Torino (istitutosorditorino.org)</a></td> </tr> </table>	Tel.	+39 3477630506	Email	erasmus@istitutosorditorino.org	Webpage	<a href="http://istitutosorditorino.org">Istituto dei Sordi di Torino (istitutosorditorino.org)</a>
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<b>Webinar Link</b>	<p>Meeting ID: 944 8070 2519          Passcode: NO PASSCODE          LINK: <a href="https://zoom.us/j/94480702519">https://zoom.us/j/94480702519</a></p>						
<b>ENTER e-Platform link</b>	<a href="https://www.enter-project.eu/">https://www.enter-project.eu/</a>						
<b>Learning outcomes</b>	<p>After the completion of the webinar, participants should be able:</p> <ol style="list-style-type: none"> <li>1. create an Educational Package for Entrepreneurship mindset,</li> <li>2. adopt a Strategic/analytical thinking,</li> <li>3. create solid Labor Relations in the entrepreneurial world,</li> <li>4. Recognize opportunities like an entrepreneur,</li> <li>5. create models and designs for your venture and strategies for getting started,</li> <li>6. design a Risk management plan,</li> <li>7. develop a needs analysis,</li> <li>8. discover suitable incubators and startups for your business</li> </ol>						
<b>Requirements for attending the webinars</b>	<ol style="list-style-type: none"> <li>1. You will need a device (smartphone, tablet, laptop, desktop PC) and a reliable internet connection (preferably a high speed one).</li> <li>2. If you are using a desktop PC you will need a web camera and optionally speakers, headphones, or earbuds that are compatible with your computer.</li> </ol>						
<b>Instructions for participating in Webinars</b>	<ol style="list-style-type: none"> <li>1. You are kindly asked to connect 10 minutes before the starting hour of each webinar. All webinars will start exactly at the scheduled time.</li> <li>2. If you have any question you can "Raise your Hand" during the webinar. However we recommend you to allow the moderator to control the time and frequency of brakes for questions.</li> <li>3. You can use the chat during webinars for messages, asking questions or provide us with some information.</li> </ol>						





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	<p>4. After the completion of the each webinar you will receive a mail with an online evaluation form of the webinar.</p> <p>5. The video recording of each webinar as the material/software presented, will be uploaded at the ENTER platform.</p>
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Name	Role	Notes
Florian Gallo	Moderator (Main)	Project Manager, IST
Chiara Curci	Presenter/Trainer	<a href="https://www.enter-project.eu/index.php/our-trainers">https://www.enter-project.eu/index.php/our-trainers</a>

Phase	Topic	Speaker
<b>Introductions</b>		
<b>Greeting</b>	Greeting to the participants and brief trainer brief presentation from Moderator	Florian Gallo
<b>Short webinar introduction</b>	Webinar structure and administration	Florian Gallo
<b>Body Content</b>		
<b>Speaker Content</b>	How to create a business idea	Chiara Curci
	Needs analysis	
	Risk management	
	The circle of life of a startup	
	Accessibility and visual identity: how to combine them	
<b>Wrap Up, Questions &amp; End</b>		
<b>Questions and Answers</b>	Open Q&A Session	Chiara Curci
<b>Conclude</b>		Florian Gallo
9 th Webinar evaluation form link: <a href="https://forms.gle/GjZoEJ9YE876fcrh7">https://forms.gle/GjZoEJ9YE876fcrh7</a>		

