

# EUROPEAN VENTURE PROGRAMME



## TUM (Munich) + DTU (Copenhagen)

2nd to 9th August 2023

Time	Topic	Goals and content	Speaker
<b>Wednesday - Aug 2nd</b>			
<b>MUC - Munich Urban Colab</b>			
12.00 - 15.00	Arrival in Munich		
15.00 - 18:00	Meet & greet Welcome & program intro Short presentation of each European partner ecosystem Munich Urban Colab Tour Start-up Pitches	Knowledge about the Munich but also the other European (Partner) Ecosystems & Infrastructure Building an European (Venture Program) Network 2023	Program Manager of TUM, DTU, TU/e, L'X, EPFL, EVP teams
18:00	Collective Dinner (own expense) & group networking	Get to know each other	
<b>Thursday - Aug 3rd</b>			
<b>MUC</b>			
<b>TUM Entrepreneurship Center Garching</b>			
09.00 - 12.00	Pitch Training	Learn how to pitch: tips and tricks on how to pitch in germany best. Live pitching sessions with Alan's feedback and peer feedback	Alan Armstrong
12.00 - 14.00	Founders Lunch	Network and lunch with local teams in the TUM incubator	
14.00 - 17.00	Negotiation workshop	Learn the importance of interest based negotiation, gain skills and tools that will help you to manage challenging conversations and negotiations.	Kaeleigh Fletcher
19.00	Dinner (own expense)		
<b>Friday - Aug 4th MUC</b>			
<b>TUM Venture Lab Built Environment City Center</b>			
09.00 - 12.00	Pitch review with break	live pitching sessions with Alan's feedback and peer feedback	Alan Armstrong
12:00 - 13:00	Lunch		
13.00 - 15.30	Intercultural awareness workshop	Interactive workshop setting to look into the dynamics of intercultural interactions and the influence of culture on our mindset and communication patterns.	Katharina Kratzer
15:30 - 17:30	1:1 Start-Up Consulting		Bakir Kreso
18:30	Dinner (own expense)		
<b>Saturday - Aug 5th MUC/CPH</b>			

8.00 - 23.00 Free time to explore cities

### Sunday - Aug 6th MUC/CPH

8.00 - 23.00 Free time to explore cities

### Monday - aug 7th CPH

9.00 - 12.00	Welcome Sales/pricing workshop (Engaging with customers)	How to accelerate B2B sales, set pricing, calculate margin etc	Jakob Svagin
12.00 - 13.00	Lunch		
13.00 - 14.00	How angels work (Engaging with investors)	Insight into business angels mindset	Jan Rosenbom
14.00 - 16.00	Universal design & UX workshop (Engaging with users)	Technology leaving no one behind	Ingrid Haug

### Tuesday - aug 8th CPH

09.00 - 10.30	Start-up interviews / panel discussion	How do you interact with your stakeholders? Discussion/talk with 2-3 start-ups in the Danish ecosystem.	
10.30 - 12.00	Pitch performance	How to deliver your message?	
12.00 - 13.00	Lunch & evaluation		
13.00 - 14.00	Free time / pitch preparation	Practice your pitch / free time	
14.00 - 16.00	Public pitch competition		
16.00	See you & goodbye		

### Wednesday - Aug 9th

8.00 - 23.00 Departure home