**SESSION 1**

**Kick-off**

*Accelerator Kickoff Sprint*

- Discover the scaling models that catapult businesses to new heights.
- Introduction of Tools:
  - POCD Framework.
  - Sustainability Social Impact Model.
  - Value Creation Model Canvas.

**SESSION 2**

**Masterclass on Value Proposition**

*Accelerator Kickoff Sprint*

- Presentation by Dr. Anthony Giannoumis.
- Facilitated Workshop Describing Your Value Proposition.
- Poll: User Experience and Expectations.
- Giveaway: Quiz Discover Your Social Entrepreneur Style.

**SESSION 3**

**KPI Workshop**

*Accelerator Kickoff Sprint*

- What I Would Do if I Were You.
- Facilitated Workshop Defining and Measuring Your KPIs.
- Poll: KPI Challenges and Opportunities.
- Giveaway: One-page Template for Tracking KPI.
SESSION 4

Impact & Funding

Rapid Scaling Sprint

- How to Frame Your Impact and Get Funding.
- Presentation of Case Stories by Dr. Anthony Giannoumis
- Facilitated Workshop: The Three Value Creation Frames
- Giveaway: Personalized Impact Framing Blueprint.

SESSION 5

Networking Wizardry

Rapid Scaling Sprint

- Networking Wizardry: Making Connections that Amplify Your Success
- Presentation by Dr. Anthony Giannoumis
- Facilitated Workshop: Tools for Building Your Dream Team
- Giveaway: Discount Codes for Networking Tools.

SESSION 6

Media Mavericks

Rapid Scaling Sprint

- Media Mavericks: Mastering the Art of Facing the Spotlight.
- Presentation by Dr. Anthony Giannoumis.
SESSION 7

Monday.
November 27, 2023
2 – 4pm CEST

Deal-Making Mastery: The Untold Secrets of Closing Deals with Clients and Funders

*Financing and Impact Sprint*

- Presentation and Workshop by Dr. Anthony Giannoumis.

SESSION 8

Monday.
December 4, 2023
2 – 4pm CEST

Logistics and Preparations

*Presentation by Sumita Kunashakaran*

- Application and Visa: Conference program and visa requirements.
- Accommodation and Travel: info about your stay and travel tickets.
- Logistics: Understand conference schedules, venues, and key details.

WRAP UP

Monday.
January 15, 2024
2 – 4pm CEST

Wrap up with Scaling Fellows

*Accelerator Wrap Up*

- Guarantee Scaling Success: contracts, partnerships, and new national and international markets.
- Crack the Code to Zero Project Success.
- Workshop: Strategies for Getting the Most Out of Zero Project.
- Giveaway: Personalized ZP Schedule Recommendations.

This programme schedule is subject to change, and any adjustments will be communicated to the fellows in advance. Updates regarding the programme’s continuation into the next year will be provided at a later date.