

2016 SIT Impact Bootcamp

Lisbon, 4-11 December 2016

Programme

Module	Faculty	Date	Schedule
Opening Session	Luisa Ferreira, EIBI; Francisco Veloso, Dean of Católica; Filipe Santos, Programme Director	04.12.16	16:00
Creating Social Change	Filipe Santos		16:30
Coffee break			17:45
Introduction and Opening Pitches (3 min each Project)	Participants		18:00
Networking Dinner			19:30 – 21:00
Scaling Bootcamp 1- Scaling Challenge 2- Social Innovation 3- Business Modelling 4- Theory of Change 5-Impact Dashboard 6- Scaling Model 7- Capacity Building 8- Financing Growth (Pitch videos available)	Filipe Santos	05.12.16	09:30 - 13:00
			14:30 – 18:00
		06.12.16	09:30 – 13:00
			14:30 - 18:00
The Art of Matchmaking 1.Introducing the Funders and Rules of Engagement 2. Understanding the Psychology of Investment and Philanthropy 3. Identifying, Researching, Prioritising & Approaching Funders 4. Demonstrating Impact & Maintaining Relationship	Kim van Niekerk	07.12.16	09:30 - 13:00
			14:30 - 18:00

Module	Faculty	Day	Schedule
Preparing the Investment Case	António Miguel	08.12.16	09:30 – 13:00
Developing Effective Communications – Pitch Content and Style for Teams	Kim van Niekerk		14:30 - 18:00
Negotiations: How to Prepare and Deliver Win-Win Negotiations	Nuno Delicado	09.12.16	09:30 - 13:00
			14:30 - 18:00
Final Pitch Practice	Kim van Niekerk & Filipe Santos	10.12.16	09:00 – 14:30
Impact Venture’s Fair with Final Pitches and Individual Networking	(by invitation) social investors/key stakeholders		15:00 - 19:30
Celebratory Dinner with Investors/Guests Certificate Delivery			20:00 – 22:45
Learning and Next Steps for Each Team	Filipe Santos	11.12.16	09:30 - 12:30
Final pitches made available for future reflection			
Closing Lunch		11.12.16	12:30 - 14:30