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Decentralized Training Creating Impact within Enterprise Europe Network 17-18 May 2016 Timișoara, West Region, Romania



AGENDA

Venue: Incuboxx, Timisoara, Romania (TBD)		
16th of May - Arrival of participants (Travel kit attached)		
Day I – 17 May 2016		
<i>Meeting Point Hotel Contienntal Timsioara at 09:15 (Romanian Time)</i>		
REGISTRATION AND COFFEE: 10:00 -10:30		
Time Local time GMT+3	Title	Topics
10:30-11:00	Opening 30'	Welcome address - Presentation of the RO-Boost SMEs Consortium Raluca Cibu-Buzac , Director for Regional Policy and Internationalization , West RDA Participants will introduce themselves to the other attendees
11:00-12:00	Moving towards Impact 60'	Generating impact through Enterprise Europe Network in 2015 – 2020 framework: <ul style="list-style-type: none"> • What impact means? • Why we are looking for impact rather than figures? • Relation between achievements and impact Training's Objectives and intro in upcoming presentations – overview: <ul style="list-style-type: none"> • What to do in order to create impact • How to achieve it • Why do it Sven Schade , Policy Officer, DG Growth Presentation and discussions
12.00 - 12.15	Q&A Session 15'	
12:15-13:30 : Lunch Break		



13:30-15:00	90'	<p>How to create MORE impact:</p> <ul style="list-style-type: none"> • What works and what doesn't - in figures and not only • What alternative methods there are to BO profiles • What generates EOI, what doesn't <p>Simon Poulsen, Coordinator of Enterprise Europe Network Denmark</p> <p>Presentation and discussions</p>
15:00-15:15 : Coffee Break		
15:15 –16:45	<p>Keys to Success in addressing clients</p> <p>90'</p>	<p>Quality management for ASO's</p> <ul style="list-style-type: none"> • Understanding client's needs • Measuring impact of advisory services • When should we withdraw in favor of other business support provers / consultants <p>Lutgart Spaepen, Coordinator of Enterprise Europe Network Flanders</p> <p>Presentation and discussions</p>
16:45-17:00	<p>Conclusions</p> <p>30'</p>	<p>- Conclusions and lessons learned</p>
19:00 : Dinner		

Day 2 – 18 May 2016		
10: 00-11:30	<p>Why impact – bringing added value to SMEs' development capabilities</p> <p>90'</p>	<p>Understanding and assessing companies' strategies</p> <ul style="list-style-type: none"> • How to determine if the company is fit for EEN services • Deciding on the right clients – how selection of companies can be done in order to have greater impact • How to support business strategies – in the short and long run <p>EEN Partner – TBD</p>
11:30 –11.50	<p>Q&A</p> <p>20'</p>	
12:00-13:30 : Lunch Break		
13:30-16:00	<p>Creating impact for clients – animated group work</p> <p>150'</p>	<p>How to achieve best results - fostering collaboration mind-set, generating expression of interest and acquiring partnership agreements</p> <p>Workshop moderated by</p> <ul style="list-style-type: none"> • Sven Schade, Policy Officer, DG Growth

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		<ul style="list-style-type: none"> • Simon Poulsen, Coordinator of Enterprise Europe Network Denmark • Lutgart Spaepen, Coordinator of Enterprise Europe Network Flanders <p>Case studies will be analyzed in small groups and findings will be presented in plenary for further discussion</p>
16:00-16:15 : Coffee Break		
16:15 –16:30	Commitments & Conclusions 15'	Concluding remarks: <ul style="list-style-type: none"> - learning points - further need participants might have in terms of training and development
16:45-17:30 : Drinks & Farewell		