

U.S. - Pakistan University Partnerships Grants Program

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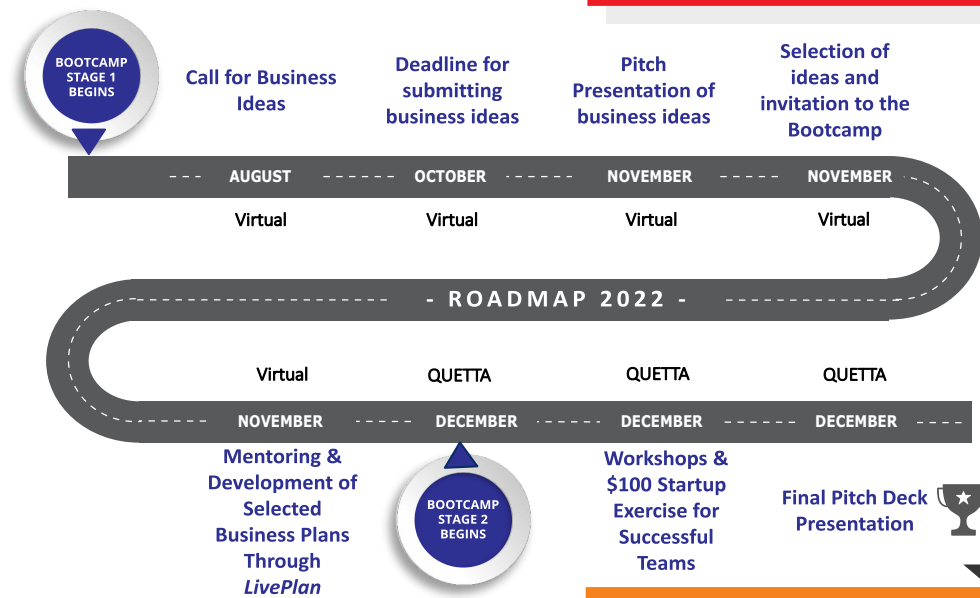
ABOUT BALOCHISTAN ENTREPRENEURSHIP BOOTCAMP (BEB)

The BEB is both an academic workshop and a competitive training program designed to help participants define their legacy as leaders to nurture and foster entrepreneurial minds and future entrepreneurs. The workshop, led by experts, will stretch the participants' mind by introducing concepts, frameworks and alternative thinking patterns of an ideal entrepreneur and by teaching how one can drive success with effective product launches.

DEVELOPING ENTREPRENEURIAL MINDSETS

Entrepreneurial leadership was once a competitive advantage. Now, it is a necessary capability. You need to play your role as a catalyst to develop an entrepreneurial mindset to overcome the challenges facing new and growing local businesses. You have the idea and the determination to make it happen, and BUIITEMS has the entrepreneurship expertise to take your idea to the next level. During BEB workshop, experts and faculty of the subject will help you gain the entrepreneurial mindset and relevant skills.

BEB ROAD MAP



Balochistan Entrepreneurship Bootcamp

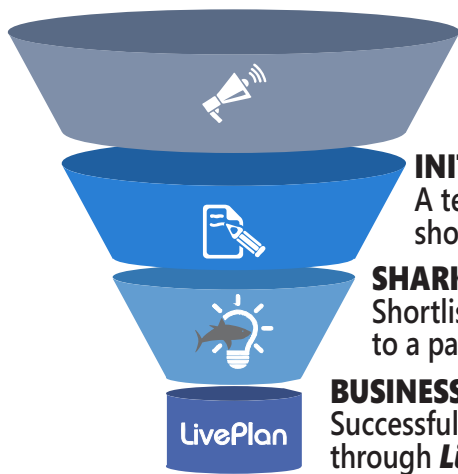
"Helping teachers to help their regional entrepreneurs grow their future"

BEB WORKSHOPS

- Design Thinking for Startups
- Startup Project Business Model Canvas
- Legal and Ethical Issues for Startups
- Apply Go-To-Market Steps & Develop Sales Strategies
- Principles of Persuasion
- Local Entrepreneurs Interviews
- Traditional Marketing and Social Media
- Innovation and Entrepreneurship
- Impactful Branding for Startups
- Shark Tank Round 2



IDEA COMPETITION



CALL FOR BUSINESS IDEAS
Participating universities will constitute team(s) with faculty member as team lead

INITIAL SCREENING
A team of experts will evaluate all the ideas, shortlist the successful ones, and notify them

SHARK TANK ROUND 1
Shortlisted teams will pitch their business ideas to a panel of experts in the Shark Tank Round 1

BUSINESS PLAN DEVELOPMENT
Successful teams will develop their Business plans through **LivePlan** Software

\$ 100 EXERCISE

Successful Teams from Shark Tank Round 2 will participate in the world-famous entrepreneurial exercise '\$100 Startup Exercise'. This exercise teaches the basics of starting up, running, and scaling a business idea. Moreover, it involves game thinking and mechanics that will increase the participants' interest in and knowledge of entrepreneurship.

The exercise also engages participants in essential skills of leadership, team building, and collaboration that are critical for any successful endeavor, entrepreneurial or otherwise. The selected teams will be given seed money, opportunity to secure funding, carry out sales and marketing efforts, and ultimately create a detailed strategic plan for scaling their business.

Teams will pitch their scalability ideas and convince the Shark Tank Panelists (Investors) to invest in their business. **Remember that to win, they need to end up with the most cash when the company dissolves.**

LIVEPLAN METHOD



The LivePlan Method is a system to help you continuously plan, forecast, evaluate, and refine your financial strategy to manage your business better. It's an active and data-driven process for making informed and confident decisions. The LivePlan Method delivers all these benefits through a simple step-by-step process.

LivePlan Workshops will cover:

- Understanding business plan and elevator pitch
- Plan, fund and grow your business
- Access expert guidance in the business plans and presentations
- Organize and pitch your ideas
- Building accurate financial reports in business plans
- Building appropriate management plan for business plan
- Operational planning during the business plan

