## Agenda of the replication challenge

Bulgaria - 6-8 October 2023

| Day | Time | Programme | People |
| :---: | :---: | :---: | :---: |
| Friday, Oct. 6th | Discovering solutions to replicate, find the challenges you want to solve and create your teams |  |  |
|  | $\begin{gathered} 2: 00 \mathrm{pm} \sim \\ 3: 15 \mathrm{pm} \end{gathered}$ | - Introduction to the Replication Challenge (program overview, requirements...) <br> - Ice breakers, games \& team building exercises | Led by the Snowball Effect (SE) team |
|  | $\begin{gathered} 3: 15 \mathrm{pm} \sim \\ 5: 00 \mathrm{pm} \end{gathered}$ | - Solutions Exhibition: find your field of action \& discover proven solutions to replicate |  |
|  | $\begin{gathered} \text { 5:00 pm ~ } \\ \text { 6:45 pm } \end{gathered}$ | - Problem solution map, choosing your project and team members |  |
|  | $\begin{gathered} 6: 45 \mathrm{pm} \sim \\ 7 \mathrm{pm} \end{gathered}$ | - Wrapping up \& next steps |  |
|  | 7 pm ~ onwards | - Dinner time <br> - Informal time |  |
| Saturday, Oct. 7th | Understanding the local needs, run a market assessment and see how to adapt and launch the project locally |  |  |
|  | $\begin{gathered} 9: 00 \mathrm{am} \\ \sim 10: 00 \mathrm{am} \end{gathered}$ | - Ice breakers \& energisers <br> - Agenda for today \& the requirements <br> - Short training module on the tips \& tricks of a successful market study | Led by SE <br> Mentors present <br> Judges welcome for a limited time if they want to (optional) |
|  | $\begin{gathered} \text { 10:00 am - } \\ 4: 30 \mathrm{pm} \end{gathered}$ | - Market study sprint <br> - Mentors support |  |
|  | During the day | Mentoring sessions available with the initial founders of the project to replicate |  |
|  | $\begin{gathered} \text { 4:30 pm - } \\ \text { 5:00 pm } \end{gathered}$ | - Short training on pitching \& storytelling <br> - Agenda for the next day |  |
|  | 5:00 pm ~ onwards | - Team work on their projects + pitch practice <br> - Dinner + informal time |  |

SNOWBALLEFFECT

| Sunday, Oct. 8th | Pitch your project, meet the judges and attend an inspiring conference |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { 9:00 am } \\ \sim 11: 00 \mathrm{am} \end{gathered}$ |  | Energisers <br> Mock pitch exercise for teams <br> Finalisation of their market study \& pitch deck | Led by SE Mentors v Judges $x$ |
|  | $\begin{aligned} & \text { 11:00 am } \\ & \sim 12: 00 \mathrm{pm} \end{aligned}$ | Pitching session <br> Each teams pitches in front of the judges ( $5 \mathrm{mins} /$ team +5 mins Q\&A) |  | All \& the judges |
|  | $\begin{aligned} & 12: 00 \mathrm{pm} \sim \\ & \text { 12:45 pm } \end{aligned}$ |  | Deliberation time (judges) Buffet lunch for everyone |  |
|  | $\begin{aligned} & 12: 45 \mathrm{pm}- \\ & 1 \mathrm{pm} \end{aligned}$ |  | Sharing feedback to the participants (judges) |  |
|  | $\begin{aligned} & 1 \mathrm{pm}-2: 45 \\ & \mathrm{pm} \end{aligned}$ |  | Conference: roundtable discussion with speakers (judges) |  |
|  | $\begin{aligned} & 2: 45 \mathrm{pm} \sim \\ & 3 \mathrm{pm} \end{aligned}$ |  | Closure \& wrapping up | All |
|  | 3 pm onwards |  | Departure | All |

