IN4BLUE
Deliverable D.1.2.1
IN4BLUE Support program

April 2025

Programme	Interreg Italy-Croatia
Project ID	ITHR0200355
Project name	IN4BLUE - Social impact INcubators FOR strengthening the capacity of Adriatic region to support the sustainable industry transformation of the BLUE economy sector
Period 1 - Activity 1.2	Development of IN4BLUE support program and program delivery tool
Deliverable D.1.2.1	IN4BLUE support program

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1. INTRODUCTION

IN4BLUE support program is the central part of the IN4BLUE project that is a pivotal capacity-building initiative designed to address the skill gaps of the Business support organizations (BSOs) and Entrepreneurial Environments (EEs) to implement and use open-innovation in developing the Blue Economy initiatives in the Adriatic region.

The innovation competence of an entrepreneurial environment is the joint competence of multiple innovation actors working in diverse organizations, coming from different sectors willing to join innovation and co-creation sessions in which they share their expertise and insights to develop solutions for identified challenges.

The community solution is a solution:

- provided by partnership of multiple stakeholders and
- aimed to solve specific social problems (thematic topic).

The purpose of community solutions is to enable the positive change in targeted areas through public-private-social partnership. Some solutions are not financially sustainable, and with a multi-stakeholder approach they can become sustainable.

To enhance the competences of Project partner entrepreneurial environments, the IN4BLUE support program addresses competences of these innovation actors to develop technical, business, co-creation and knowledge-exchange skills.

1.1 Social Business Incubator

Social Business Incubator is a construct of IN4BLUE project and it stands for an informal group of people who join co-creative activities in order to develop business models that solve the selected societal problem.

The project results in 6 SBIs, one in each project partner territory where each SBI have selected their two thematic topics. The full list of SBIs and their thematic topics are listed in the table below.

Social Business Incubator	Thematic topic	Contact e-mail
SBI IDA	Digital and green transition in shipbuilding industry value-chain	filip.setic@ida.hr marinela.kolic@ida.hr
	Digital and green transition of tourism related services	
SBI FVG_AR	The involvement of CCIs for the development of the Blue Economy	elena.mengotti@regione.fvg.it
SBI IRI Centar	Waste management in Nautical Tourism	iricentar@ iricentar.hr
	Lack of off-season offer in peripheral coastal areas	
SBI TNO	Sustainable use of marine resources and role of Marine Protected Areas	a.ressa@tno.it
	Sustainable enjoyment of coastal environment through water sports	
SBI INOVAcija	Implementation of solutions for renewable energy in BLUE economy	martina.busljeta@inovacija-zadar.hr
	Competences for sustainable tourism and green solution implementation	
SBI VHC	Digital and environmentally sustainable transition in the coastal hotel industry	cosima.trevisanello@ venetiancluster.eu
	Lack of integration between the tourism offer and the cultural, environmental, architectural and hospitality presences in the area	

1.2 IN4BLUE supporter network

IN4BLUE supporter network is a network of experts, an intangible asset of each project partner, who have the competences and fosters positive attitude to act within an identified entrepreneurial environment to develop innovative solutions through co-creative action.

In the broader sense, the supporters are:

a) business professionals like managers and business developers,
b) innovation / creativity business professionals that include all levels of designers, producers and creators,
c) technical business experts that have domain knowledge of certain technologies, like: informational technology, artificial intelligence, technical processing, etc.

The role of IN4BLUE supporter network members is to support innovation and build joint capacity to innovate.

1.3 IN4BLUE support program outline

IN4BLUE project focuses on developing business models in which micro and small enterprises from or potentially connected to the two main sectors of blue economy identified for project interventions: **coastal tourism and maritime transport** can connect to social innovation value-chains and establish a long-term partnership in operating social service based on mutual public-private interest.

The **goal of IN4BLUE support program** is to develop the capacity of entrepreneurial environments to solve local challenges by applying innovative business that are developed in participatory manner.

The IN4BLUE support program has the next intervention strands:

a) Creative Laboratory program – aimed at building organizational capacity for co-creation and social innovation,
b) SBI Training program that relates to two capacity building programs aimed at raising business and technical skills through local and cross-border trainings,
c) Residency program that relates to building internal capacity of organizations to co-create and act upon co-created solution in order to develop "sustainable project concepts" and "viable business models".

1.4 The rationale of IN4BLUE methodology

The rationale of IN4BLUE methodology is **eliminating** the **negotiation process** from industry transition and **transfer focus to viable and replicable solutions** that are financially, economically and environmentally sustainable.

Introducing co-creation as key element for sustainable business development, we are ensuring that solution developed / offered is answering to all needs of **problem owner**, while solution provider gets the unique opportunity to **leverage on involvement of end customers** and other business experts, to ideally shape the product/service and/or product or service delivery to ideally answer to the addressed market needs.

Ownership of the "solution" is a public domain knowledge, that is why the process can be supported by public organization and why this concept is ideal for replicating and supporting industry transition transnationally.

Figure 1 - IN4Blue methodology concept
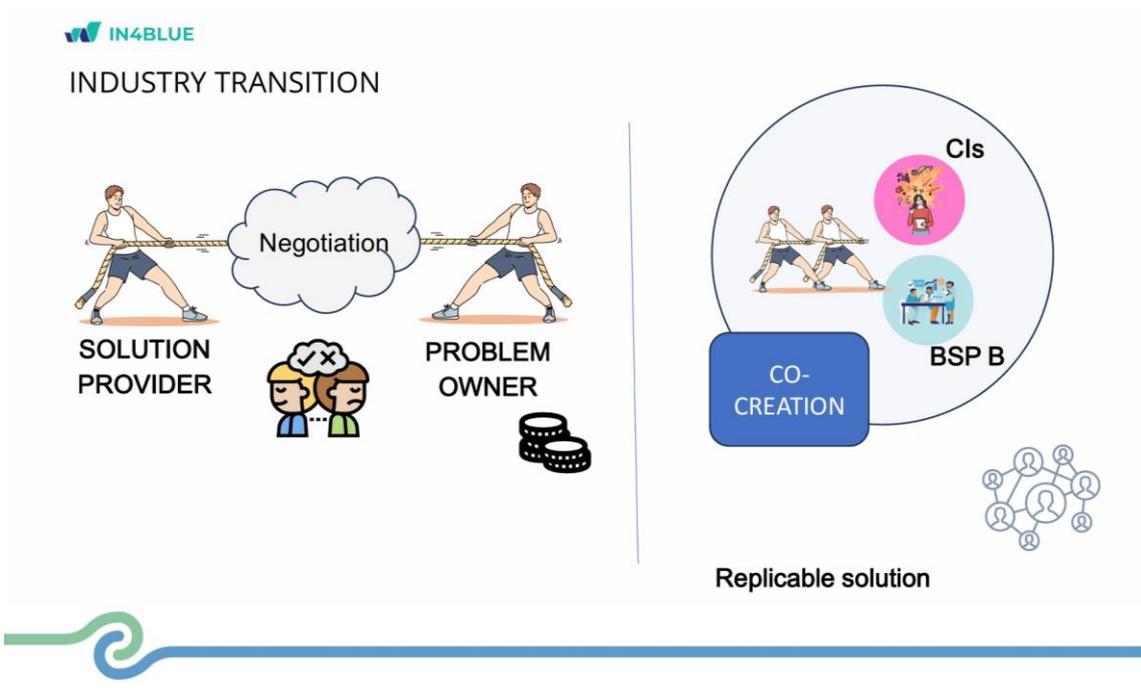
With the IN4BLUE project it is planned to identify at least 18 sustainable technologies or sustainable techniques, among but not limited to those included in the D1.1.1 Technology map, applicable in the blue economy sector, that will result in a minimum of 12 original business case models developed through co-creation and 6 business plans.

2. IN4BLUE SUPPORT PROGRAM

The program is structured into three key phases, each designed to guide stakeholders through the innovation and co-creation process, culminating in the development of actionable solutions.

2.1 Creative laboratory program

The creative laboratory program is the program that connects stakeholders (problem owners and solution providers) with supporter network members on identified challenges.

These stakeholders are organizations motivated to undergo or already engaged in digital and green transformations, providing a practical environment for testing and implementing innovative solutions.

The creative laboratory program is designed in four sections:

- Creative dialogue,
- Selection of the Co-creation workshop participants,
- Co-creation workshop (hackathon or innovation sprint),
- Co-development workshop (project laboratory).

The result of the creative laboratory program are the business concepts that support industry transition and possibly implement social benefit public-private partnerships **to create positive change in their environments.**

2.1.1 Creative dialogue (CD)

Activity description

Before announcing the call for participation. A preliminary activity will be conducted to reflect on collected challenges and address to which areas should solution be aimed. This activity is aimed mostly at problem owners (technology hosts) that will provide their expectations on the creative laboratory program. The result of the activity is creative laboratory brief that outlines the challenge, challenge background, business context and the expected outcomes of the creative laboratory program.

Participant Engagement

Develop a context for local stakeholders and invite them to a joint problem framing session. Each participant will be asked to share their main challenge in solving the problem.

According to the collected information, the workshop organizer will share the identified challenges with partners; develop the workshop brief on native language, and confirm its contents with at least one stakeholder that is most vested to the creative laboratory outcomes.

Goals of the Activity

The primary goal of this activity is to define the scope of the creative laboratory program, defining the problem space and the expected outcomes of the workshop. For this activity we shall use **Annex I: Social innovation sprint brief template**.

2.1.2 Co-creation workshop - CoC (hackathon or creative sprint)

Activity description

The Co-creation workshop is the main co-creation event inviting various stakeholders to contribute to solution development. The context is based on local challenge defined in previous step.

Co-creation workshop

The Co-creation workshop (aka Hackatons in AF) includes: lightning talks, customer journey development, team alignment on the how-might-we (HMW) questions, solution development, solution selection and solution concept prototyping.

The Co-creation workshop is a two-day event of maximum 8 participants, where participants are hand-picked for ensuring the right balance of creativity, technical and business knowledge present, but also to find a group that can work together and that is willing to share their ideas freely.

Participants can be selected from the supporter network group that are joined by the challenge stakeholders that are wasted in the project and consists of challenge owner and solution provider (if applicable).

The solutions developed in this workshop are public domain knowledge, and can be and will be shared among project partnership.

Feedback collection

The participant feedback collection will be organized through developed questionnaires provided in Annex II of this document. The questionnaires shall be translated to national language by the project partners: IRI Centar and Tecnopolis.

The Facilitator feedback on the activity shall be collected through guided interviews. The interviewer is organized by PP3 IRI Centar and each partner needs to ensure the availability of facilitator for the interview session that has estimated duration of 45 min. The interview should be scheduled not more than 72 hours from the last workshop day.

Participant Engagement

Each partner is to develop a promotional material describing the creative laboratory challenge, and use the same to promote the local SBI and Supporter Network concept in which supporter network members can be paid for their participation.

The same material shall be promoted to possible **solution providers** that they can join to the activity and describe how their solution is relevant to the selected challenge.

Based on the pool of persons that have expressed interest, each partner hand-picks the team that will work on a challenge and develop a solution.

When selecting participants, it is crucial to ensure:

- one person from the Creative and Cultural sectors and industries,
- one person experienced in business modelling and/or business consultancy,
- one person that is interested in hosting the solution as a business concept.

Other participants are there to ensure balance. These can be different technical experts ensuring that a solution developed is feasible.

ROLES	RESPONSIBILITIES	Onboarding
Problem owner (Decider)	The person invested in project results, motivated to create change. Defines the nature of the problem and expected outcomes of the workshop.	Direct communication

Workshop Leader	Facilitates the co-creation activity and guides participants toward solutions.	Direct communication
Developer	Experts in Business, Creative, and (optional) Technical development.	Supporter network public communication
Solution provider	Technical or technological company providing solutions in the area of possible solution that expressed interest to join in order to do a "solution market fit".	Stakeholder public communication
Interpreter (Optional)	Translates findings into actionable insights, using storytelling to set context for the next phase. Can be workshop leader or a creative (i.e. actor)	Supporter network communication

To ensure motivation, the reimbursement of participants not directly involved with the solution can be implemented. This group is made up of all participants excluding the problem owner and solution provider.

Goals of the Activity

The main goal of the activity is to develop solution storyboard or solution prototype and identify the person / organization that is interested in developing business out of designed solution.

2.1.3 Co-development Workshop - CoD (Project laboratory)

Activity description

The Co-development workshop is a cross-border workshop that helps tuning the solution to the context and constraints of real-life. In this workshop we support in determining solution innovation type, develop the ideal customer persona and, according to conclusion, develop and challenge the business model using triple business model canvas. Participants will be educated about Sustainable development goals.

Each partner needs to organize at least one Co-development workshop.

Co-development workshop

The Co-development workshop is a cross-border half-day workshop organized in person and supported by a business consultant who helps the participants to:

- get to know their solution (product),

- get to know their stakeholder (customer), and
- choose or identify implementation strategy.

Tools used within this phase are: development map, Doblin type of Innovation, persona development template and triple business model canvas.

Participant Engagement

The participants are introduced to the workshop scope through previous communication that happen as part of the Co-creation workshop promotion and post- Co-creation workshop direct communication.

ROLES	RESPONSIBILITIES	Onboarding
Solution provider	The person that naturally came out of the Co-creation workshop as the one who will operate it in future. It can be a private or public organization. The participant is responsible for developing the business model.	Co-creation workshop post-communication
Problem owner	The person invested in Co-creation and Co-development workshop results. Usually, it is a person that defined the challenge, and their role is to validate the feasibility of the developed business model.	Co-creation workshop post-communication
Business model expert	Business expert that facilitates the workshop and ensures that the appropriate tools are used and that all required outputs are met. Best practice would be that this is the person from the supporter network that participated in the Co-creation workshop.	Online onboarding education
Visiting resident	The person sent to mission from another project partner to introduce themselves to the results of other region, find similarities and develop communication brief that will help promoting the developed solution to its own place of origin.	In-person onboarding education

Goals of the Activity

The primary activity goal is to support positive change in the local environment by developing a self-sustainable business model (considering the alignment with Sustainable development goals) that addresses the identified challenge and proposes the implementation approach that needs to be further explored.

The secondary goal is to support solution transferability through the activity of the visiting resident that joins the activity, obtains insight and knowledge about the solution and shares / reuses experiences gained within their local / entrepreneurial environments.

2.2 Social Business Incubator trainings

Social Business Incubator trainings are targeted at members of local entrepreneurial environment to develop business skills and technical knowledge that will help them to participate in creative laboratories in a more effective way.

IN2BIZ module is organized as 6 cross-border thematic educations on next topics:

- business modelling,
- communication and visibility and
- green and digital procurement.

IN2TECH module is designed as targeted local workshops (6) on how to design a technology-based product that ends with intensive cross-border (CB) PILOT case study project development activity (3).

Perceived total number of workshops for both programs is 15.

2.2.1 IN2BIZ upskilling program

Activity description

Activity is related output 3.1 Number of entrepreneurs, creative individuals and technology providers entering the IN4BLUE support program and trained by the international mentor network, and program output indicator RCO81_1.2: Participations in joint actions across.

Program focuses on entrepreneurial skills in next three areas:

- sustainable business model development,
- communication and visibility, and
- green and digital procurement.

Training on each topic will be organized by two partners ensuring cross-border cooperation on each training topic. The training will be organized as a one-day event having in-person sessions on national language and international exchange held in English.

The international exchange event shall be recorded and used as an e-learning tool (shared online) and subtitled to national languages.

All partners need to ensure:

- one expert on the topic that is responsible for delivering upskilling program curricula, education material on native language, and conduction of the program that includes in-person lecturing, development of education materials and a sign-in page on national language for accepting the interest from multiple participants for in-person training and granting access to e-learning materials,
- venue for execution of in-person training on national language,
- participants, at least two, for the cross-border exchange of the English language.

Cross-border collaboration

On each of the workshop topics two partners, one from each partnering country, will team up and jointly develop an upskilling program that includes peer-exchange and optionally have practical assignments where participants can apply knowledge delivered by the program and exercise new skills.

The cross-border collaboration is perceived in joint cross-border exchange session and in translating and subtitling the developed e-Learning materials.

The curricula should be developed according to the template provided in Annex III.

Joint promotion of education program

Once the sign-in page on national language for in-person events are developed, two organizations responsible for the training module will create a post on national language, that other organizations shall comment on or provide additional action to increase its visibility.

Sign-in pages can be drafted using Google form or Zoom registration form according to tools usually used by PPs' organizations.

Education program should be also published on official project channels and on PPs' channels. It should also be sent to JS for dissemination via Interreg Italy-Croatia programme channels.

Delivery of in-person trainings and development of e-learning materials

The recommendation is that the in-person training should be organized in local language, one in each of the partnering countries in a minimum duration of 3 hours.

In addition to the in-person training, the transnational exchange should be a maximum of 90 minutes, that will be recorded and used as e-material for dissemination of project results to other regions.

Participant Engagement

The participant engagement shall be ensured through: a) direct promotion of the IN2BIZ programs to the supporter network members (ie e-mail or phone call), b) instruction to the local internship program members to join, and c) general digital promotion aimed at stakeholders not involved in project to join the local SBI and participate in IN2BIZ program.

All of the participants need to register for an event through a form, that allows organisers to identify if the de-minimis aid is provided or not.

Goals of the Activity

The goal of the activity is to strengthen the competences of supporter network members in key areas relevant to the operation of Social Business Incubators.

De-minimis aid calculation

IN2BIZ events are free of charge to the participants. As stated in AF and according to the specific content of the events, the participation to these events of undertakings (eg. SMEs, entrepreneurs, professionals of blue-economy sector) will be potentially considered as indirect state aid to be granted ex art. 20a of the Regulation 651/2014.

The participation cost in terms of state aid shall be calculated according to the event real-cost basis, divided by number of participants, and the calculation cost shall be documented and reported in IN4BLUE workshop report (D2.2.1).

In order to comply with State aid provisions and procedures, LP will communicate to the JS all relevant information before the implementation of the activity concerned.

2.2.2 IN2TECH upskilling program

Activity description

IN2TECH program offers insights into new green and digital technology trends, and strengthens the skills needed for implementation of best practices in the development of **technical specification** of the product or service that is connected to the solutions developed in the Creative Laboratory co-creating workshop.

The program is organized in two phases. Phase 1 relates to organization of at least one local peer-exchange from each partner on specific technology relevant to the Social Business Incubator challenge while Phase 2 relates to **international case study pilot workshops** that are organized online, having technical experts from two countries joining in development of **technical specification** of the product or service that is related to the solution designed through CoC workshop.

Each partner needs to ensure:

- at least one technical expert on the topic of peer exchange that is responsible for moderating discussion on the new technology and acts as co-leader on cross-border PILOT case-study workshop,
- participation of at least 3 participants in the IN2TECH training program from which at least two are attending the cross-border PILOT case-study workshops.

Cross-border collaboration

The first phase is of local character, while the second phase includes two partners, partnering and jointly organize online international case-study PILOT workshop in minimum duration of 4 hours in which participants of IN2TECH program will demonstrate their skills.

The partners involved in international case study PILOT workshop shall jointly develop a sign-in page in English language for accepting the interest from multiple participants to approach the program.

Organizing an in-person educational event

According to the internal evaluation each partner will select and contract one technical expert to moderate in-person peer-exchange in the selected topic in duration from 3 to max 8 hours. The in-person event shall be organized in local language.

Promotion and in-person event registration

For the in-person event, the organizing partner will minimally develop one post and promote the event through social media. Each partner can develop their own way of signing in participants, like e-mail method or a sign-in form.

Organization of cross-border PILOT study action

The cross-border PILOT study action is a specific cross-border online workshop for developing a technical specification related to products and/or services connected to the developed solutions.

The participants of the cross-border PILOT study actions are selected within the supporters that have participated in the IN2TECH education.

The activity is organized as 2 guided technical specification guiding sessions, each with a duration of 3 hours, that is combined with offline work from 1-2 hours. Participation in the cross-border PILOT study action can include participant reimbursement.

The activity result is the technical specification of the solution that enables the residents connected to do the market research and get the price of the technical product or service.

Participant Engagement

The target group for this workshop are technical experts or persons coming from technical background that can contribute to the development of technical specifications for the envisioned product or service related to the solution developed.

The participant engagement shall be ensured through: a) direct promotion of the IN2TECH programs to the supporter network members (ie. e-mail or phone call), b) instructions to the local internship program members to join, and c) general digital promotion aimed at stakeholders not involved in project to join the local SBI and participate in the IN2TECH program.

Goals of the Activity

To strengthen capacity for international collaboration and knowledge exchange and to support the development of the business plan by providing more insights into the cost of the perceived digital and/or green transformation of the targeted blue economy sector.

2.3 Residency program

The Residency program is a comprehensive program in which competences of the Social Business Incubators are enhanced through local talent development.

The competences developed are in the fields of project management, communication, co-creation and business plan development. The competences are acquired through:

- Hands-on experience from the organization of Creative Laboratory program and supporting IN2BIZ and IN2TECH programs (job shadowing position),
- Participation in the Co-creative workshop, Co-development workshop and cross-border case study activity,
- Direct mentoring and education in the field of business plan development,
- Cross-border exchange and hands-on experience in business plan development and development of a business plan catalogue.

The program is aimed at young professionals and/or students. Each project partner will accept 3 Residency interns.

The Residency program is executed through the following sub-activities:

- Establishment of cross-border support network,
- Local Residency,
- Cross-border exchange program,
- Business plan development.

The result of the Residency program are increased capacities of young professionals (18) and developed business plans (6).

2.3.1 Establishment of cross-border support network

Activity description

This intervention is aimed at establishing the support structure for the mentors of the Residency program, building the internal capacity, and harmonizing the mentorship and business plan development process between two countries.

The activity includes:

- Establishment of national Residency contact points,
- Development of the mentor on-boarding toolkit, and
- Execution of the mentor on-boarding workshop.

For each country the national Residency contact point shall be established to organize joint communication, support contracting if applicable, provide guidance to program mentors and coordinate the cross-border exchange program.

The responsibilities of national Residency contact points are developed in a two-day in-person workshop session that is organized by PP2 FVG_AR and hosted by PP3 IRIC. The workshop will also accommodate the education in business plan development that results in a mentor on-boarding toolkit that consists of SBI mentorship program guidelines and business plan template with instructions on how to fill both.

The activity ends with an online on-boarding workshop in which all Residency program mentors are familiarized with the operational model of national Residency contact points and the developed tools.

Participant Engagement

The participants are the mentors appointed to the Residency program.

Goals of the Activity

The activity goals are as follows: a) to strengthen cross-border collaboration between Social Business Incubator mentors, and b) to ensure that all partners have the internal capacity for business plan development and for operating the Residency program after the project end.

2.3.2 Local Residency

Activity description

The Residency program is envisioned as an internship program for developing project management, communication, co-creation and business plan development skills.

The program relates to opening three short-term temporary positions with the company or allowing existing less-experienced staff (less than 5 years of experience) to develop new skills.

Within local Residency module, each resident is obligatory to:

- obtain minimum of 90 work/hours of organizational and communication tasks within the work of the designated Social Business Incubator, and
- participate in Co-creative and Co-development workshops.

Each partner is obligated to provide at least three local Resident program participants.

Program promotion

All other organizations need to publish at least 3 postings on the activities of the residents in the Residency program period, also organizations deciding on opening short-term temporary positions need to develop digital posting and promote the call for opened positions to increase the visibility and attractiveness of the program.

Mentoring and competence development

Mentoring includes designating at least one mentor to provide guidance for the resident program participants. Guidance should be provided on a weekly basis and the participants' progress should be monitored.

At the end of mentoring, program mentors need to write a summary letter, in the form of recommendation letter, participation letter or report in which activities conducted and skills obtained are listed as proof of participation.

Participant Engagement

The participants are selected as part of job application or selected through letter of intent from less experienced internal staff.

Goals of the Activity

To develop competences of less-experienced persons within the operating ecosystem of the Social Business Incubator.

2.3.3 Cross-border exchange program

Activity description

Cross-border exchange program starts in June, where after defining the challenge topics of each Social Business Incubator, the information is transferred to social innovation sprint brief and

exchanged among project partner residents together with identified designated week in which Co-creation and Co-development sessions are to be organized.

The exchange is based on ranking list, with each partner organization hosting only one resident for the duration of a minimum of 4 days.

During this cross-border exchange, the resident is provided with the mentor to further refine the skills, and in which person participates in the Co-development workshop.

Each partner will cover the cost of the exchange for their residents to another country, while the hosting partner will organize, mentor and the workspace for the visiting resident.

Candidate selection

The residents are encouraged to write open applications with motivation letters to other partners about opening in a cross-border exchange, in which applicants are asked to provide, why are they the best fit for the identified challenge.

According to the expressed interest, each partner can further organize an online interview and define a project partner priority list of accepted residence. From the priority list, the top voted applicants are notified about their Residency approvals and have one week to decide in which organization they want to visit.

When all the selected candidates have made their decisions, the final resident list is formed having defined one member traveling and one member on the reserve list for each of the project partners.

Resident transfer to host destination

Each partner is organizing the travel and accommodation for one resident participating in an international exchange agreed with one hosting partner. The sub-activity results are the travel tickets and accommodation reservation.

Hosting transfer resident

According to the developed agenda, each project partner is providing a workspace, mentor and access to the Co-development workshop. During hosting period, the hosting partner needs to monitor the resident progress and deliver a summary opinion on the visiting participant to the mentor in the originated Social Business Incubator.

Participant Engagement

The participants are encouraged through direct communication to apply for the cross-border exchange.

Goal of the Activity

To leverage on the cross-border experience exchange and develop solutions and business concepts that are applicable in multiple regions.

2.3.4 Business plan development

Activity description

Business plan development is an activity that is aimed at converting the business model developed during the creative laboratory program to an actionable action, by developing an investment business plan that includes investment in the technical solution concept from IN2TECH, and investment in establishing operational structure.

The business model will be developed based on a hypothetical solution that is applicable in both countries, developed in the prearranged form and translated to both languages.

In total 6 business plans are to be developed. Each business plan is developed by local residents that are mentored, and reviewed by a cross-border team composed of the exchange resident and his/hers respective mentor. The business plan needs to contain minimally: technical information about the investment, estimated costs and profit and loss calculation, and alignment with Sustainable development goals.

The joint template for the business plan needs shall be developed and delivered to the partnership by PP2 FVG_AR, and each partner is ensuring the participation of local residents and respective business mentors.

Participant Engagement

The participants are previously informed about the activity in the Local Residency program promotion as described in section 2.3.2.

Goals of the Activity

The activity goal is to provide long-term value for the programme area, using the business plans as a tool for promoting the **concept of social innovation sprints** among business sectors and using the business model to prove the economic sustainability of such actions, and promote a change to multiple territories.

3. ACTION PLAN

The Action plan is developed in

- Timeplan

- Partner responsibility

3.1 Timeplan

Activity	May 25	Jun 25	Jul 25	Aug 25	Sep 25	Oct 25	Nov 25	Dec 25	Jan 26	Feb 26
Preliminary stakeholder engagement					Middle of September					
Co-creation workshop and feedback collection										
Co-development workshop										
IN2BIZ upskilling program		Description (End of May)								
IN2TECH peer-exchange										
IN2TECH cross-border workshops										
National contact point workshop					2nd Week					
Mentor on boarding					4th Week					
Local Residency										
Cross-border exchange										
Business plan development										

Color 1: Preparation
Color 2: Execution

3.2 Partner responsibility activity involvement

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
Creative dialogue	A preliminary activity will be conducted to reflect on collected challenges and address at which areas the solution should be aimed. This activity is aimed mostly at problem owners (technology hosts) that will provide their expectations on the creative laboratory program – problem framing **Output of activity is Innovation sprint brief that can be done in the local language. (Annex I)**	A preliminary activity will be conducted to reflect on collected challenges and address at which areas the solution should be aimed. This activity is aimed mostly at problem owners (technology hosts) that will provide their expectations on the creative laboratory program – problem framing **Output of activity is Innovation sprint brief that can be done in the local language. (Annex I)**	A preliminary activity will be conducted to reflect on collected challenges and address at which areas the solution should be aimed. This activity is aimed mostly at problem owners (technology hosts) that will provide their expectations on the creative laboratory program – problem framing **Output of activity is Innovation sprint brief that can be done in the local language. (Annex I)**	A preliminary activity will be conducted to reflect on collected challenges and address at which areas the solution should be aimed. This activity is aimed mostly at problem owners (technology hosts) that will provide their expectations on the creative laboratory program – problem framing **Output of activity is Innovation sprint brief that can be done in the local language. (Annex I)**	A preliminary activity will be conducted to reflect on collected challenges and address at which areas the solution should be aimed. This activity is aimed mostly at problem owners (technology hosts) that will provide their expectations on the creative laboratory program – problem framing **Output of activity is Innovation sprint brief that can be done in the local language. (Annex I)**	A preliminary activity will be conducted to reflect on collected challenges and address at which areas the solution should be aimed. This activity is aimed mostly at problem owners (technology hosts) that will provide their expectations on the creative laboratory program – problem framing **Output of activity is Innovation sprint brief that can be done in the local language. (Annex I)**

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
Co-creation workshop and feedback collection	Activity coordinated by LP (2.1)	Participation in activity	Participation in activity Annex II translation to Croatian language	Participation in activity Annex II translation to Italian language	Participation in activity	Participation in activity
	Participant selection	Participant selection	Participant selection	Participant selection	Participant selection	Participant selection
	Organisation of two – day event (max 8 participants)	Organisation of two – day event (max 8 participants)	Organisation of two – day event (max 8 participants)	Organisation of two – day event (max 8 participants)	Organisation of two – day event (max 8 participants)	Organisation of two – day event (max 8 participants)
	Feedback collection (Annex II) using certificate provision system or other incentives.	Feedback collection (Annex II) using certificate provision system or other incentives.	Feedback collection (Annex II) using certificate provision system or other incentives.	Feedback collection (Annex II) using certificate provision system or other incentives.	Feedback collection (Annex II) using certificate provision system or other incentives.	Feedback collection (Annex II) using certificate provision system or other incentives.
	Output of Co-creation workshop is **solution storyboard.**	Output of Co-creation workshop is **solution storyboard.**	Output of Co-creation workshop is **solution storyboard.**	Output of Co-creation workshop is **solution storyboard.**	Output of Co-creation workshop is **solution storyboard.**	Output of Co-creation workshop is **solution storyboard.**
			Organisation of interviewer			

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
	Facilitator availability (45 min) for interview not later than 72 hours after the event Content development for story post about the workshop and publish on at least one social network. (i.e. LinkedIn)	Facilitator availability (45 min) for interview not later than 72 hours after the event Content development for story post about the workshop and publish on at least one social network. (i.e. LinkedIn)	Facilitator availability (45 min) for interview not later than 72 hours after the event Content development for story post about the workshop and publish on at least one social network. (i.e. LinkedIn)	Facilitator availability (45 min) for interview not later than 72 hours after the event Content development for story post about the workshop and publish on at least one social network. (i.e. LinkedIn)	Facilitator availability (45 min) for interview not later than 72 hours after the event Content development for story post about the workshop and publish on at least one social network. (i.e. LinkedIn)	Facilitator availability (45 min) for interview not later than 72 hours after the event Content development for story post about the workshop and publish on at least one social network. (i.e. LinkedIn)
Co-development workshop			Co-development of a business model as event hosting 3-5 persons (maximum duration whole day) Participants: Solution provider, BSP, visiting resident, etc. Output is a business model canvas.			

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
IN2BIZ upskilling program	Coordination and Communication with JS prior to implementation Annex III - Topic 1: Green and digital procurement 1 hybrid workshop on the selected topic on national language 1 online best practice exchange session on the selected topic (joint session in English with TNO) 1 recording of hybrid workshop, sub-titled to English (e-Learing tool)	Annex III - Topic 2: Communicating the social value of the project and/or business model 1 hybrid workshop on the selected topic on national language 1 online best practice exchange session on the selected topic (joint session in English with IRI) 1 recording of hybrid workshop, sub-titled to English (e-Learing tool)	Annex III - Topic 3: Building a sustainable business model 1 hybrid workshop on the selected topic on national language 1 online best practice exchange session on the selected topic(joint session in English with FVG AR) 1 recording of hybrid workshop, sub-titled to English (e-Learing tool)	Annex III - Topic 1: Green and digital procurement 1 hybrid workshop on the selected topic on national language 1 online best practice exchange session on the selected topic(joint session in English with IDA) 1 recording of hybrid workshop, sub-titled to English (e-Learing tool)	Annex III - Topic 2: Communicating the social value of the project and/or business model 1 hybrid workshop on the selected topic on national language 1 online best practice exchange session on the selected topic(joint session in English with VHC) 1 recording of hybrid workshop, sub-titled to English (e-Learing tool)	Annex III - Topic 3: Building a sustainable business model 1 hybrid workshop on the selected topic on national language 1 online best practice exchange session on the selected topic(joint session in English with INOVacija) 1 recording of hybrid workshop, sub-titled to English (e-Learing tool)

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
		Before implementation, the following information should be shared with LP: agenda of program, event real cost basis and number of expected participants (DEADLINE: 31st May)	Before implementation, the following information should be shared with LP: agenda of program, event real cost basis and number of expected participants (DEADLINE: 31st May)	Before implementation, the following information should be shared with LP: agenda of program, event real cost basis and number of expected participants (DEADLINE: 31st May)	Before implementation, the following information should be shared with LP: agenda of program, event real cost basis and number of expected participants (DEADLINE: 31st May)	Before implementation, the following information should be shared with LP: agenda of program, event real cost basis and number of expected participants (DEADLINE: 31st May)
IN2TECH peer exchange	One local training, by a technical expert in a subject relevant to challenge and or solution. Each partner ensures peer-exchange facilitator (technical)	One local training, by a technical expert in a subject relevant to challenge and or solution. Each partner ensures peer-exchange facilitator (technical)	**Coordinated by PP3** One local training, by a technical expert in a subject relevant to challenge (i.e. How to use AI for quick prototyping of digital products) Each partner ensures peer-exchange facilitator (technical)	One local training, by a technical expert in a subject relevant to challenge and or solution. Each partner ensures peer-exchange facilitator (technical)	One local training, by a technical expert in a subject relevant to challenge and or solution. Each partner ensures peer-exchange facilitator (technical)	One local training, by a technical expert in a subject relevant to challenge and or solution. Each partner ensures peer-exchange facilitator (technical)

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
	and participation of at least 3 persons. Promotion and in person event organisation	and participation of at least 3 persons. Promotion and in person event organisation	and participation of at least 3 persons. Promotion and in person event organisation	and participation of at least 3 persons. Promotion and in person event organisation	and participation of at least 3 persons. Promotion and in person event organisation	and participation of at least 3 persons. Promotion and in person event organisation
IN2TECH cross-border case-study workshops	Providing data to PP3 about output of Co-creation workshop (2.1.2). Ensuring participation of at least 1 and maximum 6 persons in one 4-hour workshop.	Providing data to PP3 about output of Co-creation workshop (2.1.2). Ensuring participation of at least 1 and maximum 6 persons in one 4-hour workshop.	**Coordinated by PP3** Ensuring moderator and organizing two online workshops. Workshop outputs are **technical specifications for digital solution** (6). Ensuring participation of at least 1 and maximum 6 persons in one 4-hour workshop.	Providing data to PP3 about output of Co-creation workshop (2.1.2). Ensuring participation of at least 1 and maximum 6 persons in one 4-hour workshop.	Providing data to PP3 about output of Co-creation workshop (2.1.2). Ensuring participation of at least 1 and maximum 6 persons in one 4-hour workshop.	Providing data to PP3 about output of Co-creation workshop (2.1.2). Ensuring participation of at least 1 and maximum 6 persons in one 4-hour workshop..

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
Establishment of cross-border support network	Acting as national Residency program contact point Participating in cross-border workshop in Split, development of national contact point program. Organizing national contact point mentor on-boarding workshop, online max. duration 3h. Ensuring participation of at least one mentor on contact point mentor on-boarding workshop.	**Activity coordinator** Acting as national Residency program contact point Organizing the cross-border workshop, development of SBI mentor guidelines. Organizing national contact point mentor on-boarding workshop, online max. duration 3h. Ensuring participation of at least one mentor on contact point mentor on-boarding workshop.	Hosting the cross-border workshop and providing business plan education. Ensuring participation of at least one mentor on contact point mentor on-boarding workshop.	Ensuring participation of at least one mentor on contact point mentor on-boarding workshop.	Ensuring participation of at least one mentor on contact point mentor on-boarding workshop.	Ensuring participation of at least one mentor on contact point mentor on-boarding workshop.

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
Local Residency	Selection / appointment of local residents (3)

Participation of local residents (min. 2) in Co-creation activity.

Participation of local residents (min. 1) in Co-development activity.

Part of event communication activities transferred to residents.

Support to residents in development of local solution business plan according to SBI template. | Selection / appointment of local residents (3)

Participation of local residents (min. 2) in Co-creation activity.

Participation of local residents (min. 1) in Co-development activity.

Part of event communication activities transferred to residents.

Support to residents in development of local solution business plan according to SBI template. | Selection / appointment of local residents (3)

Participation of local residents (min. 2) in Co-creation activity.

Participation of local residents (min. 1) in Co-development activity.

Part of event communication activities transferred to residents.

Support to residents in development of local solution business plan according to SBI template. | Selection / appointment of local residents (3)

Duration of local residents (min. 2) in Co-creation activity.

Participation of local residents (min. 1) in Co-development activity.

Part of event communication activities transferred to residents.

Support to residents in development of local solution business plan according to SBI template. | Selection / appointment of local residents (3)

Participation of local residents (min. 2) in Co-creation activity.

Participation of local residents (min. 1) in Co-development activity.

Part of event communication activities transferred to residents.

Support to residents in development of local solution business plan according to SBI template. | Selection / appointment of local residents (3)

Participation of local residents (min. 2) in Co-creation activity.

Participation of local residents (min. 1) in Co-development activity.

Part of event communication activities transferred to residents.

Support to residents in development of local solution business plan according to SBI template. |

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
Cross-border exchange implemented bilaterally among PPs (duration approximately 3 days)	Each partner will act both as hosting and sending PP. As sending PP, it will cover the cost of the travel and accommodation of their resident to another country (min 1 resident travelling). As hosting partner, it will organize, mentor, daily meals and the workspace for the visiting resident Exchange duration 3-5 days, best organized in the same week as Co-development workshop.	Each partner will act both as hosting and sending PP. As sending PP, it will cover the cost of the travel and accommodation of their resident to another country (min 1 resident travelling). As hosting partner, it will organize, mentor, daily meals and the workspace for the visiting resident. Exchange duration 3-5 days, best organized in the same week as Co-development workshop.	Each partner will act both as hosting and sending PP. As sending PP, it will cover the cost of the travel and accommodation of their resident to another country (min 1 resident travelling). As hosting partner, it will organize, mentor, daily meals and the workspace for the visiting resident Exchange duration 3-5 days, best organized in the same week as Co-development workshop.	Each partner will act both as hosting and sending PP. As sending PP, it will cover the cost of the travel and accommodation of their resident to another country (min 1 resident travelling). As hosting partner, it will organize, mentor, daily meals and the workspace for the visiting resident Exchange duration 3-5 days, best organized in the same week as Co-development workshop.	Each partner will act both as hosting and sending PP. As sending PP, it will cover the cost of the travel and accommodation of their resident to another country (min 1 resident travelling). As hosting partner, it will organize, mentor, daily meals and the workspace for the visiting resident Exchange duration 3-5 days, best organized in the same week as Co-development workshop.	Each partner will act both as hosting and sending PP. As sending PP, it will cover the cost of the travel and accommodation of their resident to another country (min 1 resident travelling). As hosting partner, it will organize, mentor, daily meals and the workspace for the visiting resident Exchange duration 3-5 days, best organized in the same week as Co-development workshop.

Activity	LP IDA	PP2 FVGAR	PP3 IRIC	PP4 TNO	PP5 INOVAcija	PP6 VHC
Business plan development	Each business plan is developed by local resident that are mentored, and reviewed by cross-border team comprised of the exchange resident and his/hers respective mentor.

The business plan needs to contain minimally: technical information about the investment, estimated costs and profit and loss calculation, and alignment with Sustainable development goals.

Each partner is ensuring the participation of local residents and respective business mentor. | Each business plan is developed by local resident that are mentored, and reviewed by cross-border team comprised of the exchange resident and his/hers respective mentor.

The business plan needs to contain minimally: technical information about the investment, estimated costs and profit and loss calculation, and alignment with Sustainable development goals.

Each partner is ensuring the participation of local residents and respective business mentor. | Each business plan is developed by local resident that are mentored, and reviewed by cross-border team comprised of the exchange resident and his/hers respective mentor.

The business plan needs to contain minimally: technical information about the investment, estimated costs and profit and loss calculation, and alignment with Sustainable development goals.

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The business plan needs to contain minimally: technical information about the investment, estimated costs and profit and loss calculation, and alignment with Sustainable development goals.

Each partner is ensuring the participation of local residents and respective business mentor. | Each business plan is developed by local resident that are mentored, and reviewed by cross-border team comprised of the exchange resident and his/hers respective mentor.

The business plan needs to contain minimally: technical information about the investment, estimated costs and profit and loss calculation, and alignment with Sustainable development goals.

Each partner is ensuring the participation of local residents and respective business mentor. |

ANNEXES

ANNEX I – Social innovation sprint brief template

INNOVATION SPRINT BRIEF

Example is highlighted in document and needs to be exchanged with the text on the Creative dialogue workshop.

PROBLEM SPACE

INNOVATION Sprint Challenge

This section captures a concise description of the challenge from the business perspective. It can be refined during a Problem Framing workshop with key decision-makers. Here are four elements that make a great challenge:

- **Real and Achievable: The challenge must be grounded in reality with a clear path to success.**
- **Inspiring: It should motivate the team and stakeholders.**
- **Clear and Concise: The challenge should be straightforward and easy to understand.**
- **Time-bound: Include a timeframe for achieving the challenge, whether in the next quarter or within 1-3 years.**

✏️ *Write down the sprint challenge:*

Example 1: How can public communal companies leverage on innovative technology to ensure infrastructure and engage general population and visitors to participate in simple public services, gain experience, earn credits and through their help ensure better public service.

—

Example 2: How might we leverage on blockchain technology to support projects for waste reduction and/or distributed plant care.

Problem Statement

A problem statement is a concise description of an issue to be addressed or a condition to be improved upon. It identifies the gap between the current state and the desired state of a process or product. The problem statement should address the Five Ws:

Who? ✎ *Identify the User/Customer/Persona involved.*

Public communal companies like PiN

What? ✎ *Define the Issue/Task/Need/Job to be done.*

Can ensure infrastructure and engage NGOs, general public and visitors

Where? When? ✎ *Specify the Situation, Context, or Process Step.*

to participate in simple public services like watering plants

Why? ✎ *Describe the Customer Value/Benefit for the end-user.*

and gain local experience or credits that they can exchange for memorabilia or service

Why? ✎ *Outline the Value/Benefit for the business.*

in order to utilize and improve public service.

Project Background & Business Context

What is the problem we are trying to solve?
 ✎ *Describe the undesirable situation or challenge from the business or internal stakeholder perspective.*

Limited workforce available in peak season.

What is the project's current state?
 ✎ *Detail the current state, whether it's a critical situation, part of a new initiative, or a work in progress.*

RAST is in the process of designing a project application for a LIFE call and would like to support PiN to develop a new and innovative service in collaboration with civil sector.

Have we (or others) tried solving this problem in the past?
✎ Discuss past attempts to solve the problem, how long the problem has existed, and any small wins achieved.

- CoFarm4Cities – Project (Central Europe): Institut za kružnu ekonomiju, Grad Zagreb
  https://www.interreg-central.eu/projects/cofarm4cities/ (Urban farming)

- Communities for Climate (C4C) Initiative: Croatia Grassy Perspectives
      (https://ec.europa.eu/regional_policy/sources/policy/communities-and-networks/communities-for-climate/GrassyPerspectives-HR-BIO-EN.pdf)

Why haven't we solved the problem?
✎ Identify the constraints or challenges preventing the problem from being addressed, such as complexity, novelty, or other factors.

All of the initiatives had project financing and did not connect results to "sustainable business model" that prevented the actions to continue after the project end.

Business Goals

What do we want to achieve?
✎ Describe the business goals or desired outcomes in addressing the problem or challenge.

Develop a sustainable business model practice.
Develop a project concept in order to ensure the infrastructure needed for the action.

Why is the problem worth solving?
✎ Discuss the impact on the team, business unit, or the overall business if the problem is successfully resolved.

Positive impact on community and replicability to other areas.

What are the key performance indicators to measure the sprint's success?
✎ Define how the business will evaluate and measure the success of the project, such as target KPIs, A/B test results, etc.

Sound business model substantiated with profit loss calculation.

Customer Context

Who is the customer or target customer segment?
✎ Identify the customer segment for whom the solution will create value.

Public companies: Reducing workload in peak-season
NGOs: Additional revenue for NGO operation
Public: Additional source of income for socially endangered and marginalized groups

What is the nature of the problem? What are the pain points of our target customer? What are their desired outcomes?
✎ Describe the main tasks or jobs the target customer wants to achieve, along with their pain points and desired outcomes.

Implementation of technical solution that is easy to maintain.
Business processes as simple as possible to minimize organization effort.
Administratively simple to organize.

What has been validated? What qualitative or quantitative research do we have available?
✎ Outline any past customer-centric research or data that is available.

To add after lightning talk!!!

What are our assumptions?
✎ List the team's best guesses about the problem from the customer's perspective.

To add after empathy map !!!

ANNEX II – Participant feedback tools

General feedback questionnaire

1. **Overall Workshop Experience**
   On a scale of 1-10, how would you rate your overall experience at the workshop?
   (1 = Very Poor, 10 = Excellent)

2. **Facilitation and Support**
   How satisfied were you with the guidance provided by the facilitator and mentors during the workshop?
   (1 = Not Satisfied, 10 = Highly Satisfied)

3. **Team Collaboration**
   How well did the group work environment support collaboration and idea development?
   (1 = Very Poorly, 10 = Very Effectively)

4. **During workshop did You encounter any of the next events**

   ☐ *Lack of commitment from certain members*
      (Insufficient organizational dedication to the co-creation process)

   ☐ *Miscommunication and misunderstanding*
      (Challenges arising from differences in terminology, expectations, or communication styles among participants in the co-creation process)

   ☐ *Cultural barriers*
      (Differences in organizational cultures that create friction and hinder collaboration among diverse stakeholders)

   ☐ *Power Dynamics*
      (Hierarchical structures within participants that should be equal in participation and voice in the co-creation process.)

   ☐ Participatory bias toward co-creation
      (Preconceived notions or biases against collaboration with specific sectors or stakeholders that impede effective co-creation)

   ☐ Inflexibility of participants
      (Opposition of participants to follow innovative co-creation procedures that differ from the collaboration)

   ☐ Conflict management
      (Action aimed at resolving or mitigating disputes or disagreements among participants of the Co-creation workshop)

5. **If Yes (in answer 4), please rate the intensity of event on scale from very-negative to very positive (5 point scale)**

6. **Do you have any suggestions for improving the workshop format, content, or organization? (Open-ended response)**

Context questionnaire

1. How would you rate the skills of your organization in the following areas (1-7)?
(5 point scale)

- Working with stakeholder groups
- Stakeholder assessment
- Stakeholder organizing
- Support program planning
- Advocating needs of the businesses
- Communicating with SMEs
- Influencing industrial transition

2. How would you rate your own skills in the following areas (8-14)?
(5 point scale)

- Working with stakeholder groups
- Stakeholder assessment
- Stakeholder organizing
- Support program planning
- Advocating needs of the businesses
- Communicating with SMEs
- Influencing industrial transition

 3. In your last business-related activity or support activity, were stakeholders asked for their opinions or perceptions concerning the status of the sector they operate in? (yes, no, not applicable)

4. How often has your organization tried to identify the strengths as well as the weaknesses of the stakeholder it serves? (never, rarely, often, always, don't know, not applicable)

5. How often does your organization conduct a stakeholder assessment or entrepreneurial discovery in your area? (annually, every 2 years, every 3 years, never, don't know, not applicable)

6. In the latest assessment, where you as staff asked for your opinions or perceptions concerning the needs of the stakeholders/businesses you serve? (yes, no, not applicable)

7. How often have you used the findings from the stakeholder discovery in your work? (never, rarely, often, always, don't know, not applicable)

8. How often has your organization presented the findings from stakeholder discovery activities to all organization staff? (never, rarely, often, always, don't know, not applicable)

ANNEX III – IN2BIZ Curricula template

Session 1 - (date)

Location:

Language: Croatian

Registration here: (link to google form)*

*in order to send records to participants

AGENDA

Croatian partner	Topic
TBD	

Session 2 - (date)

Location:

Language: Italian

Registration here: (link to google form)

AGENDA

Italian partner	Topic
TBD	

Session 3 - (date)

Location: online via Zoom

Language: English

Registration here: (link to google form)

AGENDA

TIME	Topic
TBD	

NOTE:

Prepared agenda with estimation cost of program and value per participants for all 3 IN2BIZ programs are additional documents attached to D1.2.1. Regarding estimation cost of program, we provided a prevision data as without sharing the agenda and promoting the program we do not know how many participants will register.

ANNEX IV – IN2TECH peer-exchange description template

The following template should be used to share within the partnership main relevant information about IN2TECH peer exchanges. It will be used for reporting purposes for the activity.

Do not forget to gather feedback from peer-exchange participants according to the general questionnaire template provided as Annex II.

....

Peer exchange title: …

Peer-exchange overview:

(approx. 500 characters)

Duration: [Specify Duration, e.g., 2 hours]

Organizing PP: …

Schedule: …

Venue: [on-site or online]

Registration form: …

Target Audience: ….

Level: (Introductory to Intermediate)

Key peer-exchange objectives:

Peer-exchange Content:

1. **Content title**
   - Sub-contents …
   - Sub-contents …
   - Add as much bullet points as needed
2. **Content title**

- ○ Sub-contents …
- ○ Sub-contents …

Add as much bullet points as needed

- ● **Q&A and Open Discussion**
  - ○ Participants can ask questions and share their perspectives on the topics discussed.

Peer-exchange methodology: [below are some examples but section can be adjusted according to your plans]

- ● Interactive presentation with real-world examples and case studies.
- ● Group discussion and brainstorming.
- ● Practical tips and guidelines for developing effective technical specifications.
- ● Q&A session to address participant queries and encourage further learning.

Instructor: [Name/Short profile of Relevant Expert; also specify if he/she is SNM, part of your staff or other external expert]

NOTE:
Prepared agenda with estimation cost of program and value per participants for 1 IN2TECH program (as an example) is additional document attached to D1.2.1. Another IN2TECH programs for other partners cannot be prepared up to now because the content of programs will be defined in parallel with realization of 2.1 activity according to chosen thematic topics and found problem solution.