

12th Webinar Script

Title	Sum up of the PR2 Webinars							
Date & Time	Thursday 15 th of December 17:30 CET time, duration 1 ½ hours							
Organiser	IST, EDF & UPRC							
Organiser Contact Info	<table border="1"> <tr> <td>Tel.</td> <td>+359878336023 (Bulgaria) / +30 6955 066 206 (Greece) / +39 3477630506 (Italy)</td> </tr> <tr> <td>Email</td> <td>erasmus@istitutosorditorino.org / smastrokougou@unipi.gr / eu_development@abv.bg</td> </tr> <tr> <td>Webpage</td> <td>https://eu-dev.eu/ / https://istitutosorditorino.org/index.php/it/ https://www.unipi.gr/unipi/en/</td> </tr> </table>		Tel.	+359878336023 (Bulgaria) / +30 6955 066 206 (Greece) / +39 3477630506 (Italy)	Email	erasmus@istitutosorditorino.org / smastrokougou@unipi.gr / eu_development@abv.bg	Webpage	https://eu-dev.eu/ / https://istitutosorditorino.org/index.php/it/ https://www.unipi.gr/unipi/en/
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Webinar Link	https://zoom.us/j/98607067149 Meeting ID: 986 0706 7149							
ENTER e-Platform link	https://www.enter-project.eu/							
Learning outcomes	<p>This last webinar is a recap of the second 5 webinars, so the participants will deepen their knowledge of all the information given before. They will be able to:</p> <ol style="list-style-type: none"> 1. Create their own business plan, knowing the business plan elements and structure 2. Knowing the marketing strategies, digital presence 3. Making easy analysis of the environment, market analysis, competition analysis 4. Structure a management and financial plan 5. Get to know some useful practical advice and examples. 6. Knowing more about the types of Intellectual property (patents, copyrights, trademark, franchise, trade secrets, etc.) 7. GDPR definition, objectives and facts 8. Get to know the practical implementation of GDPR. 9. create an Educational Package for Entrepreneurship mindset, 10. adopt a Strategic/analytical thinking, 11. create solid Labor Relations in the entrepreneurial world, 12. Recognize opportunities like an entrepreneur, 13. create models and designs for your venture and strategies for getting started, 14. design a Risk management plan, 15. develop a needs analysis, 16. discover suitable incubators and startups for your business 17. create the Digital Marketing plan for your social business 18. design dissemination plans, communication, 19. learn the importance of a good communication strategy, 20. identify your target groups, 21. learn how to promote your visual and brand identity 22. learn characteristics of a good social manager 23. Understand the concept and significance of pitching in various contexts, such as business, 							

	<p>entrepreneurship, or presenting ideas.</p> <ol style="list-style-type: none"> 24. Identify and analyze key elements crucial for designing a pitch, including the target audience, goals, messaging, and desired outcomes. 25. Develop effective communication skills to convey ideas succinctly, persuasively, and in a structured manner, tailored to the requirements of pitching. 26. Apply critical thinking and analysis to evaluate the strengths and weaknesses of their ideas or proposals and strategically address them in their pitch design. 27. Recognize the importance of audience analysis and tailor their pitch according to the needs, interests, and motivations of the target audience to increase its effectiveness. 28. Gain knowledge about opportunities like Erasmus and UN programs, and learn how to identify and leverage these platforms to present ideas, collaborate with others, and enhance personal and professional growth. 29. Enhance presentation skills by acquiring techniques and strategies for delivering a compelling and engaging pitch, including effective storytelling, visual aids, body language, and overall presentation delivery. 30. Build confidence and self-assurance through practice and feedback, developing the ability to pitch ideas effectively in various professional and personal settings. 31. Gain insights into cultural differences and develop the skills to adapt pitches to different cultural backgrounds, considering global opportunities such as Erasmus and the UN. 32. Understand the value of collaboration and teamwork in pitching, particularly when exploring opportunities like Erasmus and the UN, and develop skills to effectively communicate and collaborate with diverse groups of individuals in a pitching context.
<p>Requirements for attending the webinars</p>	<ol style="list-style-type: none"> 1. You will need a device (smartphone, Tablet, laptop, desktop PC) and a reliable internet connection (preferably a high speed one). 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. 3. For some of the webinars (when a software or application will be presented) it will be really useful if you can use two screens/monitors. You can use a tablet or Smartphone and your laptop. Or you may connect two screens in your computer. In this matter you will be able to watch the trainer in one device (screen) and test the software in the other screen.
<p>Instructions for participating in Webinars</p>	<ol style="list-style-type: none"> 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. 2. If you have any question you can “Raise your Hand” during the webinar. However we recommend you to allow the trainer to control the time and frequency of brakes for questions. 3. Please be polite and cooperative with other participants, trainers, quests and moderators. 4. You can use the chat during webinars for welcoming messages, asking questions or provide us with some information. 5. After the completion of the each webinar you will receive a mail with an online evaluation form of the webinar. 6. The video recording of each webinar as the material/software presented, will be uploaded at the ENTER platform.

Name	Role	Notes
Florian Gallo	Moderator (Main)	Project manager for IST
Chiara Curci	Moderator (Main)	Trainer for IST
Sofia Mastrokourou	Presenter/Trainer	Project Manager for UPRC
Svetla Tagareva	Presenter/Trainer	Trainer for EDF

Phase	Topic	Speaker
Introductions		
Greeting	Greeting to participants	Florian Gallo & Chiara Curci
Housekeeping	Webinar structure and administration	Florian Gallo & Chiara Curci
Speaker Introduction	Introduce Presenter	Florian Gallo
Body Content		
Speaker Content	Recap of webinars 9 & 10.	Florian Gallo & Chiara Curci
	Recap of webinars 7 & 8.	Svetla Tagareva
	Recap of webinar 11.	Sofia Mastrokourou
Wrap Up, Questions & End		
Wrap Up		Sofia Mastrokourou
Questions and Answers	Open Q&A Session	All trainers
Conclude		Florian Gallo