



Project funded by the
EUROPEAN UNION

EBSOMED
ENHANCING BUSINESS SUPPORT ORGANISATIONS

Med BSO Academy
Euro-Mediterranean Cooperation Summer
School

Cagliari, 8-9 November, 2018

Regina Margherita Hotel



Project funded by the
EUROPEAN UNION

The EBSOMED project is led by BUSINESSMED within a consortium consisting of 6 partners.



Deutsch-Arabisches
Industrie- und Handelskammer
German-Arab
Chamber of Industry and Commerce
الجمعية الألمانية للصناعة والتجارة
والتجارة العربية للصناعة والتجارة

Med BSO Academy

Euro-Mediterranean Cooperation Summer School

Regina Margherita Hotel, Viale Regina Margherita, 44, Cagliari – IT
Training Agenda

Thursday November 8th

- 08:30 - 09:00** Registration of participants
- 09:00 - 09:30** Welcome addresses
- *Emanuele Cabras, President, OpenMed Association*
 - *Alaa Ezz, General Secretary, Confederation of Egyptian European Business Associations – CEEBA*
 - *Emanuele Garzia, Vice-President, Association of the Mediterranean Chambers of Commerce and Industry – ASCAME, Chamber of Commerce and Industry of Cagliari*
 - *Alessandra Carucci, Vice Rector for International Affairs, University of Cagliari*
 - *Marco Cunetto, EBSOMED coordinator, BUSINESSMED*
- 09:30 - 09:45** Official EBSOMED Video
Presentation of the training course
Roundtable participants
- 09:45 - 10:45** The ENI CBC MED 2014 – 2020 Program
- *Luca Palazzo, ENI CBC Med Programme Managing Authority*
 - *Marwa Salah, National Contact Point, ENPI CBC Med Programme, Ministry of Investment and International Cooperation, Egypt*
- Other financial instruments for the Euro-Mediterranean region
- *Alaa Ezz, Confederation of Egyptian European Business Associations – CEEBA*
 - *Emanuele Cabras, OpenMed Association*
- 10:45 - 11:15** Coffee break
- 11:15 - 13:00** How to elaborate a winning project proposal? (Part 1)
Project design (Logical Framework Approach) and management (Project Cycle Management)
- *Daniele Cocco, OpenMed Association*
- 13:00 - 14:30** Light lunch
- 14:30 - 16:30** How to elaborate a winning project proposal? (Part 2)

Main feature of a call for proposal

- *Rossella Marocchi, OpenMed Association*

17:30 – 18:30

Guided visit to the city center of Cagliari

20:00

Social Dinner

Sa Schironada Restaurant, Via Lodovico Baylle 39, Cagliari

Friday November 9th

08:30 - 09:00

Registration of participants

09:00 - 09:30

Introduction to laboratory working groups

- *Emanuele Cabras, OpenMed Association*

09:00 - 13:00

Parallel laboratory sessions - development of 4 project ideas (Part 1)

> Laboratory N. 1 - "**Development of an Euro-Mediterranean network to promote Mediterranean agro-food products**"

Facilitators: Emanuele Cabras & Federica Romano, OpenMed Association

> Laboratory N. 2 - "**Transfer of new technologies to logistics and transport operators**"

Facilitators: Gianfranco Fancello, Patrizia Serra & Francesca Esu, University of Cagliari; Daniele Cocco, OpenMed Association

> Laboratory N. 3 - "**Diversification of tourism offer through the promotion of local and territorial assets**"

Facilitators: Carlo Perelli & Antonio Cocco, University of Cagliari; Claudia Sedda, OpenMed Association

> Laboratory N. 4 - "**Transfer of technologies to SMEs on the production of energy from organic waste**"

Facilitators: Giorgia De Gioannis, University of Cagliari; Rossella Marocchi, OpenMed Association

10:45 - 11:15

Coffee break

13:00 - 14:30

Light lunch

14:30 – 16:30

Parallel laboratory sessions - development of 4 project ideas (Part 2)

16:30 - 17:00

Coffee break

17:00 – 19:00

Networking session: sharing of ideas among participants and exchange of opinions among participants and experts on the developed project ideas.

20:00

Farewell dinner

La Contra Restaurant, Via Giovanni Maria Angioy 55, Cagliari