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| **Question/Challenges** | **Related Courses** |
| Q1: Have you defined your value proposition, target customers segments and competitive landscape? A: (Not analysed / In development /Fully analysed)  | Market Validation - 01 The Lean Canvas – your company’s business model on a single page - 02  |
| Q2: Do you consider your pitch deck to be complete (includes: clear value proposition, target audience, competitive advantage, financials, sales and business models, what type of investment are you looking for)? A: (I don’t have a pitch deck / I have one, but it could be improved / I have a complete pitch deck)  | How to create and deliver a compelling investor pitch deck - 03 Reverse investor pitch and “ask me anything” session with bioeconomy investors - 04  |
| Q3: Are you familiar with the process and stages of raising capital? A: (Yes/ No)  | The process and phases of raising capital - main steps including legal specifications - 05  |
| Q4: Do you have strong sales, communication, and marketing plans? A: (Yes / Could be improved / No)  | Sales and marketing channels - 06 Marketing, communications, and branding for your bioeconomy business - 07  |
| Q5: Do you want to learn more about what investors are looking for in a team they are willing to invest in? A: (Yes / No)  | The important Role of a Strong and Complementary Team - 08  |
| Q6: Would you like to strengthen your knowledge on innovation and internationalisation in the bioeconomy sector? A: (Yes / No)  | Innovation and internationalisation: practical overview of innovation and internationalization support facilities for bioeconomy SMEs in Europe - 09  |
| Q7: Are you interested in knowing more about exit strategies? A: (Yes / No)  | Reporting and Exit strategies - life with an investor - 10  |
| Q8: Are you interested in learning about how to access finance? A: (Public funding / Private funding / All types of funding / No)  | Financial Planning and how to extend your runway through access to finance - 11 How to strategically match your company growth and EU funding opportunities - 12 Optimizing your access to capital: investors, grants, or crowdfunding - 13  |
| Q9: Do you consider your company to be engaged with the biobased community? A: (No, we don’t feel part of the community yet/ We are involved, but would like to further engage / Fully engaged)  | Start, build, grow: community engagement for bio-based SMEs - 14  |
| Q10: Are you interested to know more on traction and valorisation? A: (Yes, No)  | Traction and valorisation/Company Valuation - 15  |