

## Young Raw Materials Professionals Entrepreneurship Workshop 17 – 18 October 2019

*Lavrion Technological and Cultural Park (LTCP)*

*French Mining Company Complex, Athens - Lavrion Avenue, GR 195 00, Lavrion*

Thursday, 17 October 2019	
09:30 – 10:00	<b>Welcome Speech &amp; Introduction</b> Dr Asimina Katsiapi & Ms Vassiliki Missa MSc, EIT RawMaterials RCG Dr. Imre Gombkötő, Education Manager, EIT RawMaterials
10:00 – 10:15	<b>Young Entrepreneurship in the Raw Materials' Industry</b> Mr Christos Kavalopoulos, General Director, Greek Mining Enterprises Association
10:15 – 10:30	<b>Human capital and skills in the mining sector</b> Mr Kyriakos Filinis, Policy Analyst, Employment and Labour Market Affairs, Hellenic Federation of Enterprises
10:30 – 10:45	<b>NanoPhos success story</b> Ms Niovi Athanasakou MSc, Production Manager
10:45 – 11:00	<b>Geovalin success story</b> Dr Konstantinos Sakkas, Managing Director
11:00 – 11:15	Coffee Break, Q & A
<b>Workshop's Launching</b>	
11:15 – 11:30	<b>Presentation of the Challenge</b> Ms Niovi Athanasakou MSc, Production Manager NanoPhos & Dr Konstantinos Sakkas, Managing Director Geovalin
11:30 – 12:15	<b>Business Development and Planning: Assessment, steps and tools for testing a business idea. The main parts of a Business Plan, the critical questions and the actions' planning</b> Aggelos Tsakanikas, Assistant Professor NTUA, School of Chemical Engineering, Laboratory of Industrial and Energy Economics
12:15 – 13:00	<b>Business Model Canvas development methodology: Tool for the description of the nine building blocks that constitute a business model</b> Evangelos Siokas, PhD NTUA, Coordinator of INVENT ICT
13:00 - 14:00	Working Lunch
14:00 - 15:00	Visit to NanoPhos' Laboratories
15:00 - 17:00	Team Working and Mentoring

Friday, 18 October 2019	
09:30 – 10:00	<b>Presentation of the Initiative Be Your Own Boss</b> Mr Thanos Mondanos, Microcredit Development Officer, Action Finance Initiative - AFI
10:00 – 13:00	<b>Team Working and Mentoring</b> ( <i>Coffee available</i> )
13:00 - 14:00	<b>Working Lunch</b>
14:00 – 15:30	<b>Team Working and Mentoring – Preparation of Presentations</b>
15:30 – 16:30	<b>Presentation of the participants' results to the Evaluation Committee</b>
16:30 – 16:50	<b>Business Development Tools</b> Mr Fabio Pegorin, Business Development Manager, EIT RawMaterials Innovation Hub CLC South
16:50 – 17:00	<b>Conclusions of the event, Wrap-up</b>