

Phase 1: Five months period focused on developing, testing, and validating waste management and circular economy product and service Minimum Viable Products (MVPs).

<p>Value Proposition Design</p>	<p>We will focus on how entrepreneurs can create value for their customers, bring out the best in their team, and work on an idea without wasting time. By the end of the cohort, entrepreneurs would have understood who their customers are, what they want to achieve and how their product will help achieve this.</p>	<ul style="list-style-type: none"> • Develop a customer profile • Create a value map • Achieving a fit between the customer profile and the value map • Technical support for validating the value proposition
<p>Product design</p>	<p>This training focus includes practical, step-by-step to blend user needs with the business concept to eventually build a successful product. This is where we guide entrepreneurs on how to make their products delightful and user-friendly.</p>	<ul style="list-style-type: none"> • Understanding user-centred design thinking • Guidelines on embarking on empathy trips • Technical support designing products for the right users
<p>Build, Test, and Validate Minimum Viable Products (MVPs)</p>	<p>We will provide guidelines on validating an MVP through user feedback and iterations, as well as supporting entrepreneurs to develop the MVP to deliver value to users and feedback for further development.</p>	<ul style="list-style-type: none"> • Technical support for user interactions and MVP testing • Development of respective MVP validation processes and guidelines for conducting MVP testing
<p>Business model fundamentals</p>	<p>We will provide bespoke training on how entrepreneurs can create a business model that addresses the problem identified to solve, the market to serve, the level of investment required, the product to offer and how to generate revenue.</p>	<ul style="list-style-type: none"> • Understanding the components of the business model • Interviews with successful entrepreneurs on their business model • Peer-to-peer learning

Phase 2: For four months participants will turn their validated MVPs into viable enterprises.

Business registration	We will focus on providing tailored support to each entrepreneur to register their enterprise.	<ul style="list-style-type: none">• Facilitating connections with the federal Business registration centre.• Appointment with external consultants to prepare appropriate business registration documents.
Access to finance, investor meetups and networking opportunities	We will facilitate connections with potential investors, develop the fundraising capacity of the entrepreneur and set networking opportunities for knowledge and experience-sharing.	<ul style="list-style-type: none">• Developing a fundraising strategy• Organising idea-stage entrepreneurs' investor meetups• Connections to other networking opportunities
Building a winning team and a successful social startup	We will guide entrepreneurs in identifying talents and building winning teams with particular attention to the dynamics of the team for the growth of the startup.	<ul style="list-style-type: none">• Expert support on team dynamics and team building• Mentor-mentee learning sprints