



**AGENDA FOR PRE-INCUBATION TRAINING
OF THE 2ND POC ENTERPRISES**

Vietnam Climate Innovation Center (VCIC)

Time: 12-17/06/2017

Venue: Army Hotel, 33C Pham Ngu Lao street, Hanoi

DAY 01 (Monday, June 12th 2017)

S.No	Time	Content	Moderator
1	8:00 – 8:45	Welcoming businesses and delegates	VCIC
2	8:45 – 9:00	Welcoming speech	
3	9:00 – 12:30	Session 1: Value proposition	Richard Amato (WB)
4	12:30 – 1:30	Lunch	
5	1:30 – 5:30	Session 2: Lean/Business Model Canvas	Duong Trong Tan (CEO Agile Vietnam)

DAY 02 (Tuesday, June 13th 2017)

S.No	Time	Content	Moderator
1	8:00 – 12:00	Session 3: Testing and Refining Business Model	Ngo Thi Hoai (We Create Vietnam)
2	12:00 – 13:00	Lunch	
3	13:00 – 15:00	Session 4: Go-to Market Strategies	Tuan Ha (CEO Vinalink)
4	15:00 – 18:00	Session 5: Market Validation	Tuan Ha (CEO Vinalink)



DAY 03 (Wednesday, June 14th 2017)

S.No	Time	Content	Moderator
1	8:00 – 12:00	Session 6: Financial Management (Costing + Source/use of funds)	Nguyen Diep (ABB, CFA LV3)
2	12:00 – 13:00	Lunch	
3	13:00 – 17:00	Successful entrepreneurs share real business start-up experiences	VCIC

DAY 04 (Thursday, June 15th 2017)

S.No	Time	Content	Moderator
1	8:30 – 9:00	Demonstrate the principles and the outline of the Sub-project's Full Proposal	VCIC
2	9:00 – 12:00	Group discussion on each group member's project	
3	12:00 – 13:00	Lunch	
4	13:00 – 16:00	Presentation of 6 projects	06 Project owners
5	16:00 – 17:00	Overall discussion and course summary	

DAY 05 (Friday, June 16th 2017)

S.No	Time	Content	Moderator
1	8:00 – 17:00	Visit to VCIC's enterprises in Hanoi	VCIC



DAY 06 (Saturday, June 17th 2017)

S.No	Time	Content	Moderator
1	8:00 – 17:00	Visit to VCIC's enterprises in Hanoi's neighboring provinces	VCIC

DAY 07 – 08 (Monday - Tuesday, June 19th - 20th 2017)

S.No	Time	Content	Moderator
1	8:00 – 17:00	Continuing advisory for proof-of-concept proposals completion at VCIC office <i>*Please register before 12h00 17th June 2017</i>	VCIC

