



## MODULE 2

### BE A FUTURE ENTREPRENEUR

150 participants will continue the training on Business Planning and Innovation which will take place in four cities where will be covered topics such as: Lean Canvas, Problem solving, key metrics, key activities, key resources, Customer relationship, Market understanding, market share and survey, marketing mix, budgeting and plan; Management and leadership skills; Business plan preparation and presentation, as well as boosting ideas, screening and selection of appropriate business ideas. Participants will have a break to conduct further research, to expand the market and reflecting on their business ideas followed by appropriate coaching provided.

- Four locations weekends during March 2019
- Enhanced by subsequent individual coaching.

## MODULE 3

### HUNTING THE MONEY

Participants will continue the training on financial management that will cover topics such as: costs, investment and financial plan, as well as financial statements (profit and loss, cash flow, balance sheet), define minimum viable product, alternative finance. Before making final presentations participants will get coaching throughout the process.

- Four locations weekends during April 2019
- Enhanced by subsequent individual coaching

## COACHING

Coaching is done in individual sessions by CEFE Business Coaches with extensive experience in business development and good knowledge of business climate in Albania.