

Only 30 spots available



Have you ever wondered what it takes to create your own startup? Do you want to join the startup ecosystem and learn more about it?



StartUP101 is a series of workshops created to help people learn about and get involved with the startup ecosystem.



It is divided into 8 units that will cover everything from creating a startup, growing it, pitching it, and finding an investment

DATE

The first unit will start on **May 24th**, and the last unit will take place on **June 8th**

TIME

Units will start at **5PM** and end at **8PM** to accomodate all those who study or work

PLACE

The workshops will take place at **BIRD Incubator**, **Ul. Franje Petračića 4**

UNITS

May 24th - Evaluating a startup idea by Bozidar Pavlovic

What is important when considering your startup idea? What to focus on? What are the downturns and red flags? How deep do we have to go in analysis? This and many, many other questions will be addressed during our workshop.

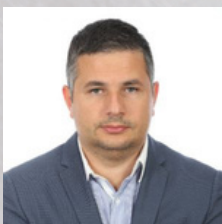


May 25th - Finding the right team by Gordana Kastrapeli

Finding the right people to work with can be challenging, especially if you are just starting. In this workshop, you will get tips to consider and to be aware of when you are hiring and/or choosing whom to outsource. You will also hear a few tips about what are the most important leadership principles to get the best out of your team.

May 27th - Planning an MVP by Marko Linke

MVP stands for Minimum Viable Product, and its purpose is to validate that the product is on the right track to enabling business success. In the lecture, we'll touch on four different aspects: basic principles and goals in the early days of the project, product discovery that focuses on WHAT to create, product delivery that focuses on HOW to create it, and measuring and reviewing the results of the MVP that may lead to a "pivot".

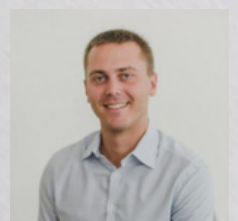


May 31st - Setting KPIs & goals by Bojan Vrancic

How many goals do we need to set per year? why do we even need KPIs? How to calculate, follow, and evaluate these KPIs? What if we don't manage to hit our KPIs? These are some of the main questions regarding KPIs which will be answered in this workshop.

June 1st - Financing a startup by Vedran Blagus

The workshop and Q&A will focus on the process of getting an investment, the most important terms in the contracts, how to negotiate with investors, how collaboration with investors looks after getting an investment, and what are their expectations.





June 2nd - How to move from an idea to the MVP by Dora Zane

Learn about different validation techniques and how you can efficiently test your idea with real customers. Assure that your idea solves a real customer problem and make sure that it has real business potential by validating the most critical assumptions.

June 6th - Talking to users by Zeljko Riha

Talking to users? Sounds so simple, but it is not. In this workshop, you will get insights on how to get traction, why it's important to detect early adopters, and how to put a strategy in motion. It is nice to have an idea, it is even better to have an MVP, but what makes you successful, is for you to have users. We will discuss real-life use cases and analyze them.



June 8th - How to pitch your startup by Dragana Gucanin



Now that you are familiar with all the important things about investors, it is time to get ready to impress them. In this workshop, we will cover all the HOWTOs, DOs, and DON'Ts of creating and delivering your pitch. It will be all about effectively grabbing your audience's attention: from presentation structure to elevator pitch and delivery.



Thanks to our sponsors the price of the education is only 500kn per person, places are limited so be sure to apply on time!

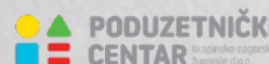
SPONSORS



PARTNERS



MEDIA PARTNER



Application form and more info available on:

[HTTPS://BIRD-INCUBATOR.COM/STARTUP-101-EVENING-SCHOOL](https://bird-incubator.com/startup-101-evening-school)