

Agenda

9:00 a.m. - 12:00 p.m. | Theme Block I: Startup Cooperation – Theory and Case Study

- Arrival and check-in
- Forms of cooperation (temporary cooperation, ecosystems, programs, partnerships, investments)
- Networking, mentoring and events
- Push & Pull approach (Venture Clienting)
- Practical insights
- Overview of cooperation process, its challenges, and how to overcome them
- Impact innovation
- Stakeholder management
- Reflecting our learnings
- Coffee break
- Co-Canvas
- Work on a case study to foster the cooperation success rate

12:00 p.m. – 1:30 p.m. | Lunch Break

1:30 p.m. - 6:30 p.m. | Theme Block II: Startup Scouting – Theory and Workshop

- Startup scouting and its challenges
- Overview of scouting sources and channels and their pros & cons
- Visualisation of scouting results
- Startup evaluation based on different criteria
- Best practices, tools, and practical insights
- Coffee break
- In-depth: Databases and Innovation
- Overview of databases and their criteria
- Pros & cons of databases and their necessity
- Licensed databases, external service provider
- Generative AI in scouting
- Innovation ecosystems
- Startup challenges
- Quick wins with cooperation examples
- Reflection and evaluation of your internal/external/hybrid scouting setup

From 6:30 p.m. | Dinner Together for Networking

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