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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 |