

Training sessions' proposal

Dates: Friday, 2nd and Saturday, 3rd February 2018

Friday, 2nd February 2018	Contents
<p>Morning from 10:00 to 11:30</p>	<p>Lecture/ presentation:</p> <p><i>Cooperative entrepreneurship: a viable alternative for youth employment. Experience and practice from Spain.</i></p> <ul style="list-style-type: none"> · What do we mean by cooperative entrepreneurship? · Why is promoting cooperative entrepreneurship a viable investment for public authorities? · How can we promote cooperative entrepreneurship? Models of private/public partnerships. · Who are the actors involved? Roles, systems and inter-cooperation. · Example of good practices in Andalusia and Spain.
<p>Afternoon from 12:00 to 13:30 and from 15:00 19:00</p>	<p>Workshop (part 1):</p> <p><i>The route towards cooperative entrepreneurship</i></p> <ul style="list-style-type: none"> · The double route of cooperative entrepreneurship. · The map for the journey. · Change your perspective: <ul style="list-style-type: none"> ○ Inside-out vs. outside in. ○ Design from possibilities vs. design from needs. ○ Causal vs. effectual. · Linear vs. iterative

Saturday, 3rd February 2018	Contents
<p>Morning From 9:00 to 13:00</p>	<p>Workshop (part 2): <i>The route towards cooperative entrepreneurship</i></p> <ul style="list-style-type: none"> · Introduction to Design Thinking · The starting point: the client and his/her needs · Customer discovery: fundamentals and techniques · Problem – solution matching. · Problem validation: easy and cheap techniques. · Value proposal design.
<p>Afternoon From 15:00 to 19:00</p>	<p>Workshop (part 3): <i>The route towards cooperative entrepreneurship</i></p> <ul style="list-style-type: none"> · Value proposal validation: easy and cheap techniques. · The business model design. · Basics metrics to monitor your project. · Bootstrapping principles.