

22-23 of December, 2021

Time- to provide comments - dates - confirmation by november 26th

Time - confirmation of trainers - every partners with their most relevant staff members - roles - november 26th

Expected number of participants - 22-25 - as balanced as possible from each Kosovo HEI, students and professionals (balanced) - call 30th of November, 1 week to confirm their participation!

Refer to the EQF for innovation and entrepreneurship competence - link

EQF - defines the complexity of each competence - links

| Training Level 5 | |
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| Name of the course | Innovation and Entrepreneurship in Allied Healthcare Business Sector |
| EQF Level | 5 |
| Description of the CPD | <p>Panu's comments</p> <p>Goal and expectation about this training</p> <p>Concepts +2 sessions</p> <p>Idea generation process - 4</p> <p>Canvas - 5</p> <p>Budgeting - 6</p> <p>Pitching prep do's and don't 7</p> <p>Pitching trial</p> <p>Trainer / institution: Darda</p> |
| Place | Prishtina/HC |
| Structure of the course | <p>Two Day Training</p> <p>Six hours per day</p> <p>Assessment methodology – pass/fail</p> <p>yes (to get the certification) (this needs to be developed to know what kind, how long, passing criteria)</p> |
| Educators/Teacher/Trainers | To be Decided |

| Target group | | Students, Healthcare Managers | |
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| Day 1 | Competences | Content / Description of the training course: | Learning strategies |
| Time: 09:00 - 10:30 | <ul style="list-style-type: none"> - Ability to describe different analytical approaches in identifying entrepreneurial opportunities - Ability to recognize many of the many forms of value that could be created through entrepreneurship such as social, culture and economic value. - Ability to discuss the impact an organization has on the environment and vice versa. | <p>Introduction</p> <p>Presentation of the Methodology</p> <p>Trainer / institution: Adnan / HC</p> <p>Basic understanding of the innovation and entrepreneurship concepts: <i>General understanding of entrepreneurs' and innovators' qualities and characteristics.</i></p> <p>Trainer / institution: Betimi / UKZ</p> <p>Training materials (preferred in Albanian):</p> | <p>Ice breaker 1 - 2</p> <ul style="list-style-type: none"> - Shark-tank: Success story millionaire kid! <p>(un)successful cases</p> <p>Establishment of groups</p> <p>Group discussion:</p> <ul style="list-style-type: none"> ● What is the challenge that trainees face at their work? ● The process for the two-day training? <ul style="list-style-type: none"> ○ What are the expected benefits for the trainee? <p>Priority</p> <ul style="list-style-type: none"> ● Problem based learning ● Co-creation ● Blended learning |
| 10:45 - 12:15 | <p><u>Specific skills related to innovation competence</u></p> <p>a) Creativity</p> <p>b) Critical thinking</p> <ul style="list-style-type: none"> - Identify process and distinct phases - Critically deconstruct and understand characteristics of each phase | <p>Intrapreneurship vs. Entrepreneurship: <i>Which one fits you better and how they differ as concepts both in theory and practice.</i></p> <p>Trainer / institution: Suhida/Saimiri</p> <p>Training materials (preferred in Albanian):</p> | <p>Group discussion:</p> |

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| <p>13:00 - 14:30</p> | <ul style="list-style-type: none"> - Ability to actively search for new solutions that improve the value creating process - Ability to describe different techniques to test innovative ideas with end users - Ability to describe and explain different approaches to shaping open-ended problems and different problem solving strategies - Ability to describe how innovations diffuses in society, culture and the market | <p>Innovation Process: <i>main phases and their importance in developing ideas.</i></p> <p><i>Life-cycle of firms - for the majority of cases!</i></p> <p>Trainer / institution: Liridoni + Rreze</p> <p>Training materials (preferred in Albanian):</p> | <p>Different techniques for testing ideas</p> |
| <p>14:45 - 16:15</p> | <ul style="list-style-type: none"> - Ability to take apart established practices and challenge mainstream thought to create opportunities and look at challenges in different ways - Ability to carry out a needs analysis involving relevant stakeholders - Ability to create (alone or with others) products or services that solve my problems and needs. | <p>Project (business) development process – how to identify and generate the business idea and converting it to the business opportunity: <i>Analyzing the business ideas and considering the business establishment or start up in accordance with the certain idea</i></p> <p><i>Indicators/signals to look for!</i></p> <p><i>Economical analysis</i></p> | |

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| | <ul style="list-style-type: none"> - Ability to explain the role of a vision statement for strategic planning - Ability to identify the changes need to achieve my vision - Ability to analyze the implications of my value creating activity within the boundaries of the system I am working in. - Ability to differentiate between input, output, outcomes and impact. - Ability to create a logical framework of the business proposal. - Ability to develop a plan for dealing with limited resources when setting up my value creating activity. - Ability to choose the most appropriate sources of funding to startup or expand value creating activity - Ability to define long term goals arising from the vision | <ul style="list-style-type: none"> - <i>Matti will share some materials on this regard</i> <p>Trainer / institution: Tuna and Matti</p> <p>Training materials (preferred in Albanian):</p> | |
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| | my (or my teams) value creating activity. | | |
| 16:15 - 16:45 | | Sum up the first day/Conclusion | Joint reflection!?? |
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| Day 2 | Competences/Skills | Content / Description of the training course: | Learning strategies |
| Time: 09:00-11:00 | <ul style="list-style-type: none"> - Ability to identify the boundaries of the system that are relevant to my (or my teams) value-creating activity. | <p>Canvas Model: tool to better <i>Presentation by the presenter</i></p> <p>Trainer / institution: Dardan Bekaj</p> <p>Training materials (preferred in Albanian):</p> | <p>Individual work Try to think but not necessarily answer all the questions!</p> <p>Group/Individual work: prepare the draft canvas for their business ideas</p> |
| 11:15-12:45 | <ul style="list-style-type: none"> - Trust in my abilities to carry out what I have imagined and planned, despite obstacles, limited resources and resistance from others. - Ability to get endorsement from others to support my value creating activity - Ability to effectively pitch in front of potential investors or donors. | <p><i>Pitching: How do people share ideas to make them more successful and persuasive?</i></p> <p><i>Do's and don't during pitching.</i></p> <p><i>Perspective of innovator, manager, and investor.</i></p> <p><i>Audience: investors/management</i></p> <p>Trainer / institution: Matti</p> <p>Training materials (preferred in Albanian):</p> | <p>Group/Individual work: prepare the draft pitchings</p> |

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| <p>13:30 - 15:30</p> | <p>What we aim to achieve:</p> <ul style="list-style-type: none"> ● understand the model of SMAHPC - focusing on its innovation and entrepreneurship components ● understand the phases of the innovation process ● apply analyze ● .Critically analyze advantages of successful cases | <p>Role-playing “Six hats” Trainer / institution: Panu / Metropolia Training materials (preferred in Albanian):</p> | <p>Group discussion Presentation</p> |
| | | | <p>Eventually a trainee will pitch their idea Group discussion: evaluates the pitched ideas</p> |
| <p>15:30 - 15:45</p> | | <p>Break</p> | |
| <p>15:45 - 16:15</p> | | <p>Pitching 1: SMAHPC Project: <i>Success story of an intrapreneurship idea that became a real project funded by the European Union under the ERASMUS + Program.</i></p> <p><i>Trainer / institution: Rreze / HC</i></p> <p>Reflection about the whole training Facilitator / Institution: Adnan / HC</p> | <p>Group discussion</p> |
| <p>16:15 - 16:30</p> | | <p>Handover of certificate</p> | |