

Project Acronym:	ENCORE
Full Project Title	Entrepreneurship Knowledge Centers to Foster Innovative Entrepreneurship Practices in Education and Research
Project No.:	61758-EPP-1-2020-1-AT-EPPKA2-CBHE-JP
Funding Scheme:	Erasmus+
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Work Package Leader	Souphanouvong University
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Compiled by	Royal University of Bhutan, Gedu College of Business Studies
Document version	Version 1
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SUSTAINABILITY and EXPLOITATION STRATEGY

The ENCORE sustainability and exploitation plan is an official document intended to provide an effective strategy and framework for the adoption and exploitation of the ENCORE project results ensuring their sustainability beyond the end of the project. It presents the consortium's strategy and activities towards exploiting the project's results, setting the targets, indicators, and milestones for ensuring the project results life after the completion of the project. Furthermore, the ENCORE sustainability plan specifies the relevant activities for exploitation and transfer of project results outside the original project network and duration, providing the relevant exploitation/sustainability activities of the partners' involvement in future exploitation activities, plans for promotion and valorization. The present document has been drafted having in mind the following EU's definition of a project sustainability plan: "a project is sustainable when it continues to deliver benefits to the project beneficiaries and/or other constituencies for an extended period after the Commission's financial assistance has been terminated". Exploitation is an ongoing process, and the present document will be updated by the ENCORE consortium every 6 months.

1. MOTIVATION and COMMITMENT

ENCORE promotes entrepreneurship education at universities in Bhutan, Nepal, and Laos to foster long-term and professional business development. The incorporation of advanced learning tools aims to improve the ability to identify and develop disruptive business ideas, as well as to strengthen collaboration between universities and businesses. The European Commission is co-funding the three-year Erasmus+ project on capacity building in higher education.

Bhutan, Nepal, and Laos are grappling with critical social issues such as economic inequalities, educational gaps, and (youth) unemployment at various stages of development. All of these facts impede the countries' development. Entrepreneurship is becoming increasingly important in addressing these challenges. Creating a robust entrepreneurship ecosystem on campus and beyond academic boundaries to foster collaboration between academia and business is therefore critical to long-term growth. Despite this wave of innovation, there is a scarcity of disruptive and professionally developed ideas for building long-term, profitable businesses for the benefit of the entire population.

To respond to current educational trends and develop future changemakers, higher education institutions must update their physical infrastructure and support additional teaching capacity. ENCORE aims to bridge this gap by increasing awareness of the concept of entrepreneurship education and development, thereby fostering innovation at universities in Bhutan, Nepal, and Laos. Although students and graduates are the primary target group for ENCORE, it also addresses researchers and non-academic university employees, as well as entrepreneurs.

2. EXPLOITATION and SUSTAINABILITY ACTIVITIES

WP 1. Status-quo analysis of the status of entrepreneurship efforts in Bhutan, Nepal and Laos including a good practice catalogue EU.

Activities/results of the project	Exploitation and sustainability activities			
WP 1.2 Good Practice Catalogue	Exploitation and sustainability activities that have been and will be undertaken by Gedu College:			
	Activity 1: Dissemination of the document to the Members of the Parliament			
	Activity 2: Distribution of the document among RUB colleges			
	Activity 3: Scientific publication based on the document			
Engagement of national authorities and external stakeholders in the respective activities:				
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	External stakeholder/national authority 1	Members of the Parliament of Bhutan – They will be informed about some of the best practices adopted by the European universities in promoting entrepreneurship. This will help them in formulating relevant policies for promoting the Bhutanese entrepreneurship ecosystem and help HEIs to implement contextually relevant programs.	Students of RUB colleges - With the reports being made available in the libraries of the RUB colleges, the students will know about and understand different practices implemented in Europe and then explore the best courses of action for Bhutan	Bhutanese Researchers – The publication will inform other Bhutanese researchers on the methodology and also provide directions for future research on feasibility of certain European practices
	External stakeholder/national authority 2	General public of Bhutan - With the members of parliament discussing about the best practices adopted by the European universities in promoting entrepreneurship with others, the general public of Bhutan will gain awareness entrepreneurial practices in the European HEIs.	Faculties of RUB Colleges – With access to the document provided to the RUB staffs, they will gain insight the activities that can be contextualized and adapted by RUB Colleges.	Other researchers – The published output can be referred to by the researchers for further studies
	External stakeholder/national authority 3			

WP 1.3 Study Visit	Exploitation and sustainability activities that have been and will be undertaken by Gedu College:			
	Activity 1: Internal usage of the videos in the teaching entrepreneurial programs			
	Activity 2: Use of the videos in the entrepreneurship training programs			
	Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3
External stakeholder/ national authority 1	Students of Gedu college – The videos will be used in the delivery of entrepreneurship program at the college so that the students understand about the journeys of an entrepreneurs as testimonials	Participants of RMEs and Vocational trainings – The participants will gain an insight into the nature of entrepreneurial journeys and get a realistic view of the same		
External stakeholder/national authority 2	Academics – The videos will educate the academic staff of the college in terms of support services that they can provide to the students for making their entrepreneurial journey smooth	Entrepreneurial associations and NGOs – The videos can be shared to agencies concerned with delivering and promoting entrepreneurship (education) so that they can use for their target clients to achieve the above mentioned objective		
External stakeholder/national authority 3				

WP 2. Entrepreneurship Knowledge Transfer / Capacity Building of trainers and students

Activities/results of the project	Exploitation and sustainability activities
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WP 2.1 Training plans and material development	Exploitation and sustainability activities that have been and will be undertaken by Gedu College:			
	Activity 1: Internal usage of the training materials in the teaching entrepreneurial programs			
	Activity 2: Use of the training materials in the entrepreneurship training programs			
	Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3
External stakeholder/ national authority 1	Students of Gedu college – The materials will be used in the delivery of entrepreneurship program at the college for the purpose of introducing more hands-on and updated concepts on entrepreneurship	Participants of RMEs and Vocational trainings – The participants will be introduced to more hands-on and updated concepts on entrepreneurship		
External stakeholder/national authority 2	Academics – As the primary educators the materials will be useful updating the knowledge of the faculties in Gedu college with hands-on and updated concepts on entrepreneurship	Entrepreneurial associations and NGOs – The videos can be shared with agencies concerned with delivering and promoting entrepreneurship (education) so that they can use for their target clients to achieve the above mentioned objective		
External stakeholder/national authority 3				
WP 2.2 Human capacity building trainings	Exploitation and sustainability activities that have been and will be undertaken by Gedu College:			
	Activity 1: Use the participants of the ToTs are in-house trainers at the EKC			
	Activity 2: The trained participants to be used as consultants			
	Activity 3: Use the trained participants as mentors for youth aspiring to be entrepreneurs			
Engagement of national authorities and external stakeholders in the respective activities:				
External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	
External stakeholder/ national authority 1	Participants of trainings – The trained personnel will be used as trainers for conducting in-house trainings on entrepreneurship	Ministry of Labour and Human Resources, Entrepreneurial associations and NGOs – The trained personnel will be used as trainers for conducting trainings on entrepreneurship as consultants	General Youth of Bhutan – Through the EKC the trained staff will serve as a mentor for the aspiring entrepreneurs from conception of business idea to incubation	
External stakeholder/national authority 2	Students of Gedu College – The trained trainers will serve as volunteers at the EKC to help and guide the students who are interested in pursuing entrepreneurship as a career	Participants of RMEs and Vocational trainings – The participants of the ToTs will conduct regular trainings for interested clients along with RMEs		

			and the vocational trainings	
	External stakeholder/national authority 3	Academics of Gedu College – The trained staff will also serve as a contact point for consultation to the internal staff in the areas of entrepreneurship. They will also design training and training materials that will help the stakeholders in activity 2 and 3		
WP 2.3 Creation of Open Educational Resources	Exploitation and sustainability activities that have been and will be undertaken by Gedu College: Activity 1: Provide access to the Open Educational Resources to EKC users Activity 2: Sharing OER with government agencies and NGOs concerned with promoting entrepreneurship Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	External stakeholder/national authority 1	EKC users – The resources will be accessible for all those who come to avail the services of the EKC	Ministry of Labour and Human Resources, Entrepreneurial associations and NGOs – The materials can be shared with MoLHR and other agencies that are in the business of promoting entrepreneurship to ensure multi-faceted benefits for the interested populace of Bhutan through the programs conducted by these agencies	
	External stakeholder/national authority 2	Students of Gedu College – The students of Gedu college will also have access to the resources that they can use for academic learning as well as embarking on and entrepreneurial journey		
	External stakeholder/national authority 3	Staff of Gedu College – The staff of Gedu college will also have access to the resources that they can use for their teaching and also for their learning purposes		

WP 2.4 Regional Multiplier Events	Exploitation and sustainability activities that have been and will be undertaken by Gedu College:				
	Activity 1: Using the student and staff participants of RMEs as training assistant for the EKC				
	Activity 2: Student and staff participants engaged in operation of the EKC as members				
	Activity 3: Engagement of student and staff participants of RMEs in vocational training				
	Activity 4: Engagement of student and staff participants of RMEs in development of case challenge				
Engagement of national authorities and external stakeholders in the respective activities:					
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Activity 4
	External stakeholder/national authority 1	Training participants – The student and staff participants of RMEs as training assistant for any entrepreneurship trainings provided by the EKC in the future	EKC Service users – The student and staff participants of RMEs will be involved in the daily operations of the EKC to ensure its sustainability	Participants of vocational trainings – The student and staff participants of RMEs will be engaged in carrying out the vocational trainings as trainers and assistant trainer	Entrepreneurs and students - The student and staff participants of RMEs will help in assisting the entrepreneurs and students in the case challenge to be developed as a part of WP 5
	External stakeholder/national authority 2	Students of Gedu College – The interaction between general students and student participants of RMEs is expected to create greater awareness and also foster positive attitude towards entrepreneurship			
	External stakeholder/national authority 3	Staff of Gedu College – The staff of Gedu college will also be benefitted through discussion and collaboration with the staff participants of RMEs both for professional learning and also for research			

WP 3. Technical Instalment of the Entrepreneurship Knowledge Centers

Activities/results of the project	Exploitation and sustainability activities																			
WP 3.1 Technical Needs identification	na																			
WP 3.2. Purchase and Instalment	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1: Recording the process of purchase of the equipment</p> <p>Activity 2: Recording the installment of the purchased equipment as assets of Gedu College</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="395 824 1485 1368"> <thead> <tr> <th data-bbox="395 824 655 927">External stakeholder/ national authority</th> <th data-bbox="660 824 979 927">Activity 1</th> <th data-bbox="984 824 1331 927">Activity 2</th> <th data-bbox="1335 824 1485 927">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="395 934 655 1133">External stakeholder/ national authority 1</td> <td data-bbox="660 934 979 1133">Staff of Gedu College – The staff know and learn about the purchase of equipment under Erasmus+ projects thereby ensuring better implementation of future Erasmus + projects</td> <td data-bbox="984 934 1331 1133">Students and staffs of Gedu College – With the purchased equipment recorded as asset of the College will ensure the both the current students and staffs of Gedu college those who are yet to come</td> <td data-bbox="1335 934 1485 1133"></td> </tr> <tr> <td data-bbox="395 1140 655 1256">External stakeholder/national authority 2</td> <td data-bbox="660 1140 979 1256"></td> <td data-bbox="984 1140 1331 1256">EKC Users – Other users of the EKC like local populace and other people visiting the EKC will be able to use the equipment</td> <td data-bbox="1335 1140 1485 1256"></td> </tr> <tr> <td data-bbox="395 1263 655 1368">External stakeholder/national authority 3</td> <td data-bbox="660 1263 979 1368"></td> <td data-bbox="984 1263 1331 1368"></td> <td data-bbox="1335 1263 1485 1368"></td> </tr> </tbody> </table>				External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1	Staff of Gedu College – The staff know and learn about the purchase of equipment under Erasmus+ projects thereby ensuring better implementation of future Erasmus + projects	Students and staffs of Gedu College – With the purchased equipment recorded as asset of the College will ensure the both the current students and staffs of Gedu college those who are yet to come		External stakeholder/national authority 2		EKC Users – Other users of the EKC like local populace and other people visiting the EKC will be able to use the equipment		External stakeholder/national authority 3			
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External stakeholder/national authority 3																				
WP 3.3 Roll-out test	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1: Opening of the EKC to the students and staff of Gedu College</p> <p>Activity 2: Opening of the EKC to the local people and other interested users</p> <p>Engagement of national authorities and external stakeholders – in the respective activities:</p> <table border="1" data-bbox="395 1697 1485 2033"> <thead> <tr> <th data-bbox="395 1697 655 1800">External stakeholder/ national authority</th> <th data-bbox="660 1697 979 1800">Activity 1</th> <th data-bbox="984 1697 1331 1800">Activity 2</th> <th data-bbox="1335 1697 1485 1800">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="395 1807 655 2033">External stakeholder/ national authority 1</td> <td data-bbox="660 1807 979 2033">Students and staffs of Gedu College – With the opening of the EKC both the current students and staffs of Gedu college those who are yet to come will be able to avail various services related to entrepreneurship like resources, books, work-</td> <td data-bbox="984 1807 1331 2033">EKC Users – Other users of the EKC like local populace and other people visiting the EKC can also avail various services related to entrepreneurship like resources, books, work-station, incubation space, mentoring</td> <td data-bbox="1335 1807 1485 2033"></td> </tr> </tbody> </table>				External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1	Students and staffs of Gedu College – With the opening of the EKC both the current students and staffs of Gedu college those who are yet to come will be able to avail various services related to entrepreneurship like resources, books, work-	EKC Users – Other users of the EKC like local populace and other people visiting the EKC can also avail various services related to entrepreneurship like resources, books, work-station, incubation space, mentoring									
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	External stakeholder/national authority 2			
	External stakeholder/national authority 3			

WP4. Operational integration of the entrepreneurship knowledge centers (EKC) for vocational

Activities/results of the project	Exploitation and sustainability activities			
<p>WP 4.1 Official Integration of the knowledge centers for vocational education and research in the university structure</p>	Exploitation and sustainability activities that have been and will be undertaken by Gedu College:			
	Activity 1: Inclusion of the EKC into the organizational chart of the college that reports directly to the President			
	Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	<p>External stakeholder/national authority 1</p>	<p>Students and staffs of Gedu College – With the EKC officially integrated into the college’s organizational structure, the students and staffs of the college see the establishment of the EKC to be formal and that will enhance the trust and credibility of the EKC</p>		
<p>External stakeholder/national authority 2</p>	<p>EKC Users – the official integration of the EKC into the college’s organizational structure will help the EKC users more forth-coming as the establishment is seen as formal and credible</p>			
<p>External stakeholder/national authority 3</p>				

<p>4.2 Operation, business, marketing and sustainability plan and definition of the liaisons</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1: Internal dissemination to create awareness amongst staffs and students</p> <p>Activity 2: Adaption of the methodology for similar activities in the college</p> <p>Activity 3: Circulation of the plan amongst potential agencies to support the sustainability of the EKC</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="395 510 1479 1164"> <thead> <tr> <th data-bbox="395 510 671 584">External stakeholder/ national authority</th> <th data-bbox="679 510 986 584">Activity 1</th> <th data-bbox="994 510 1257 584">Activity 2</th> <th data-bbox="1265 510 1479 584">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="395 595 671 891">External stakeholder/ national authority 1</td> <td data-bbox="679 595 986 891">College staffs and students – They will be informed of how the EKC will function and ensure sustainability so that they can also support the EKC</td> <td data-bbox="994 595 1257 891">Policy makers – The plan can serve as a basis for developing similar plans</td> <td data-bbox="1265 595 1479 891">Ministry of Labour and Human Resources, Entrepreneurial Associations and NGOs – They becomes aware of the EKC and support the EKC in terms of its sustainability</td> </tr> <tr> <td data-bbox="395 902 671 1066">External stakeholder/ national authority 2</td> <td data-bbox="679 902 986 1066"></td> <td data-bbox="994 902 1257 1066">Researchers – The methodology can be used as a guide for undertaking studies in the line of entrepreneurship</td> <td data-bbox="1265 902 1479 1066"></td> </tr> <tr> <td data-bbox="395 1077 671 1164">External stakeholder/ national authority 3</td> <td data-bbox="679 1077 986 1164"></td> <td data-bbox="994 1077 1257 1164"></td> <td data-bbox="1265 1077 1479 1164"></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1	College staffs and students – They will be informed of how the EKC will function and ensure sustainability so that they can also support the EKC	Policy makers – The plan can serve as a basis for developing similar plans	Ministry of Labour and Human Resources, Entrepreneurial Associations and NGOs – They becomes aware of the EKC and support the EKC in terms of its sustainability	External stakeholder/ national authority 2		Researchers – The methodology can be used as a guide for undertaking studies in the line of entrepreneurship		External stakeholder/ national authority 3			
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<p>WP 4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1: Conduct of entrepreneurship trainings</p> <p>Activity 2: Connecting the aspiring entrepreneurs with potential investors</p> <p>Activity 3: Mentoring and guiding the aspiring entrepreneurs</p> <p>Activity 4: Providing space for incubation for the start-ups</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="395 1467 1479 2016"> <thead> <tr> <th data-bbox="395 1467 655 1574">External stakeholder/ national authority</th> <th data-bbox="663 1467 890 1574">Activity 1</th> <th data-bbox="898 1467 1098 1574">Activity 2</th> <th data-bbox="1106 1467 1321 1574">Activity 3</th> <th data-bbox="1329 1467 1479 1574">Activity 4</th> </tr> </thead> <tbody> <tr> <td data-bbox="395 1585 655 1877">External stakeholder/ national authority 1</td> <td data-bbox="663 1585 890 1877">Current and future students</td> <td data-bbox="898 1585 1098 1877">Established business entrepreneurs – they can also be the potential investors for the new businesses</td> <td data-bbox="1106 1585 1321 1877">Aspiring entrepreneurs – they can be provided connected with already established entrepreneurs to help them be mentored and guided</td> <td data-bbox="1329 1585 1479 1877">Start-ups – The EKC will provide working space for the start-ups at the initial stages of their business development</td> </tr> <tr> <td data-bbox="395 1888 655 2016">External stakeholder/ national authority 2</td> <td data-bbox="663 1888 890 2016">Existing local entrepreneurs</td> <td data-bbox="898 1888 1098 2016">Investors – like individuals who would like to support new business ideas</td> <td data-bbox="1106 1888 1321 2016">Established business entrepreneurs – they can act as mentors for the</td> <td data-bbox="1329 1888 1479 2016"></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	Activity 4	External stakeholder/ national authority 1	Current and future students	Established business entrepreneurs – they can also be the potential investors for the new businesses	Aspiring entrepreneurs – they can be provided connected with already established entrepreneurs to help them be mentored and guided	Start-ups – The EKC will provide working space for the start-ups at the initial stages of their business development	External stakeholder/ national authority 2	Existing local entrepreneurs	Investors – like individuals who would like to support new business ideas	Established business entrepreneurs – they can act as mentors for the		
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				aspiring entrepreneurs	
	External stakeholder/national authority 3	Aspiring youth and entrepreneurs of Bhutan	Financial Institutions – who can be convinced to provide loans for the new entrepreneurs		
	External stakeholder/national authority 4		Aspiring Entrepreneurs – can be helped to look for investors in their business idea to get it started		

WP 5. Innovative Entrepreneurship Case Challenge – An interactive method to enhance motivation and knowledge on an international level

Activities/results of the project	Exploitation and sustainability activities			
WP 5.1 Guidelines for case challenge	Exploitation and sustainability activities that have been and will be undertaken by Gedu College:			
	Activity 1: The guidelines and methodology can used for similar activities in the college			
	Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	External stakeholder/national authority 1	College Management – The college management can adapt the guidelines and methodology of the case challenge for similar activities in the college in the future		
External stakeholder/national authority 2				
External stakeholder/national authority 3				

<p>5.2 Case development including social media presence and company mentoring</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1:</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="432 443 1465 882"> <thead> <tr> <th data-bbox="432 443 695 555">External stakeholder/ national authority</th> <th data-bbox="695 443 995 555">Activity 1</th> <th data-bbox="995 443 1326 555">Activity 2</th> <th data-bbox="1326 443 1465 555">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 555 695 667">External stakeholder/ national authority 1</td> <td data-bbox="695 555 995 667"></td> <td data-bbox="995 555 1326 667"></td> <td data-bbox="1326 555 1465 667"></td> </tr> <tr> <td data-bbox="432 667 695 779">External stakeholder/national authority 2</td> <td data-bbox="695 667 995 779"></td> <td data-bbox="995 667 1326 779"></td> <td data-bbox="1326 667 1465 779"></td> </tr> <tr> <td data-bbox="432 779 695 882">External stakeholder/national authority 3</td> <td data-bbox="695 779 995 882"></td> <td data-bbox="995 779 1326 882"></td> <td data-bbox="1326 779 1465 882"></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1				External stakeholder/national authority 2				External stakeholder/national authority 3			
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<p>WP 5.3 Local case challenge events</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1:</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="432 1317 1465 1756"> <thead> <tr> <th data-bbox="432 1317 695 1429">External stakeholder/ national authority</th> <th data-bbox="695 1317 995 1429">Activity 1</th> <th data-bbox="995 1317 1326 1429">Activity 2</th> <th data-bbox="1326 1317 1465 1429">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 1429 695 1541">External stakeholder/ national authority 1</td> <td data-bbox="695 1429 995 1541"></td> <td data-bbox="995 1429 1326 1541"></td> <td data-bbox="1326 1429 1465 1541"></td> </tr> <tr> <td data-bbox="432 1541 695 1653">External stakeholder/national authority 2</td> <td data-bbox="695 1541 995 1653"></td> <td data-bbox="995 1541 1326 1653"></td> <td data-bbox="1326 1541 1465 1653"></td> </tr> <tr> <td data-bbox="432 1653 695 1756">External stakeholder/national authority 3</td> <td data-bbox="695 1653 995 1756"></td> <td data-bbox="995 1653 1326 1756"></td> <td data-bbox="1326 1653 1465 1756"></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1				External stakeholder/national authority 2				External stakeholder/national authority 3			
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<p>WP 5.4 Joint publication on the case challenge results for disruptive business management</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1:</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="432 445 1465 882"> <thead> <tr> <th>External stakeholder/ national authority</th> <th>Activity 1</th> <th>Activity 2</th> <th>Activity 3</th> </tr> </thead> <tbody> <tr> <td>External stakeholder/ national authority 1</td> <td></td> <td></td> <td></td> </tr> <tr> <td>External stakeholder/national authority 2</td> <td></td> <td></td> <td></td> </tr> <tr> <td>External stakeholder/national authority 3</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1				External stakeholder/national authority 2				External stakeholder/national authority 3			
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<p>WP 5.5 International conference on innovative entrepreneurship practices</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1:</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="432 1442 1465 1879"> <thead> <tr> <th>External stakeholder/ national authority</th> <th>Activity 1</th> <th>Activity 2</th> <th>Activity 3</th> </tr> </thead> <tbody> <tr> <td>External stakeholder/ national authority 1</td> <td></td> <td></td> <td></td> </tr> <tr> <td>External stakeholder/national authority 2</td> <td></td> <td></td> <td></td> </tr> <tr> <td>External stakeholder/national authority 3</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1				External stakeholder/national authority 2				External stakeholder/national authority 3			
External stakeholder/ national authority	Activity 1	Activity 2	Activity 3														
External stakeholder/ national authority 1																	
External stakeholder/national authority 2																	
External stakeholder/national authority 3																	

3. IMPACT of ENCORE and it's results

3a. Which activities and results will be maintained after the end of the EU funding? How will these activities be implemented and supported?

Activities/results	Implementation after the end of the project
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	This can be maintained after the end of the project through regular study of the change in entrepreneurial ecosystem and then undertake necessary actions
1.2 Good practice catalogue EU	
1.3 Study visit	
2.1 Training plans and materials development	With the EKC remaining operations, trainings will be conducted as an annual activity of the EKC and corresponding materials shall be developed
2.2 Human capacity building trainings	Relevant and periodic capacity building programs will continue to be provided to keep the trainers abreast with the new developments in the area of entrepreneurship to achieve activity 2.1
2.3 Creation of open educational resources	Based on activity 2.1, the open educational resources will remain functional under the EKC and updated on a timely basis
2.4 Regional Multiplier Events	This shall be continued under the nomenclature of trainings that the EKC will continue to provide
3.1 Technical needs identification	This will be dependent on the availability of budget
3.2 Purchase and instalment	Based on 3.1 purchase shall be made when necessary
3.3 Roll-out test	Contingent on happening of activity 3.2
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	With official integration of the EKC into the formal organizational structure in 2022, it shall remain so all the time
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	Operations will continue even after the end of the project and plans shall be made for business, marketing and its sustainability as an annual plan and also as a Five-year strategic plan
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	As captured in activity 4.2

5.1 Guidelines for case challenge	This shall continue to be edited and amended every year based on the success and loopholes of the case challenge
5.2 Case development including social media presence and company mentoring	This activity will be continued as a part of annual activity of the EKC, though the number of cases may be 6
5.3 Local case challenge events	One event per year can be held based on the local case challenge a part of G-Fest (an annual event of the college)
5.4 Joint publication on the case challenge results for disruptive business management	This will be dependent on the willingness and motivation of the people involved in the case challenge
5.5 International conference on innovative entrepreneurship practices	Dependent on the availability of the budget

3b. How have you ensured that the project's results will remain available and/or will be used by others? Please note that the duration of availability may be different for each result. The short term period is defined as the period during the implementation of the project and long term is defined as the period beyond the end of the project.

Activities/results	Availability of the activity/result - short term	Availability of the activity/result - long term
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Distribution of the reports to both internal and external stakeholders	Posts on Facebook page of EKC with links to the publication online
1.2 Good practice catalogue EU	Distribution of the reports to both internal and external stakeholders	Posts on Facebook page of EKC with links to the publication online
1.3 Study visit	Showing of the video to the students in teaching and participants during trainings	
2.1 Training plans and materials development	Shared with the training participants and also students for training	Storage of the materials on online database

2.2 Human capacity building trainings	6 staffs trained	To be conducted as a part of annual activity of the EKC
2.3 Creation of open educational resources	Complied the resources and shared with the students, staff and training participants	Storage of the materials on online database
2.4 Regional Multiplier Events	2 conducted	To be conducted as a part of annual activity of the EKC
3.1 Technical needs identification	Done through consultation with the college procurement committee	
3.2 Purchase and instalment	Made through tendering, following the national tendering norms	
3.3 Roll-out test	Done in time as per the timeline	
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Official letters signed and EKC incorporated into the organizational chart	
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	Plan developed and shared internally and also with Ministry of Labour	Shall develop annual plan and Five-year strategic plan as the main EKC planning document
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	Official inauguration conducted and attended by students, staff and external stakeholders like government officials and entrepreneurs	
5.1 Guidelines for case challenge	Shared amongst the students and staff and called for EOI	
5.2 Case development including social media presence and company mentoring		
5.3 Local case challenge events		
5.4 Joint publication on the case challenge results for		

disruptive business management		
5.5 International conference on innovative entrepreneurship practices		

3c: Please describe the target groups and relevant stakeholders outside of the participating organizations. What was the project's impact on them, how did the results reach them and how the media can be used to attract interested parties who will want to replicate the results of the project.

Activities/results	Significant impact/ Dissemination channels (media)	Some impact/ dissemination channels (media)	Little impact/ dissemination channels (media)	No impact
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)		Reached through physical distribution of the report		
Target groups/stakeholders		<i>Members of the Parliament, Academics and students</i>		
1.2 Good practice catalogue EU		Reached through physical distribution of the report		
Target groups/stakeholders		<i>Members of the Parliament, Academics and students</i>		
1.3 Study visit	Using of the videos in teaching	Showing of the videos during		

		training sessions		
Target groups/stakeholders	<i>Students and staff of the college</i>	<i>Training participants of RMEs and vocational trainings</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
2.1 Training plans and materials development	Using of the training materials in teaching	Usage of training materials for conduct of training		
Target groups/stakeholders	<i>Students and staff of the college</i>	<i>Training participants of RMEs and vocational trainings</i>		
2.2 Human capacity building trainings	5 trained staff			
Target groups/stakeholders	<i>The staff participated in the ToTs and resources RMEs and vocational trainings</i>	<i>Which target groups and how did the results reach them</i>		
2.3 Creation of open educational resources	Students and staff	Trainees		
Target groups/stakeholders	<i>Resources integrated into college library database</i>	<i>Resources integrated into college library database and provided as resources during trainings</i>		
2.4 Regional Multiplier Events	Trainings provided			
Target groups/stakeholders	Students and Local			

	entrepreneurs through RMEs			
3.1 Technical needs identification	Actual needs of the EKC identifies			
Target groups/stakeholders	<i>College procurement committee through consultation at needs identification, actual tendering and awarding process</i>			
3.2 Purchase and instalment		Purchase as per the requirements of the EKC		
Target groups/stakeholders		<i>EKC users with timely purchase and instalment of the majority of the equipment</i>		
3.3 Roll-out test		Done within the given		
Target groups/stakeholders		<i>Students, staffs and other interested users could use the EKC and its facilities</i>		
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Integration and instalment letter signed	Incorporation of the EKC into organizational chart		

Target groups/stakeholders	<i>College management via the President signed the letters</i>	<i>College management incorporates the EKC into organizational chart</i>		
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	Plans drafted and finalized			
Target groups/stakeholders	<i>Awareness amongst students and staff created through information dissemination</i>			
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKCs)	The EKc became operational well-ahead of given timeline			
Target groups/stakeholders	<i>College management and students along with some entrepreneurs and government representatives attended the inauguration Carmony</i>			
5.1 Guidelines for case challenge	Shared with the college management			
Target groups/stakeholders	<i>Students and staff through information dissemination and call for Eol</i>			

5.2 Case development including social media presence and company mentoring				
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.3 Local case challenge events				
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.4 Joint publication on the case challenge results for disruptive business management				
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.5 International conference on innovative entrepreneurship practices				
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons

3d. What was the impact of the project at the local, regional, European and/or international levels? Please provide qualitative and quantitative indicators.

Activities/results	Impact of the activity/result at local level	Impact of the activity/result at regional level	Impact of the activity/result at European/international level
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)		More than 300 copies distributed to various stakeholders	
1.2 Good practice catalogue EU		More than 300 copies distributed to various stakeholders	
1.3 Study visit		Videos shared with training more than 50 participants and students in teaching and trainings	
2.1 Training plans and materials development		Materials translated in the national language and shared during trainings	
2.2 Human capacity building trainings	3 fully trained and 3 partially trained staffs		
2.3 Creation of open educational resources		Materials translated in the local language and shared during trainings	
2.4 Regional Multiplier Events	1 RMEs held with more than 25 participants for college students	1 RMEs held with more than 25 participants for entrepreneurs of Chukha	
3.1 Technical needs identification	Completed within time by the college		

	procurement committee		
3.2 Purchase and instalment		Equipment used by more than 50 participants of the trainings	
3.3 Roll-out test		EKC fully operational on time and used the the students, including hosting of 3 business ideas at incubation stage, currently	
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Incorporation of EKC in the organizational chart		
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons		Dissemination of the plan within the college and shared with Ministry of Labour and Human Resources for support	
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKCs)		EKC fully operational on time and used the the students, including hosting of 3 business ideas at incubation stage, currently	
5.1 Guidelines for case challenge	Shared amongst the students and staff and called for EOI		
5.2 Case development including social media presence and company mentoring			
5.3 Local case challenge events			
5.4 Joint publication on the case challenge			

results for disruptive business management			
5.5 International conference on innovative entrepreneurship practices			

3e. Please identify future national funding opportunities in order to secure the sustainability of the project results.

As a part of the co-funding for the ENCORE project there is an amount of Nu. 1 million as seed fund received from the Ministry of Labour and Human Resources (MoLHR) that can be used to fund the activities related to entrepreneurship. Further, we are also exploring the possibility of having an annual fund from the college annual budget.

3f. Please describe methods for investigating possibilities for the inclusion of entrepreneurship into regular curricula at your HEIs.

To include entrepreneurship into the regular curricula, we have developed a proposal for a Bachelor in Business Administration Program with specialization in entrepreneurship programme which has been submitted to the Programme Quality Committee of the university.

Moreover, the college also has postgraduate diploma program in entrepreneurship planned and captured in its five-year Strategic Plan.

Project Acronym:	ENCORE
Full Project Title	Entrepreneurship Knowledge Centers to Foster Innovative Entrepreneurship Practices in Education and Research
Project No.:	61758-EPP-1-2020-1-AT-EPPKA2-CBHE-JP
Funding Scheme:	Erasmus+
Project Coordinator	FH JOANNEUM
Work Package	WP 7 Dissemination
Work Package Leader	Souphanouvong University
Document	Sustainability and Exploitation Strategy
Compiled by	Madhav Verma, Royal Thimphu College
Document version	V1
Status	Ongoing

SUSTAINABILITY and EXPLOITATION STRATEGY

The ENCORE sustainability and exploitation plan is an official document intended to provide an effective strategy and framework for the adoption and exploitation of the ENCORE project results ensuring their sustainability beyond the end of the project. It presents the consortium's strategy and activities towards exploiting the project's results, setting the targets, indicators, and milestones for ensuring the project results life after the completion of the project. Furthermore, the ENCORE sustainability plan specifies the relevant activities for exploitation and transfer of project results outside the original project network and duration, providing the relevant exploitation/sustainability activities of the partners' involvement in future exploitation activities, plans for promotion and valorization. The present document has been drafted having in mind the following EU's definition of a project sustainability plan: "a project is sustainable when it continues to deliver benefits to the project beneficiaries and/or other constituencies for an extended period after the Commission's financial assistance has been terminated". Exploitation is an ongoing process, and the present document will be updated by the ENCORE consortium every 6 months.

1. MOTIVATION and COMMITMENT

ENCORE promotes entrepreneurship education at universities in Bhutan, Nepal, and Laos to foster long-term and professional business development. The incorporation of advanced learning tools aims to improve the ability to identify and develop disruptive business ideas, as well as to strengthen collaboration between universities and businesses. The European Commission is co-funding the three-year Erasmus+ project on capacity building in higher education.

Bhutan, Nepal, and Laos are grappling with critical social issues such as economic inequalities, educational gaps, and (youth) unemployment at various stages of development. All of these facts impede the countries' development. Entrepreneurship is becoming increasingly important in addressing these challenges. Creating a robust entrepreneurship ecosystem on campus and beyond academic boundaries to foster collaboration between academia and business is therefore critical to long-term growth. Despite this wave of innovation, there is a scarcity of disruptive and professionally developed ideas for building long-term, profitable businesses for the benefit of the entire population.

To respond to current educational trends and develop future changemakers, higher education institutions must update their physical infrastructure and support additional teaching capacity. ENCORE aims to bridge this gap by increasing awareness of the concept of entrepreneurship education and development, thereby fostering innovation at universities in Bhutan, Nepal, and Laos. Although students and graduates are the primary target group for ENCORE, it also addresses researchers and non-academic university employees, as well as entrepreneurs.

2. EXPLOITATION and SUSTAINABILITY ACTIVITIES

WP 1. Status-quo analysis of the status of entrepreneurship efforts in Bhutan, Nepal and Laos including a good practice catalogue EU.

Activities/results of the project	Exploitation and sustainability activities
<p>WP 1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by <i>“my organization”</i>:</p> <p>Activity 1:</p> <ul style="list-style-type: none"> • For this WP we used focused group discussion that allowed us to interact with the relevant stakeholder that constitute the important element of the Bhutanese entrepreneurship eco-system. Through which we were able to understand the current status, efforts/ opportunities put in place by various stakeholder and challenges faced by entrepreneurs in the eco-system. • The experience and knowledge gained helped us in our research carried out for another EU funded project called Project RECALL https://www.facebook.com/project.recall.eu • Will use the information for other projects. <p>Activity 2:</p> <ul style="list-style-type: none"> • Sharing of information with educational institution and students: For example: The information also helped us in our EDP 101 and EDP302 classes as we were able to inform students about the findings of our study. • Train and support faculty to use the outcome in the teaching program. <p>Activity 3:</p> <ul style="list-style-type: none"> • Sharing the findings of the study with the relevant stake holder at relevant platforms Such as incubators, accelerators, private organization and government stake holder. <p>Activity 2:</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>

	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	
	Internal	DERD, AAD and Business department			
	Internal		AAD and Business department and Center for innovative teaching learning		
	External			Incubators, accelerators, Relevant government agencies entrepreneurs and students	
WP 1.2 Good Practice Catalogue	Exploitation and sustainability activities which will be undertaken by my organization:				
	Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme at RTC				
	Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education				
Activity 3: use of the results in order to produce scientific papers					
Activity 4: share the practices with other training and educational institutions by inviting them to trainings or offering trainings					
How will the national authorities and external stakeholders be involved in the respective activity:					
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Activity 4
	Internal	AAD and Business department and Center for innovative			

		teaching learning												
	Internal		AAD and Business department and Center for innovative teaching learning											
	Internal			AAD and Business department and Center for innovative teaching learning, Research committee										
	External				Trainers from Incubators, accelerators, Relevant government agencies entrepreneurs and students									
WP 1.3 Study Visit	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p> <p>Activity 1: internal dissemination of experience with the other faculty members</p> <p>Activity 2: use of the results in order to produce scientific papers and studies</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="443 1619 1090 2076"> <thead> <tr> <th>External stakeholder/national authority</th> <th>Activity 1</th> <th>Activity 2</th> </tr> </thead> <tbody> <tr> <td>Internal</td> <td>AAD and Business department and Center for innovative teaching learning</td> <td></td> </tr> <tr> <td>Internal</td> <td></td> <td>AAD and Business department</td> </tr> </tbody> </table>					External stakeholder/national authority	Activity 1	Activity 2	Internal	AAD and Business department and Center for innovative teaching learning		Internal		AAD and Business department
External stakeholder/national authority	Activity 1	Activity 2												
Internal	AAD and Business department and Center for innovative teaching learning													
Internal		AAD and Business department												

			and Center for innovative teaching learning, Research committee	

WP 2. Entrepreneurship Knowledge Transfer / Capacity Building of trainers and students

Activities/results of the project	Exploitation and sustainability activities			
<p>WP 2.1 Training plans and material development</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by <i>“my organization”</i>:</p> <p>Activity 1: Use of materials to provide In-house trainings. The resources reserve of training materials and courses will be created for long term use.</p> <p>Activity 2: Internal dissemination of the information and experience</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	Internal	Business department, EKC manager, Career office and Business development officer		
	Internal		AAD and Business department and Center for innovative teaching learning, Research committee	

<p>WP 2.2 Human capacity building trainings</p>	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: identify and train relevant faculty, staff and students volunteer with relevant skills</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="593 519 1391 974"> <tr> <td data-bbox="593 519 865 638">External stakeholder/national authority</td> <td data-bbox="865 519 1045 638">Activity 1</td> <td data-bbox="1045 519 1220 638">Activity 2</td> <td data-bbox="1220 519 1391 638">Activity 3</td> </tr> <tr> <td data-bbox="593 638 865 974">Internal</td> <td data-bbox="865 638 1045 974">Business department, EKC manager, Career office and Business development officer and CITL</td> <td data-bbox="1045 638 1220 974"></td> <td data-bbox="1220 638 1391 974"></td> </tr> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	Business department, EKC manager, Career office and Business development officer and CITL						
External stakeholder/national authority	Activity 1	Activity 2	Activity 3										
Internal	Business department, EKC manager, Career office and Business development officer and CITL												
<p>WP 2.3 Creation of Open Educational Resources</p>	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p> <p>Activity 1: internal dissemination and use of the materials for facilitating other to gain relevant entrepreneurial skills</p> <p>Activity 2: External dissemination of the materials to develop network and goodwill.</p> <p>Activity3: Collaborate with educational and training institution</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="593 1377 1391 2038"> <tr> <td data-bbox="593 1377 865 1496">External stakeholder/national authority</td> <td data-bbox="865 1377 1061 1496">Activity 1</td> <td data-bbox="1061 1377 1241 1496">Activity 2</td> <td data-bbox="1241 1377 1391 1496">Activity 3</td> </tr> <tr> <td data-bbox="593 1496 865 1742">Internal</td> <td data-bbox="865 1496 1061 1742">AAD and Business department and Center for innovative teaching learning</td> <td data-bbox="1061 1496 1241 1742"></td> <td data-bbox="1241 1496 1391 1742"></td> </tr> <tr> <td data-bbox="593 1742 865 2038">External dissemination</td> <td data-bbox="865 1742 1061 2038"></td> <td data-bbox="1061 1742 1241 2038">AAD and Business department and Center for innovative teaching learning and DERD</td> <td data-bbox="1241 1742 1391 2038"></td> </tr> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	AAD and Business department and Center for innovative teaching learning			External dissemination		AAD and Business department and Center for innovative teaching learning and DERD	
External stakeholder/national authority	Activity 1	Activity 2	Activity 3										
Internal	AAD and Business department and Center for innovative teaching learning												
External dissemination		AAD and Business department and Center for innovative teaching learning and DERD											

	External			DERD, CSO, Startup center, FABLAB
<p>WP 2.4 Regional Multiplier Events</p>	<p>Exploitation and sustainability activities which will be undertaken by my organisation:</p> <p>Activity 1: Facilitate and conduct trainings</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	Internal	Business department, EKC manager, Career office and Business development officer and AAD		



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of the European Union

WP 3. Technical Instalment of the Entrepreneurship Knowledge Centers

Activities/results of the project	Exploitation and sustainability activities								
WP 3.1 Technical Needs identification	na								
WP 3.2. Purchase and Instalment	<p>Describe the exploitation and sustainability activities which will be undertaken by <i>“my organization”</i>:</p> <p>Activity 1: the methodology and experience gained will be used internally for similar activity</p> <table border="1" data-bbox="593 797 1391 972"> <tr> <td data-bbox="593 797 865 913">External stakeholder/national authority</td> <td data-bbox="865 797 1050 913">Activity 1</td> <td data-bbox="1050 797 1219 913">Activity 2</td> <td data-bbox="1219 797 1391 913">Activity 3</td> </tr> <tr> <td data-bbox="593 913 865 972">Internal</td> <td data-bbox="865 913 1050 972">Finance</td> <td data-bbox="1050 913 1219 972"></td> <td data-bbox="1219 913 1391 972"></td> </tr> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	Finance		
External stakeholder/national authority	Activity 1	Activity 2	Activity 3						
Internal	Finance								
WP 3.3 Roll-out test	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: internal dissemination and Trainings</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="593 1281 1391 1585"> <tr> <td data-bbox="593 1281 865 1397">External stakeholder/national authority</td> <td data-bbox="865 1281 1050 1397">Activity 1</td> <td data-bbox="1050 1281 1219 1397">Activity 2</td> <td data-bbox="1219 1281 1391 1397">Activity 3</td> </tr> <tr> <td data-bbox="593 1397 865 1585">Internal</td> <td data-bbox="865 1397 1050 1585">Business department, EKC manager, EKC staff</td> <td data-bbox="1050 1397 1219 1585"></td> <td data-bbox="1219 1397 1391 1585"></td> </tr> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	Business department, EKC manager, EKC staff		
External stakeholder/national authority	Activity 1	Activity 2	Activity 3						
Internal	Business department, EKC manager, EKC staff								

WP4. Operational integration of the entrepreneurship knowledge centers (EKC) for vocational

Activities/results of the project	Exploitation and sustainability activities											
<p>WP 4.1 Official Integration of the knowledge centers for vocational education and research in the university structure</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by <i>“my organization”</i>:</p> <p>Activity 1: the methodology and experience gained will be used internally for similar activity</p> <table border="1" data-bbox="595 752 1388 958"> <tr> <td data-bbox="595 752 863 875">External stakeholder/national authority</td> <td data-bbox="863 752 1038 875">Activity 1</td> <td data-bbox="1038 752 1214 875">Activity 2</td> <td data-bbox="1214 752 1388 875">Activity 3</td> </tr> <tr> <td data-bbox="595 875 863 958">Internal</td> <td data-bbox="863 875 1038 958">DERD and CMC</td> <td data-bbox="1038 875 1214 958"></td> <td data-bbox="1214 875 1388 958"></td> </tr> </table>				External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	DERD and CMC		
External stakeholder/national authority	Activity 1	Activity 2	Activity 3									
Internal	DERD and CMC											
<p>4.2 Operation, business, marketing and sustainability plan and definition of the liaisons</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by <i>“my organization”</i>:</p> <p>Activity 1: the methodology and the business plan will be used for the management of the EKC</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="595 1216 1388 1552"> <tr> <td data-bbox="595 1216 863 1361">External stakeholder/national authority</td> <td data-bbox="863 1216 1038 1361">Activity 1 Austrian researchers</td> <td data-bbox="1038 1216 1214 1361">Activity 2</td> <td data-bbox="1214 1216 1388 1361">Activity 3</td> </tr> <tr> <td data-bbox="595 1361 863 1552">Internal</td> <td data-bbox="863 1361 1038 1552">Business department and EKC manager and staff</td> <td data-bbox="1038 1361 1214 1552"></td> <td data-bbox="1214 1361 1388 1552"></td> </tr> </table>				External stakeholder/national authority	Activity 1 Austrian researchers	Activity 2	Activity 3	Internal	Business department and EKC manager and staff		
External stakeholder/national authority	Activity 1 Austrian researchers	Activity 2	Activity 3									
Internal	Business department and EKC manager and staff											
<p>WP 4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research</p>	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: Planning of events, Training and provide services to the incubators</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="595 1809 1388 2056"> <tr> <td data-bbox="595 1809 863 1933">External stakeholder/national authority</td> <td data-bbox="863 1809 1038 1933">Activity 1</td> <td data-bbox="1038 1809 1214 1933">Activity 2</td> <td data-bbox="1214 1809 1388 1933">Activity 3</td> </tr> <tr> <td data-bbox="595 1933 863 2056">Internal</td> <td data-bbox="863 1933 1038 2056">Business department EKC manager,</td> <td data-bbox="1038 1933 1214 2056"></td> <td data-bbox="1214 1933 1388 2056"></td> </tr> </table>				External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	Business department EKC manager,		
External stakeholder/national authority	Activity 1	Activity 2	Activity 3									
Internal	Business department EKC manager,											

		BDO and AAD		
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WP 5. Innovative Entrepreneurship Case Challenge – An interactive method to enhance motivation and knowledge on an international level

Activities/results of the project	Exploitation and sustainability activities											
<p>WP 5.1 Guidelines for case challenge</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by <i>“my organization”</i>:</p> <p>Activity 1: the methodology will be used internally in order to use it in similar activities</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="595 987 1390 1290"> <tr> <td data-bbox="595 987 863 1106">External stakeholder/national authority</td> <td data-bbox="863 987 1050 1106">Activity 1</td> <td data-bbox="1050 987 1220 1106">Activity 2</td> <td data-bbox="1220 987 1390 1106">Activity 3</td> </tr> <tr> <td data-bbox="595 1106 863 1290">Internal</td> <td data-bbox="863 1106 1050 1290">Business department and EKC manager and staff</td> <td data-bbox="1050 1106 1220 1290"></td> <td data-bbox="1220 1106 1390 1290"></td> </tr> </table>				External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	Business department and EKC manager and staff		
External stakeholder/national authority	Activity 1	Activity 2	Activity 3									
Internal	Business department and EKC manager and staff											
<p>5.2 Case development including social media presence and company mentoring</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by <i>“my organization”</i>:</p> <p>Activity 1: the methodology will be used internally in order to use it in similar activities</p> <p>Activity 2:</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="595 1603 1390 1962"> <tr> <td data-bbox="595 1603 863 1744">External stakeholder/national authority</td> <td data-bbox="863 1603 1050 1744">Activity 1 Austrian researchers</td> <td data-bbox="1050 1603 1220 1744">Activity 2</td> <td data-bbox="1220 1603 1390 1744">Activity 3</td> </tr> <tr> <td data-bbox="595 1744 863 1962">Internal</td> <td data-bbox="863 1744 1050 1962">Business department and EKC manager staff and AAD</td> <td data-bbox="1050 1744 1220 1962"></td> <td data-bbox="1220 1744 1390 1962"></td> </tr> </table>				External stakeholder/national authority	Activity 1 Austrian researchers	Activity 2	Activity 3	Internal	Business department and EKC manager staff and AAD		
External stakeholder/national authority	Activity 1 Austrian researchers	Activity 2	Activity 3									
Internal	Business department and EKC manager staff and AAD											

<p>WP 5.3 Local case challenge events</p>	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching.</p> <p>Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education</p> <p>Activity 3: External dissemination of the findings with relevant stake holders and organization</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="593 741 1390 1473"> <thead> <tr> <th data-bbox="593 741 863 864">External stakeholder/national authority</th> <th data-bbox="863 741 1038 864">Activity 1</th> <th data-bbox="1038 741 1214 864">Activity 2</th> <th data-bbox="1214 741 1390 864">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="593 864 863 1205">Internal</td> <td data-bbox="863 864 1038 1205">AAD and Business department and Center for innovative teaching learning, Research committee</td> <td data-bbox="1038 864 1214 1205"></td> <td data-bbox="1214 864 1390 1205"></td> </tr> <tr> <td data-bbox="593 1205 863 1261">Internal</td> <td data-bbox="863 1205 1038 1261"></td> <td data-bbox="1038 1205 1214 1261">AAD</td> <td data-bbox="1214 1205 1390 1261"></td> </tr> <tr> <td data-bbox="593 1261 863 1473">External</td> <td data-bbox="863 1261 1038 1473"></td> <td data-bbox="1038 1261 1214 1473"></td> <td data-bbox="1214 1261 1390 1473">DERD, EKC staff, private and public enterprices, startup center</td> </tr> </tbody> </table>				External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	AAD and Business department and Center for innovative teaching learning, Research committee			Internal		AAD		External			DERD, EKC staff, private and public enterprices, startup center
External stakeholder/national authority	Activity 1	Activity 2	Activity 3																	
Internal	AAD and Business department and Center for innovative teaching learning, Research committee																			
Internal		AAD																		
External			DERD, EKC staff, private and public enterprices, startup center																	

<p>WP 5.4 Joint publication on the case challenge results for disruptive business management</p>	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: use of the results in order to produce scientific papers</p> <p>Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education</p> <p>Activity 3: internal dissemination and use of the document in order to implement the outcomes in the teaching</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="593 660 1391 1258"> <thead> <tr> <th>External stakeholder/national authority</th> <th>Activity 1</th> <th>Activity 2</th> <th>Activity 3</th> </tr> </thead> <tbody> <tr> <td>Internal</td> <td>AAD and Business department and Center for innovative teaching learning, Research committee</td> <td></td> <td></td> </tr> <tr> <td>Internal</td> <td></td> <td>AAD</td> <td></td> </tr> <tr> <td>Internal</td> <td></td> <td></td> <td>AAD and CITL</td> </tr> </tbody> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	AAD and Business department and Center for innovative teaching learning, Research committee			Internal		AAD		Internal			AAD and CITL
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Internal	AAD and Business department and Center for innovative teaching learning, Research committee																
Internal		AAD															
Internal			AAD and CITL														
<p>WP 5.5 International conference on innovative entrepreneurship practices</p>	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: Dissemination of scientific papers in various seminar and conference.</p> <p>Activity 2: inhouse dissemination to increase awareness among students and faculty members on innovative entrepreneurship practices</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="593 1639 1391 2018"> <thead> <tr> <th>External stakeholder/national authority</th> <th>Activity 1</th> <th>Activity 2</th> <th>Activity 3</th> </tr> </thead> <tbody> <tr> <td>Internal</td> <td>AAD and Business department and Center for innovative teaching learning,</td> <td></td> <td></td> </tr> </tbody> </table>	External stakeholder/national authority	Activity 1	Activity 2	Activity 3	Internal	AAD and Business department and Center for innovative teaching learning,										
External stakeholder/national authority	Activity 1	Activity 2	Activity 3														
Internal	AAD and Business department and Center for innovative teaching learning,																



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		Research committee		
	Internal		AAD	

3. IMPACT of ENCORE and it's results

3a. Which activities and results will be maintained after the end of the EU funding? How will these activities be implemented and supported?

Activities/results	Implementation after the end of the project
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Annual report on the development of the entrepreneurship eco system could be undertaken.
1.2 Good practice catalogue EU	A post implementation study to measure the effectiveness of various practices can be undertaken. The Good practices catalogue could be revised and updated to included more practice
1.3 Study visit	Plan study visit for faculty and staff
2.1 Training plans and materials development	Yearly EKC activity calendar with annual budgets
2.2 Human capacity building trainings	Plan training for staff and faculty in collaboration of CITL
2.3 Creation of open educational resources	Creations of online resources library
2.4 Regional Multiplier Events	A few trainings will be included in the EKC activity calendar
3.1 Technical needs identification	
3.2 Purchase and instalment	
3.3 Roll-out test	
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	The business plan, business model will be reviewed and updated every year
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKCs)	The center will become and integral part of the AAD and will facilitate trainings, organize events and offer services to entrepreneurs and business organization
5.1 Guidelines for case challenge	
5.2 Case development including social media presence and company mentoring	

5.3 Local case challenge events	This could become an EKC annual event
5.4 Joint publication on the case challenge results for disruptive business management	An action research could be carried out in collaboration with other partners.
5.5 International conference on innovative entrepreneurship practices	An area that could be explored

3b. How have you ensured that the project's results will remain available and/or will be used by others? Please note that the duration of availability may be different for each result. The short term period is defined as the period during the implementation of the project and long term is defined as the period beyond the end of the project.

Activities/results	Availability of the activity/result - short term	Availability of the activity/result - long term
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	The report will be made available on ENCORE website	The report will be made available on RTC website
1.2 Good practice catalogue EU	The report will be made available on ENCORE website	The report will be made available on RTC website
1.3 Study visit		
2.1 Training plans and materials development	On ENCORE MS teams	With the RTC EKC
2.2 Human capacity building trainings		RTC EKC manager
2.3 Creation of open educational resources	ENCORE website	RTC website
2.4 Regional Multiplier Events		
3.1 Technical needs identification		
3.2 Purchase and instalment		
3.3 Roll-out test		
4.1 Official Integration of the knowledge centers for		

vocational education and research in the university structure		
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	On ENCORE MS teams	RTC EKC manager and staff
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKCs)	On ENCORE MS teams	RTC EKC manager and staff
5.1 Guidelines for case challenge	ENCORE website	RTC EKC manager
5.2 Case development including social media presence and company mentoring	On ENCORE MS teams	RTC EKC manager
5.3 Local case challenge events	On ENCORE MS teams	RTC EKC manager
5.4 Joint publication on the case challenge results for disruptive business management	ENCORE website	RTC website
5.5 International conference on innovative entrepreneurship practices	ENCORE website	RTC website

3c: Please describe the target groups and relevant stakeholders outside of the participating organizations. What was the project's impact on them, how did the results reach them and how the media can be used to attract interested parties who will want to replicate the results of the project.

Activities/results	Significant impact/ Dissemination channels (media)	Some impact/ dissemination channels (media)	Little impact/ dissemination channels (media)	No impact
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)		Some impact		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	The report was presented to relevant stakeholders such as ministries, incubation support agencies, CSO, funding agencies	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
1.2 Good practice catalogue EU		Some impact		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	The report was presented to relevant stakeholders such as ministries, incubation support agencies, CSO, funding agencies, training institutions	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons

1.3 Study visit		Some impact		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Faculty and Staff who attended the training</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
2.1 Training plans and materials development		Some impact		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Trainers, Faculty and staff</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
2.2 Human capacity building trainings		Some impact		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Faculty and Staff of RTC,</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
2.3 Creation of open educational resources		Some impact		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Faculty ,Staff and students of RTC</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
2.4 Regional Multiplier Events		Some impact		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Entrepreneurs and students of RTC</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
3.1 Technical needs identification		Some impact		
Target groups/stakeholders	<i>Which target groups and how did the</i>	<i>Visited incubation labs and met some</i>	<i>Which target groups and how did the</i>	If there is no impact, please justify the reasons

	<i>results reach them</i>	<i>incubation managers</i>	<i>results reach them</i>	
3.2 Purchase and instalment	Significant impact/			
Target groups/stakeholders	<i>The students ,staff and aspiring entrepreneurs will benefit from the equipment</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
3.3 Roll-out test		Some		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>RTC CMC members, representation from CSOs and other EU partners</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure		Some		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>RTC CMS members</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons		Some		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>EKC manager, EKC staff RTC ENCORE member</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)		Too early to access		

Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.1 Guidelines for case challenge		Too early to access		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.2 Case development including social media presence and company mentoring		Too early to access		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.3 Local case challenge events		Too early to access		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.4 Joint publication on the case challenge results for disruptive business management		Too early to access		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons

5.5 International conference on innovative entrepreneurship practices		Too early to access		
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons

3d. What was the impact of the project at the local, regional, European and/or international levels? Please provide qualitative and quantitative indicators.

Activities/results	Impact of the activity/result at local level	Impact of the activity/result at regional level	Impact of the activity/result at European/international level
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	The information was shared and discussed with local and national partners.		
1.2 Good practice catalogue EU	The information was shared with national stake holders		
1.3 Study visit	As it was done online the impact was just within the RTC ENCORE Team who participated		
2.1 Training plans and materials development	Too early to access		
2.2 Human capacity building trainings	4 faculty were trained and they facilitated the regional multiplier event		
2.3 Creation of open educational resources	Too early to access		
2.4 Regional Multiplier Events	Total of 41+37 individuals were trained during the event		
3.1 Technical needs identification	The WP was executed as per the shared guidelines		

3.2 Purchase and instalment	The WP was executed as per the shared guidelines		
3.3 Roll-out test	The roll out test was executed on 19 th of October		
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	The integration letter was submitted to EU partners		
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	The business plan is submitted.		
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	To early to evaluate		
5.1 Guidelines for case challenge	N/A		
5.2 Case development including social media presence and company mentoring	N/A		
5.3 Local case challenge events	N/A		
5.4 Joint publication on the case challenge results for disruptive business management	N/A		
5.5 International conference on innovative entrepreneurship practices	N/A		



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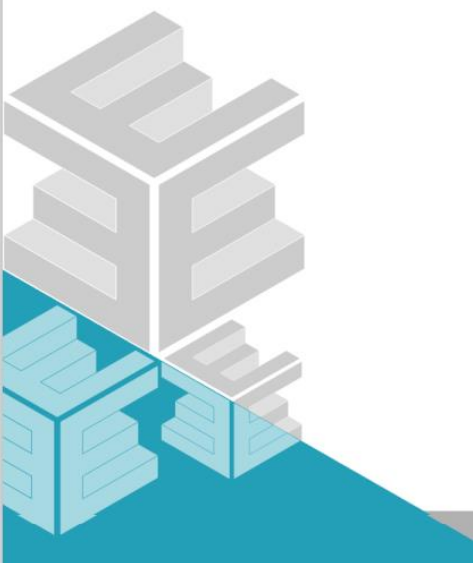
3e. Please identify future national funding opportunities in order to secure the sustainability of the project results.

We are now discussing with our other EU partners to initiate other EU projects related to entrepreneurship.

3f. Please describe methods for investigating possibilities for the inclusion of entrepreneurship into regular curricula at your HEIs.

We already have entrepreneurship module available to BBA GM students. The courses and training materials developed can be now offered to all the university and school students who are interested to learn about entrepreneurship and acquire entrepreneurship related module.

Project Acronym:	ENCORE
Full Project Title	Entrepreneurship Knowledge Centers to Foster Innovative Entrepreneurship Practices in Education and Research
Project No.:	61758-EPP-1-2020-1-AT-EPPKA2-CBHE-JP
Funding Scheme:	Erasmus+
Project Coordinator	FH JOANNEUM
Work Package	WP 7 Dissemination
Work Package Leader	Souphanouvong University
Document	Sustainability and Exploitation Strategy
Compiled by	TU
Document version	1
Status	Ongoing





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SUSTAINABILITY and EXPLOITATION STRATEGY

The ENCORE sustainability and exploitation plan is an official document intended to provide an effective strategy and framework for the adoption and exploitation of the ENCORE project results ensuring their sustainability beyond the end of the project. It presents the consortium's strategy and activities towards exploiting the project's results, setting the targets, indicators, and milestones for ensuring the project results life after the completion of the project. Furthermore, the ENCORE sustainability plan specifies the relevant activities for exploitation and transfer of project results outside the original project network and duration, providing the relevant exploitation/sustainability activities of the partners' involvement in future exploitation activities, plans for promotion and valorization. The present document has been drafted having in mind the following EU's definition of a project sustainability plan: "a project is sustainable when it continues to deliver benefits to the project beneficiaries and/or other constituencies for an extended period after the Commission's financial assistance has been terminated". Exploitation is an ongoing process, and the present document will be updated by the ENCORE consortium every 6 months.

1. MOTIVATION and COMMITMENT

ENCORE promotes entrepreneurship education at universities in Bhutan, Nepal, and Laos to foster long-term and professional business development. The incorporation of advanced learning tools aims to improve the ability to identify and develop disruptive business ideas, as well as to strengthen collaboration between universities and businesses. The European Commission is co-funding the three-year Erasmus+ project on capacity building in higher education.

Bhutan, Nepal, and Laos are grappling with critical social issues such as economic inequalities, educational gaps, and (youth) unemployment at various stages of development. All of these facts impede the countries' development. Entrepreneurship is becoming increasingly important in addressing these challenges. Creating a robust entrepreneurship ecosystem on campus and beyond academic boundaries to foster collaboration between academia and business is therefore critical to long-term growth. Despite this wave of innovation, there is a scarcity of disruptive and professionally developed ideas for building long-term, profitable businesses for the benefit of the entire population.



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To respond to current educational trends and develop future changemakers, higher education institutions must update their physical infrastructure and support additional teaching capacity. ENCORE aims to bridge this gap by increasing awareness of the concept of entrepreneurship education and development, thereby fostering innovation at universities in Bhutan, Nepal, and Laos. Although students and graduates are the primary target group for ENCORE, it also addresses researchers and non-academic university employees, as well as entrepreneurs.

2. EXPLOITATION and SUSTAINABILITY ACTIVITIES

WP 1. Status-quo analysis of the status of entrepreneurship efforts in Bhutan, Nepal and Laos including a good practice catalogue EU.			
WP 1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Exploitation and sustainability activities which will be undertaken:		
	Activity 1: A status-quo and GAP analysis will be performed every year through the centre to provide national information and updates regarding entrepreneurship		
	Activity 2: All status-quo and GAP analysis reports will be stored on the centre's digital library		
	How will the national authorities and external stakeholders be involved in the respective activity:		
	External stakeholder/national authority	Activity 1	Activity 2
	Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	Will be interviewed to gather qualitative and quantitative data as well as invited to panel discussions.	N/A
	Government authorities (Ministry of Industries, Ministry of Supply and	Will be interviewed to gather qualitative and quantitative data as well as invited to panel discussions.	N/A



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	Commerce, Investment Board of Nepal, and Department of Industries)		
WP 1.2 Good Practice Catalogue	Exploitation and sustainability activities which will be undertaken: Activity 1: Use and dissemination of the catalogue in trainings, workshops, meetings, guest lectures, and events facilitated by the centre to spread valuable information and best practices Activity 2: Good Practice Catalogue will be stored on the centre's digital library How will the national authorities and external stakeholders be involved in the respective activity:		
	External stakeholder/national authority	Activity 1	Activity 2
	Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of	Will receive a copy (digital or physical) of the good practice catalogue prior to any activity.	N/A



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	Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)		
	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Will receive a copy of the good practice catalogue (digital or physical) prior to any activity.	N/A
WP 1.3 Study Visit	Exploitation and sustainability activities which will be undertaken:		
	Activity 1: The centre will aim to sponsor study visits (estimate of 3-4) each year.		
	Activity 2: Educational reports from the site visits will be created, disseminated, and uploaded to the centre's digital library.		
How will the national authorities and external stakeholders be involved in the respective activity:			
	External stakeholder/national authority	Activity 1	Activity 2
	Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	Will provide targets of study visits (most often students) with insight into the field and/or local challenges.	Will receive direct links to the produced reports.



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	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Will provide targets of study visits (most often students) with governmental insight into the field and/or challenges related to advancing the sector at the government level.	Will receive direct links to the produced reports.
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WP 2. Entrepreneurship Knowledge Transfer / Capacity Building of trainers and students

Activities/results of the project	Exploitation and sustainability activities									
WP 2.1 Training plans and material development	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: Training plans and developed materials will be updated frequently based on best practices and feedback findings</p> <p>Activity 2: Training plans and developed materials will be uploaded to the centre's digital library</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1"> <thead> <tr> <th>External stakeholder/national authority</th> <th>Activity 1</th> <th>Activity 2</th> </tr> </thead> <tbody> <tr> <td>Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</td> <td>Will provide insight and advice on the content of training and materials.</td> <td>Will receive copies of all training materials for internal use and further dissemination.</td> </tr> <tr> <td>Government authorities</td> <td>Will provide insight and advice on the</td> <td>Will receive copies of all training</td> </tr> </tbody> </table>	External stakeholder/national authority	Activity 1	Activity 2	Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	Will provide insight and advice on the content of training and materials.	Will receive copies of all training materials for internal use and further dissemination.	Government authorities	Will provide insight and advice on the	Will receive copies of all training
External stakeholder/national authority	Activity 1	Activity 2								
Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	Will provide insight and advice on the content of training and materials.	Will receive copies of all training materials for internal use and further dissemination.								
Government authorities	Will provide insight and advice on the	Will receive copies of all training								



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	(Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	content of training and materials.	materials for internal use and further dissemination.
WP 2.2 Human capacity building trainings	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: Human capacity building trainings will be conducted on a quarterly basis.</p> <p>Activity 2: Reports regarding the outcomes of trainings will be produced, disseminated, and uploaded to the centre's digital library.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>		
	External stakeholder/national authority	Activity 1	Activity 2
	<p>Members of business umbrella organizations</p> <p>(Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and</p>	<p>Will be involved in the human capacity trainings to provide participants with practical skill and knowledge trainings.</p>	<p>Will receive direct links to outcomes of trainings.</p>



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	Nepal Domestic Cottage Industry Organization)		
	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Will be involved in the human capacity trainings to provide participants with practical skill and knowledge trainings.	Will receive direct link to outcomes of trainings.
	Interested public	Will be the receivers of the trainings and encouraged to participate in trainings as part of academic and/or professional growth. provided.	Members of the general public will be encouraged to further disseminate training results with peers to grow the centre's audience.
WP 2.3 Creation of Open Educational Resources	Exploitation and sustainability activities which will be undertaken:		
	<p>Activity 1: The centre will frequently produce open education educational resources based on research, seminars, study visits, trainings, workshops, and professional activities.</p> <p>Activity 2: The centre will upload all open educational resources on its digital library</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>		
	External stakeholder/national authority	Activity 1	Activity 2
Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic	For high-tier projects, centre staff (and certain students) will consult with business umbrella organizations to ensure OER materials reflect accurate, relevant, and insightful information.	Will be Encouraged to share OERs with professional network.	



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	Cottage Industry Organization)		
	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	For high-tier projects, centre staff (and certain students) will consult with business umbrella organizations to ensure OER materials reflect accurate, relevant, and insightful information.	Will be encouraged to share OERs with general public and other government officials.
WP 2.4 Regional Multiplier Events	Exploitation and sustainability activities which will be undertaken:		
	Activity 1: The centre will aim to sponsor three to four regional multiplier events per year.		
	Activity 2: The centre will create reports from gathered event data, disseminate them, and upload them to the centre's digital library.		
How will the national authorities and external stakeholders be involved in the respective activity:			
	External stakeholder/national authority	Activity 1	Activity 2
	Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs	Will be invited to present at these events, share field experience, and provide recommendations. Will also be invited to contribute to the ToTs through content and practical skill sharing.	Will receive direct links to outcomes of multiplier events.



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	Association, and Nepal Domestic Cottage Industry Organization)		
	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Will be invited to present at these events, share field experience, and provide recommendations. Specifically, will offer insights into government involvement with the entrepreneurship sector. Will also be invited to contribute to the ToTs through content and practical skill sharing.	Will receive direct links to outcomes of multiplier events.
	General public	Will be encouraged to participate in events as part of academic/professional growth.	Members of the general public will be encouraged to further disseminate event results with peers to grow the centre's audience.



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WP 3. Technical Instalment of the Entrepreneurship Knowledge Centers

Activities/results of the project	Exploitation and sustainability activities						
<p>WP 3.1 Technical Needs identification</p>	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: There will be a technical needs identification list open to centre members to add to.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="448 846 1027 1653"> <tr> <td data-bbox="448 846 651 936">External stakeholder/national authority</td> <td data-bbox="651 846 1027 936">Activity 1</td> </tr> <tr> <td data-bbox="448 936 651 1379"> <p>Members of business umbrella organizations</p> <p>(Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</p> </td> <td data-bbox="651 936 1027 1379"> <p>Will be able to make new equipment recommendations when visiting the centre.</p> </td> </tr> <tr> <td data-bbox="448 1379 651 1653"> <p>Government authorities</p> <p>(Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</p> </td> <td data-bbox="651 1379 1027 1653"> <p>Will be able to make new equipment recommendations when visiting the centre.</p> </td> </tr> </table>	External stakeholder/national authority	Activity 1	<p>Members of business umbrella organizations</p> <p>(Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</p>	<p>Will be able to make new equipment recommendations when visiting the centre.</p>	<p>Government authorities</p> <p>(Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</p>	<p>Will be able to make new equipment recommendations when visiting the centre.</p>
External stakeholder/national authority	Activity 1						
<p>Members of business umbrella organizations</p> <p>(Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</p>	<p>Will be able to make new equipment recommendations when visiting the centre.</p>						
<p>Government authorities</p> <p>(Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</p>	<p>Will be able to make new equipment recommendations when visiting the centre.</p>						



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<p>WP 3.2. Purchase and Instalment</p>	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: Purchase of new equipment will occur on a rolling basis per financial capability of the centre and TU</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <p>N/A - no external partners involved in purchase and instalment process</p>							
<p>WP 3.3 Roll-out test</p>	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: Equipment tests will be conducted monthly. A list will be frequently updated regarding the operational status of equipment.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="448 927 1038 1736"> <thead> <tr> <th data-bbox="448 927 651 1016">External stakeholder/national authority</th> <th data-bbox="651 927 1038 1016">Activity 1</th> </tr> </thead> <tbody> <tr> <td data-bbox="448 1016 651 1458"> <p>Members of business umbrella organizations</p> <p>(Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</p> </td> <td data-bbox="651 1016 1038 1458"> <p>Will be able to update the list if certain equipment is not working.</p> </td> </tr> <tr> <td data-bbox="448 1458 651 1736"> <p>Government authorities</p> <p>(Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</p> </td> <td data-bbox="651 1458 1038 1736"> <p>Will be able to update the list if certain equipment is not working/effective.</p> </td> </tr> </tbody> </table>		External stakeholder/national authority	Activity 1	<p>Members of business umbrella organizations</p> <p>(Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</p>	<p>Will be able to update the list if certain equipment is not working.</p>	<p>Government authorities</p> <p>(Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</p>	<p>Will be able to update the list if certain equipment is not working/effective.</p>
External stakeholder/national authority	Activity 1							
<p>Members of business umbrella organizations</p> <p>(Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</p>	<p>Will be able to update the list if certain equipment is not working.</p>							
<p>Government authorities</p> <p>(Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</p>	<p>Will be able to update the list if certain equipment is not working/effective.</p>							



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WP4. Operational integration of the entrepreneurship knowledge centers (EKC) for vocational

Activities/results of the project	Exploitation and sustainability activities		
<p>WP 4.1 Official Integration of the knowledge centers for vocational education and research in the university structure</p>	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: Official entrepreneurship courses, lectures, research activities, and work placements supported by TU will be held at the center. Students will be able to gain official academic credit from such activities.</p> <p>Activity 2: Relevant TU libraries and databases will be updated to include the centre's digital library.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>		
	<p>External stakeholder/national authority</p>	<p>Activity 1</p>	<p>Activity 2</p>
	<p>Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</p>	<p>Will provide guest lectures, serve as research mentors, and host students that qualify for work placements.</p>	<p>N/A</p>
	<p>Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</p>	<p>Will provide guest lectures, serve as research mentors, and host students that qualify for work placements.</p>	<p>N/A</p>



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<p>4.2 Operation, business, marketing and sustainability plan and definition of the liaisons</p>	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: The operation, business, marketing, and sustainability plan will be updated routinely based on new partnerships, funding opportunities, and strategy adjustments.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="443 672 1037 1350"> <tr> <td data-bbox="443 672 679 757">External stakeholder/national authority</td> <td colspan="2" data-bbox="679 672 1037 757">Activity 1</td> </tr> <tr> <td data-bbox="443 757 679 1106">Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</td> <td colspan="2" data-bbox="679 757 1037 1106">Will approve of any formal business-centre agreements and contribute to business plan language.</td> </tr> <tr> <td data-bbox="443 1106 679 1350">Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</td> <td colspan="2" data-bbox="679 1106 1037 1350">Will approve of any formal government-centre agreements and contribute to business plan language.</td> </tr> </table>		External stakeholder/national authority	Activity 1		Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	Will approve of any formal business-centre agreements and contribute to business plan language.		Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Will approve of any formal government-centre agreements and contribute to business plan language.	
External stakeholder/national authority	Activity 1										
Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	Will approve of any formal business-centre agreements and contribute to business plan language.										
Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Will approve of any formal government-centre agreements and contribute to business plan language.										
<p>WP 4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research</p>	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: Monthly status reports regarding the number (at least 10 events outside of course) and quality of study visits, lectures, seminars, meetings, work placements, etc., conducted by the centre will be produced. The centre will upload and disseminate operational status and quality reports.</p> <p>Activity 2: The centre will work to establish novel formal partnerships with business umbrella organizations, other universities, and government authorities on an annual basis.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="443 1688 1027 1774"> <tr> <td data-bbox="443 1688 651 1774">External stakeholder/national authority</td> <td data-bbox="651 1688 849 1774">Activity 1</td> <td data-bbox="849 1688 1027 1774">Activity 2</td> </tr> </table>		External stakeholder/national authority	Activity 1	Activity 2						
External stakeholder/national authority	Activity 1	Activity 2									



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	<p>Members of business umbrella organizations</p> <p>(Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)</p>	<p>Will receive direct information regarding the output of involved activities</p>	<p>The centre will host high-level meetings with business umbrella organizations on a quarterly basis to discuss growth areas and room for collaboration. In the meantime, the centre will advertise its success to business umbrella organizations to attract cooperation.</p>
	<p>Government authorities</p> <p>(Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)</p>	<p>Will receive direct information regarding the output of involved activities</p>	<p>The centre will host high-level meetings with government authorities on an annual basis to discuss growth areas and room for collaboration. In the meantime, the centre will perform outreach efforts to government authorities to identify benefits that could result from collaboration.</p>

WP 5. Innovative Entrepreneurship Case Challenge – An interactive method to enhance motivation and knowledge on an international level

Activities/results of the project	Exploitation and sustainability activities
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WP 5.1 Guidelines for case challenge	Exploitation and sustainability activities which will be undertaken:		
	Activity 1: Case challenge guidelines will be uploaded to the centre's digital library for partner adaptation and use.		
	Activity 2: Case challenge guidelines will be used for annual case challenges and be updated annually based on feedback data.		
	How will the national authorities and external stakeholders be involved in the respective activity:		
	External stakeholder/national authority	Activity 1	Activity 2
	Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	Guidelines will be disseminated to business umbrella organizations to encourage them to host similar events (business competitions) with TU and attract students.	Will be given the opportunity to provide feedback on the quality of guidelines distributed by TU (if involved as mentor).
	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Guidelines will be disseminated to government authorities to encourage government-sponsored and student-centered entrepreneurship challenges and programs.	Will be given the opportunity to provide feedback on the quality of guidelines distributed by TU (if involved as mentor).



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5.2 Case development including social media presence and company mentoring

Exploitation and sustainability activities which will be undertaken:

Activity 1: Criteria for developing case studies, social media products, and company mentoring will be uploaded to the centre's digital library for partner adaptation and use.

Activity 2: Criteria for case development, social media products, and company mentoring will be updated on an annual basis based on feedback data.

Activity 3: Company mentoring partnerships will be revisited on an annual basis and existing partnerships will be leveraged for the organization of lectures and student work placements supported by the centre.

How will the national authorities and external stakeholders be involved in the respective activity:

External stakeholder/national authority	Activity 1	Activity 2	Activity 3
Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	Criteria will be disseminated to business umbrella organizations to encourage them to host similar events (business competitions) with TU and attract students.	Will be given the opportunity to provide feedback on the quality of criteria distributed by TU (if involved as mentor).	Will be hosted by the centre on an annual basis to discuss the positive and negative experiences with providing mentoring services throughout the case study challenge. Will also be the target of centre outreach initiatives to attract new partners from diverse backgrounds. As a result, partnerships will be initiated and/or ended.
Government authorities (Ministry of Industries, Ministry	Criteria will be disseminated to government authorities to encourage	Will be given the opportunity to provide feedback	Will be hosted by the centre on an annual basis to discuss



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	of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	government-sponsored and student-centered entrepreneurship challenges and programs.	on the quality of criteria distributed by TU (if involved as mentor).	the positive and negative experiences with providing mentoring services throughout the case study challenge. Will also be the target of centre outreach initiatives to attract new partners from diverse backgrounds. As a result, partnerships will be initiated and/or ended.
WP 5.3 Local case challenge events	Exploitation and sustainability activities which will be undertaken"			
	<p>Activity 1: Outcome reports regarding the first and future local case challenge events will be created and uploaded to the centre's digital library, disseminated to attract students, national businesses, and government authorities.</p> <p>Activity 2: Local case challenge events will be hosted by the centre on an annual basis.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>			
	External stakeholder/national authority	Activity 1	Activity 2	
Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs	Based on participation, will be asked to contribute content to the outcome reports to ensure they reflect expert inputs. Will be sent information material regarding the local case challenges to promote future engagement.	Will be asked to engage in the case challenge events as audience members (or a more direct role if mentor). Will also be requested to network with participants in case challenge.		



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	Association, and Nepal Domestic Cottage Industry Organization)								
	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Based on participation, will be asked to engage in the case challenge events as audience members (or a more direct role if mentor). Will also be asked to contribute content to the outcome reports to ensure they reflect expert inputs. Will be sent information material regarding the local case challenges to promote future engagement	Will be asked to engage in the case challenge events as audience members (or a more direct role if mentor). Will also be requested to network with participants.						
WP 5.4 Joint publication on the case challenge results for disruptive business management	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: The first and future case challenge publications will be uploaded to the centre's digital library and disseminated to all participants.</p> <p>Activity 2: The publications will be showcased by relevant academic departments to increase awareness among students of the career potential of entrepreneurship.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1" data-bbox="403 1326 995 1796"> <thead> <tr> <th data-bbox="403 1326 608 1413">External stakeholder/national authority</th> <th data-bbox="608 1326 810 1413">Activity 1</th> <th data-bbox="810 1326 995 1413">Activity 2</th> </tr> </thead> <tbody> <tr> <td data-bbox="403 1413 608 1796">Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic</td> <td data-bbox="608 1413 810 1796">Will receive direct copies of publications and be encouraged to share them with professional network to expand centre-business partnerships.</td> <td data-bbox="810 1413 995 1796">N/A</td> </tr> </tbody> </table>			External stakeholder/national authority	Activity 1	Activity 2	Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic	Will receive direct copies of publications and be encouraged to share them with professional network to expand centre-business partnerships.	N/A
External stakeholder/national authority	Activity 1	Activity 2							
Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic	Will receive direct copies of publications and be encouraged to share them with professional network to expand centre-business partnerships.	N/A							



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	Cottage Industry Organization)		
	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	Will receive direct copies of publications and be encouraged to share them with professional network to expand centre-government partnerships.	N/A
WP 5.5 International conference on innovative entrepreneurship practices	<p>Exploitation and sustainability activities which will be undertaken:</p> <p>Activity 1: Reports detailing the outcomes of the conference will be created, uploaded to the centre's digital library, and disseminated to participants.</p> <p>Activity 2: Photos and positive outcomes regarding the international conference will be showcased on all official centre/university platforms to attract business/government partnerships and student engagement.</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>		
	External stakeholder/national authority	Activity 1	Activity 2
	Members of business umbrella organizations (Nepalese Federal Industry Chamber and Commerce, Confederation of Nepalese Industries, Nepal)	If attended in person, business representatives will be asked to provide input on the outcomes of the conference. Regardless of attendance, relevant businesses will	Media and website content related to the conference will be published with the goal of targeting businesses. Involved businesses will



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	Chamber of Commerce, Young Women Entrepreneurs Association, and Nepal Domestic Cottage Industry Organization)	receive copies of conference reports to increase the reputation and popularity of the centre among businesses.	be tagged and/or mentioned in content.
	Government authorities (Ministry of Industries, Ministry of Supply and Commerce, Investment Board of Nepal, and Department of Industries)	If attended in person, government representatives will be asked to provide input on the outcomes of the conference. Regardless of attendance, relevant businesses will receive copies of conference reports to increase the reputation and popularity of the centre among the government.	Media and website content related to the conference will be published with the goal of targeting government departments. Involved departments will be tagged and/or mentioned in content.



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3. IMPACT of ENCORE and it's results

3a. Which activities and results will be maintained after the end of the EU funding? How will these activities be implemented and supported?

Activities/results	Implementation after the end of the project
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	1. After the end of EU funding, ICMS will continue to provide status-quo reports/briefings and GAP analyses on entrepreneurship activities and education in Nepal. The continuous seminars, workshops, trainings, and events that will be held at the ENCORE knowledge centers will provide ICMS with ample information to produce fruitful status quo and analyses materials. ICMS will produce materials and disseminate them on a quarterly basis. ICMS will support the production of these materials through internal staff and funding (internal and from revenue gained via the ENCORE knowledge center).
1.2 Good practice catalogue EU	1. ICMS intends to continue to use the EU good practice catalogue. Activities based at the ENCORE knowledge centers will be designed and implemented with best practices in mind.
1.3 Study visit	1. Through the ENCORE knowledge center, study visits will be sponsored to provide students, researchers, and professionals in the sector with opportunities to gather data from field sites. These visits will also provide participants with the opportunity to engage with and hear from local leaders in the sector. These study visits will happen at least four times a year and will be supported internally and from revenue generated through the center.
2.1 Training plans and materials development	1. Through the ENCORE knowledge center, training plans and materials development will continue to be produced and updated based on new findings, best practices, and current data. These training plans and materials will continue to receive input from a diverse group of experts in the field.
2.2 Human capacity building trainings	1. The ENCORE knowledge center will continue to prioritize human capacity building trainings.



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	<p>These trainings will involve a diverse audience (students, the general public, professionals from other fields, etc.). These trainings will be provided by experts (professors and professionals) in the sector. A human capacity building session will be provided by the center on a bi-monthly basis. These sessions will be supported by internal funding and any revenue generated from center.</p>
2.3 Creation of open educational resources	<p>1. The ENCORE knowledge center will provide a digital open educational resource (OER) library. This library will be updated regularly. The open educational resources provided by the library will include materials such as PowerPoint presentations given at events/seminars, research reports sponsored by the center or provided by experts/partners, textbooks, and educational videos. The OER library will be logistically supported by staff (little to no revenue required).</p>
2.4 Regional Multiplier Events	<p>1. ICMS, through the ENCORE knowledge center, will continue to provide regional multiplier events. These multiplier events will strive to serve as a hub for students, the public, professors, professionals, and the government to convene on the topic of sustainable tourism. A majority of the multiplier events will be conducted at the center and funded internally and from revenue produced by the center. The center will strive to alternate discussion topics and themes of the multiplier events to diversify the type of information generated through the center. Each multiplier event will also emphasize gender equity and work to pull in actors from different backgrounds.</p>
3.1 Technical needs identification	<p>1. Based on student, staff, and partner feedback, ICMS will keep a list of equipment and/or resources that would advance the operations of the ENCORE knowledge center. ICMS will purchase new equipment when internal budgeting allows.</p>
3.2 Purchase and instalment	N/A
3.3 Roll-out test	<p>1. On a monthly basis, ICMS will conduct equipment checks to ensure the services</p>



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	provided by the ENCORE knowledge centers are running smoothly.
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	1. The ENCORE knowledge center will continue to be integrated into the university structure after the program. The center will serve as a hub for business and marketing students (and others) to further their academic careers. For instance, special lectures, courses, and work placements will be held at the center that students will be able to gain academic credit for.
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	1. TU/ICMS will continue to use its operation, business, marketing, and sustainability plan as well as the definition of the liaisons to guide its activities. The plan will be updated on an annual basis to incorporate new findings, feedback, and adjusted goals/operations.
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	1. The ENCORE knowledge center will continue to foster education and research through study visits, lectures, seminars, meetings, work placements, etc. The center will continue to increase its activities as the sector continues to rise in popularity and become an increasing priority for the Nepalese government. Therefore, the center expects to strongly collaborate with the public, government, and private sectors to further education and research materials/resources related to entrepreneurship. These partnerships will financially and logistically support the center's continued facilitation of education and research.
5.1 Guidelines for case challenge	1. The center will continue to host case challenges on an annual basis. The guidelines for the case challenge will be used but updated every year according to best practices and partner feedback.
5.2 Case development including social media presence and company mentoring	1. The center will continue to require case challenge participants to complete a social media video. Additionally, the center will continue provide students with company mentoring by leveraging its connections with experts in the sector.
5.3 Local case challenge events	1. The center will continue to host local case challenge events for students. These events will



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	be supported internally and by revenue generated by the center.
5.4 Joint publication on the case challenge results for disruptive business management	1. The center will publish the impact and/results of the winner of the annual case challenge. The publication will be disseminated within and outside of Nepal.
5.5 International conference on innovative entrepreneurship practices	N/A

3b. How have you ensured that the project's results will remain available and/or will be used by others? Please note that the duration of availability may be different for each result. The short term period is defined as the period during the implementation of the project and long term is defined as the period beyond the end of the project.

Activities/results	Availability of the activity/result - short term	Availability of the activity/result - long term
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	A hand copy of the status-quo report and gap analysis were immediately disseminated to relevant partners. These materials were also uploaded to the internal Teams account and disseminated to relevant actors (participants, experts, etc.).	A digital copy of the status-quo and gap analysis will be available to all interested via the Center's digital library. This concept applies for future status-quo and gap analysis reports.
1.2 Good practice catalogue EU	A digital copy is kept internally by TU/ICMS (no physical copy distributed).	A digital copy of the EU Good Practice Catalogue will be available on the Center's digital library.
1.3 Study visit	Digital reports of study visits (also integrated into status-quo and GAP analysis report) are kept internally, disseminated to relevant actors, and uploaded to Teams account.	Digital copies of study visit reports will be available on the Center's digital library.
2.1 Training plans and materials development	Digital copies of training plans and information regarding materials development are kept	Digital copies of training plans and materials development will be available for professors, center staff, and experts



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	internally and uploaded to Teams account.	engaged in training sessions and workshops implemented by the center. They will be stored in the center's digital library.
2.2 Human capacity building trainings	Digital copies of reports on human capacity building trainings are kept internally, disseminated to relevant actors (participants), and uploaded to Teams account.	Digital copies of reports on human capacity building will be stored in the center's digital library. These reports will be accessible to the public.
2.3 Creation of open educational resources	Open educational resources regarding entrepreneurship will be made accessible for students and relevant actors via the distribution of hard copy materials and digital copies. Students participating in the case challenge will also be provided a link to helpful open educational resources created by TU/ICMS. Furthermore, as these resources are developed, they will also be uploaded to the Teams account.	Digital copies of open educational resources will be readily available in the center's digital library. Open educational resources will have their own section in this library. Students and target groups will be encouraged to use these resources as part of the center's activities (research, coursework, etc.).
2.4 Regional Multiplier Events	Reports regarding regional multiplier events are kept internally, disseminated to relevant actors (participants, partners in the sector, etc.), and uploaded to the Teams account.	Digital copies of multiplier event reports will be accessible via the center's digital library for public use. Students and target groups will be encouraged to use these reports as part of activities (research, coursework, etc.) supported by the institution.
3.1 Technical needs identification	Materials regarding technical needs identification have been uploaded to the Teams account and distributed internally.	A digital technical installment/needs identification list will be available on the Center's digital platform. Here, those involved with the center can make recommendations regarding the technical needs of the center as well as view current technology available.



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3.2 Purchase and instalment	Technical reports regarding purchase and instalment are uploaded to the Teams account and distributed internally.	N/A
3.3 Roll-out test	A report on the process and outcomes of the roll-out test will be uploaded to Teams as well as distributed internally.	An updated list regarding the current functionality of the center's equipment will be available on the center's digital platform.
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	A list regarding all teaching, learning, research, and professional activities implemented through both the university structure and the center will be uploaded on Teams and updated regularly. This list will also be made available on the center's and university's digital platforms. Reports regarding results related to these activities will also be uploaded to Teams.	After EU funding, all activities implemented jointly by the centre and TU will be documented, advertised, and listed on the centers' and university's digital platform. The results of these activities will also be updated on the relevant digital platforms.
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	N/A	After EU funding, TU's operation, business, marketing, and sustainability plan will be evaluated for success. Specifically, goals and objectives outlined in the plan will be evaluated to gather results. The success of the plan (results) will be uploaded to Teams and disseminated to partners.
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	A list regarding all vocational education and research activities implemented through the centre will be uploaded on Teams and updated regularly. This list will also be made available on the center's digital platform. Reports regarding results related to these activities will also be uploaded to Teams.	After EU funding, all vocational education and research activities implemented by the centre will be documented, advertised, and listed on the center's digital platform. The results of these activities will also be updated on the relevant digital platforms.



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5.1 Guidelines for case challenge	Feedback and/or the results regarding the quality and success of the guidelines will be obtained during the project and uploaded to Teams accordingly.	After EU funding, the quality of any guidelines used for future case challenge guidelines will be evaluated. Quality reports will be made available to EU partners, staff, and uploaded to the digital platform (for transparency).
5.2 Case development including social media presence and company mentoring	Feedback and/or the results regarding the holistic case development process will be obtained during the project and uploaded to Teams accordingly. This feedback will largely be based on evaluation criteria and quality/indicator surveys.	After EU funding, the quality of the case development process will be evaluated through evaluation criteria and surveys. Quality reports will be made available to EU partners, staff, and uploaded to the digital platform (for transparency).
5.3 Local case challenge events	Feedback and/or the results regarding the quality and success of local case challenge events will be obtained during the project and uploaded to Teams accordingly.	After EU funding, the quality and success of local case challenge events will be evaluated. Quality reports and results will be made available to EU partners, staff, and uploaded to the digital platform (for transparency).
5.4 Joint publication on the case challenge results for disruptive business management	The joint publication of case challenge results will remain available on Teams, TU's social media accounts, and the website of TU and the centre.	Future joint publications of case challenge results will always be available on Teams, TU's social media accounts, and the website of TU and the centre.
5.5 International conference on innovative entrepreneurship practices	Feedback reports regarding the quality and success of the international conference will be gathered and uploaded to Teams accordingly.	Feedback reports will be uploaded to the centre's digital library.



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3c: Please describe the target groups and relevant stakeholders outside of the participating organizations. What was the project's impact on them, how did the results reach them and how the media can be used to attract interested parties who will want to replicate the results of the project.

Activities/results	Significant impact/ Dissemination channels (media)	Some impact/ dissemination channels (media)	Little impact/ dissemination channels (media)	No impact
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos) <i>Impact of project on target groups and external stakeholders</i>	<p>Impact on students and entrepreneurs (target groups): The status-quo analysis had a major impact on Nepali business students and entrepreneurs as they became more aware of the condition of innovative entrepreneurship in Nepal, learned from local case studies, and gained valuable insights from professionals in the field. Students and entrepreneurs also became more aware of the current challenges that need addressing.</p> <p>Impact on external stakeholders: Government authorities, and</p>			



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	members of business umbrella organizations were greatly impacted by the status-quo analysis as it allowed them to analyze current policy framework and identify setbacks and potential collaboration efforts.			
<p>Target groups/stakeholders</p> <p><i>Which target groups and how did the results reach them</i></p> <p><i>Future use of media</i></p>	<p>Students and entrepreneurs:</p> <p>Printed and digital copies</p> <p>Stakeholders:</p> <p>Printed and digital copies</p> <p>The media can be used to highlight the insights that are discovered while collecting data for the analysis.</p> <p>Interested parties will be attracted by these benefits/novel data.</p>			
1.2 Good practice catalogue EU		<p>Impact on students and entrepreneurs (target groups): The catalogue had a moderate impact on Nepali students and</p>		



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		entrepreneurs as it informed them of best practices in the field. However, more familiarity with the topic is necessary to increase impact.		
Target groups/stakeholders		<p>Students and entrepreneurs:</p> <p>Printed and digital copies</p> <p>The media can be used to demonstrate parallels between EU and Asian practices. This can attract future implementers.</p>		
1.3 Study visit	<p>Impact on external stakeholders:</p> <p>The study visits encouraged members of business umbrella organizations, the government, and other actors in the sector to discuss entrepreneurship in Nepal. These visits allowed stakeholders to come to new realizations and underline current difficulties.</p>			



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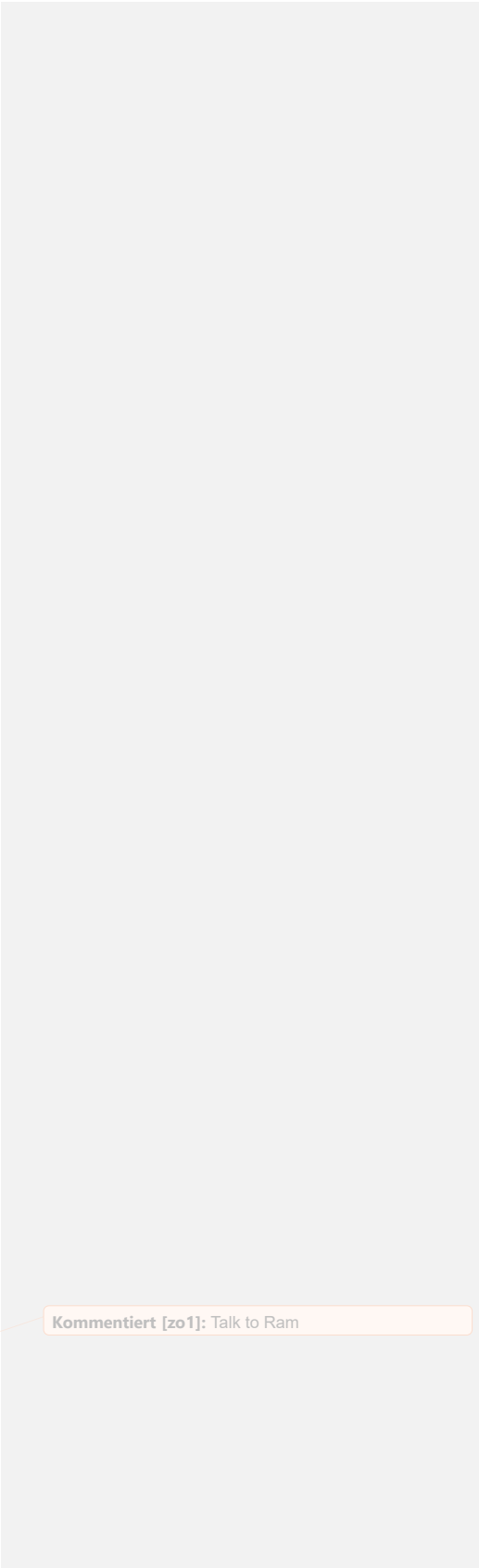
Target groups/stakeholders	<p>Stakeholders:</p> <p>Digital reports</p> <p>Media updates (Instagram and Facebook)</p> <p>The media can be used to portray the power study visits have in opening transparent and constructive dialogue on an issue.</p>			
2.1 Training plans and materials development				N/A - Internal operation (no external participants/feasible results)
Target groups/stakeholders				<p>N/A - Internal Operation (no external participants/feasible results)</p> <p>However, in the future, developed training plans and materials can be disseminated via the media to share with interested parties and encourage positive/structured replication.</p>
2.2 Human capacity building trainings	<p>Impact on students and entrepreneurs (target groups):</p> <p>The human capacity trainings had an extensive impact on</p>			



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	<p>business students and entrepreneurs. By absorbing information as well as practical experience, students and entrepreneurs became trained on how to advance entrepreneurship in Nepal. Similarly, members of the general public (aspiring or growing entrepreneurs) gained essential skills and information related to entrepreneurship.</p>			
Target groups/stakeholders	<p>Students and entrepreneurs:</p> <p>Certificates</p> <p>Reports</p> <p>The media can be used (blogs, social media, etc.) to share the positive outcomes of these training sessions (primarily from the student's perspective). This can attract future implementers.</p>			
2.3 Creation of open educational resources			<p>Students:</p> <p>Currently, reports (those resulting from status-quo</p>	



Kommentiert [zo1]: Talk to Ram



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			<p>analysis, multiplier events, study visits, etc.) have been informally used as OERs teach the sub-business module in TU's Bachelor in Computer Application (BCA) program. These students have been positively impacted and have become more aware of the relationship between IT and innovative business.</p> <p>However, TU intends to generate official OERs as the program progresses. The expected impact of these OERs on target groups and external stakeholders is very high.</p>	
Target groups/stakeholders			BCA Students:	



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			<p>Results of program reports have been integrated into course modules</p> <p>However, in the future target groups and external stakeholder will receive OERs via the centre's digital library, direct links, and physical copies.</p> <p>Furthermore, the media will be used to disseminate OERs and increase the reputation and popularity of the centre (those who use OERs will be more inclined to engage with centre).</p>	
<p>2.4 Regional Multiplier Events</p>	<p>Impact on students and entrepreneurs (target groups): Students and entrepreneurs gained substantial information regarding</p>			



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	<p>business entrepreneurship and were able to understand the field from diverse perspectives (private, government, women-owned, etc.).</p> <p>Impact on external stakeholders:</p> <p>Members of business umbrella organizations, the government, and the private sector were provided a space to interact with other actors in the sector. This space facilitated discussions on new topics related to entrepreneurship.</p>			
<p>Target groups/stakeholders</p>	<p>Students and entrepreneurs:</p> <p>Certificates</p> <p>Social media</p> <p>Stakeholders:</p> <p>Digital reports</p> <p>Social media</p> <p>In the future, positive outcomes of multiplier events can be shared via social media and blog posts to</p>			



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	attract future implementers.			
3.1 Technical needs identification				N/A - internal operation
Target groups/stakeholders				N/A - internal operation
3.2 Purchase and instalment				N/A - internal operation
Target groups/stakeholders				N/A - internal operation
3.3 Roll-out test				TBD. However, impact is expected to be high. Media will be heavily used to share positive outcomes of the equipment on students, entrepreneurs, and other target audiences.
Target groups/stakeholders				TBD (please see above).
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure				N/A - the centre has to be established. Expecting a high impact on target groups (students, entrepreneurs, etc.) and external stakeholders (business umbrella organizations and government authorities).
Target groups/stakeholders				Please see above.



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4.2 Operation, business, marketing and sustainability plan and definition of the liaisons				N/A (no feasible impact, results to be measured)
Target groups/stakeholders				Please see above.
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	TBD			
Target groups/stakeholders	TBD			
5.1 Guidelines for case challenge	TBD			
Target groups/stakeholders				
5.2 Case development including social media presence and company mentoring	TBD			
Target groups/stakeholders				
5.3 Local case challenge events	TBD			
Target groups/stakeholders				
5.4 Joint publication on the case challenge results for disruptive business management	TBD			
Target groups/stakeholders				
5.5 International conference on innovative entrepreneurship practices	TBD			



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Target groups/stakeholders				
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3d. What was the impact of the project at the local, regional, European and/or international levels? Please provide qualitative and quantitative indicators.

Activities/results	Impact of the activity/result at local level	Impact of the activity/result at regional level	Impact of the activity/result at European/international level
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	In Nepal, the analysis made stakeholders (government officials, members of business umbrella organizations, etc.) aware of current challenges in the sector. Additionally, the analysis encouraged stakeholders to learn from best practices and layout progress plans. Impact backed by direct quotes and novel findings in final report (indicator).	The analysis made Asian partner countries more educated on the current entrepreneurship situation in Nepal and pushed them to think about potential areas for collaboration.	At the international level, the analysis provided donors with information needed to identify urgent topic areas as well as success stories to amplify.
1.2 Good practice catalogue EU	In Nepal, the dissemination of the good practice catalogue enabled the team to integrate relevant and valuable methodologies and practices into program implementation and design.	At the regional level, the dissemination of the EU catalogue allowed Asian partners to gain a common understanding of program expectations and practices.	At the international level, the dissemination of the good practice catalogue helped program activities meet certain international expectations and procedures.
1.3 Study visit	In Nepal, the study visit allowed program participants to gain field exposure to the sector and gather	At the regional visit, the data from the study visit fed into reports used to inform Asian partners on	At the regional visit, the data from the study visit fed into reports used to inform international partners/donors on



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	<p>data. This data not only expanded the knowledge of program participants, but fed into the production of reports that work to educate citizens on the importance of entrepreneurship.</p> <p>Positive experiences backed by TU-initiated surveys (indicator).</p>	<p>current country contexts.</p>	<p>current country contexts.</p>
2.1 Training plans and materials development	<p>In Nepal, the creation of these plans and materials opened up the door for prominent organizations and other universities to increase activities regarding entrepreneurship.</p>	<p>Training plans and materials created opportunities for South Asian partners to learn from TU methodologies.</p>	<p>Training plans and materials created opportunities for international partners (EU) to learn from TU methodologies.</p>
2.2 Human capacity building trainings	<p>In Nepal, the human capacity building trainings provided students and growing entrepreneurs with the knowledge and skills needed to advance their careers. These trainings also empowered participants to advocate for progress in the sector.</p> <p>Positive experiences backed by TU-</p>	<p>The human capacity trainings increase the capacity of participants to analyze, understand, and advance entrepreneurship agendas in Asian regions.</p>	<p>The human capacity trainings increase the capacity of participants to effectively inform and educate the international community of entrepreneurship in Nepal and room for investment.</p>



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	initiated surveys (indicator).		
2.3 Creation of open educational resources	Currently, reports (those resulting from status-quo analysis, multiplier events, study visits, etc.) have been informally used as OERs teach the sub-business module in TU's Bachelor in Computer Application program. TU intends to generate more OERs as the program progresses.	Once the centre opens, OERs will be produced frequently to facilitate South Asian partner use and learning.	Once the centre opens, OERs will be produced frequently to facilitate international use and learning.
2.4 Regional Multiplier Events	In Nepal, these events had a vast impact as students and other participants (growing entrepreneurs, etc.) became aware of entrepreneurship efforts and/or challenges in regions and/or environments different from their own. Additionally, these events, through the knowledge shared by professionals, professionals, and the government, produced an extensive amount of valuable information on the state of entrepreneurship in Nepal. This gained information has made citizens more	The information gained from these events expanded Asian partner's awareness of local entrepreneurial contexts in Nepal.	The information gained and disseminated from these events allowed EU partners and the international community to gain a better and realistic understanding of the status of entrepreneurship in Nepal.

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	<p>informed on what needs to happen to expand opportunities and/or make progress in the sector.</p> <p>Positive experiences backed by TU-initiated surveys (indicator).</p>		
3.1 Technical needs identification	The technical needs identification allowed TU to conduct an effective assessment of the institution's capacity to successfully host a centre.	N/A	The technical needs assessment provided EU partners with information needed to advance TU's potential to technically host a centre. Furthermore, it provided the EU with an idea of what equipment partner countries in Asia often lack to host a centre.
3.2 Purchase and instalment	TBD	TBD	TBD
3.3 Roll-out test	TBD	TBD	TBD
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	TBD	TBD	TBD
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	The plan allowed for TU to ensure all internal program participants develop a common understanding and obtain a clear idea of program purpose/objectives. Furthermore, the plan provides a structure	N/A	The holistic plan provided EU partners with a detailed description of how TU plans to implement the project (logistics, timeline, structure, etc.) as well as continue it after funding. This plan provided clear expectations.

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	to internal participants regarding their role in current and future activities operated under the program (and after).		
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	TBD	TBD	TBD
5.1 Guidelines for case challenge	TBD	TBD	TBD
5.2 Case development including social media presence and company mentoring	TBD	TBD	TBD
5.3 Local case challenge events	TBD	TBD	TBD
5.4 Joint publication on the case challenge results for disruptive business management	TBD	TBD	TBD
5.5 International conference on innovative entrepreneurship practices	TBD	TBD	TBD



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of the European Union

3e. Please identify future national funding opportunities in order to secure the sustainability of the project results.

professionals, business professionals, business organizations (public and private), and government officials. The centre will charge an annual membership fee of \$10 to the public (non-government actors), business umbrella organizations, other universities and private actors.

2. Many INGOs and NGOs are active in economic development efforts in Nepal. With the help of faculty and students, the centre will develop proposals for funding.

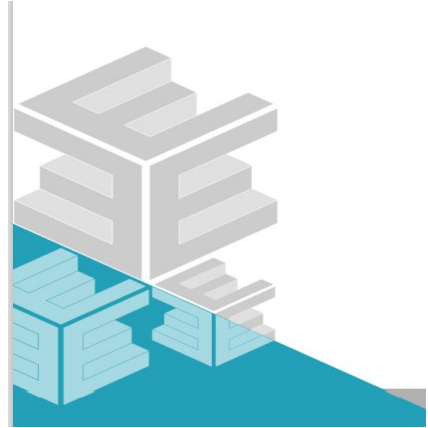
3f. Please describe methods for investigating possibilities for the inclusion of entrepreneurship into regular curricula at your HEIs.

Finance, and marketing. Centre faculty, with the support of TU, will approach these program faculties for mutual collaboration on the integration of entrepreneurship into course curricula.

2. The faculty's centre will work in tangent with business faculty to create entrepreneurship courses, work placements, workshops, and seminars that are hosted by the centre that students will be able to gain course credit for.



Project Acronym:	ENCORE
Full Project Title	Entrepreneurship Knowledge Centers to Foster Innovative Entrepreneurship Practices in Education and Research
Project No.:	61758-EPP-1-2020-1-AT-EPPKA2-CBHE-JP
Funding Scheme:	Erasmus+
Project Coordinator	FH JOANNEUM
Work Package	WP 7 Dissemination
Work Package Leader	Souphanouvong University
Document	Sustainability and Exploitation Strategy
Compiled by	Global College International, Kathmandu, Nepal
Document version	
Status	Ongoing



SUSTAINABILITY and EXPLOITATION STRATEGY

The ENCORE sustainability and exploitation plan is an official document intended to provide an effective strategy and framework for the adoption and exploitation of the ENCORE project results ensuring their sustainability beyond the end of the project. It presents the consortium's strategy and activities towards exploring the project's results, setting the targets, indicators, and milestones for ensuring the project results life after the completion of the project. Furthermore, the ENCORE sustainability plan specifies the relevant activities for exploitation and transfer of project results outside the original project network and duration, providing the relevant exploitation/sustainability activities of the partners' involvement in future exploitation activities, plans for promotion and valorization. The present document has been drafted having in mind the following EU's definition of a project sustainability plan: "a project is sustainable when it continues to deliver benefits to the project beneficiaries and/or other constituencies for an extended period after the Commission's financial assistance has been terminated". Exploitation is an ongoing process, and the present document will be updated by the ENCORE consortium every 6 months.

1. MOTIVATION and COMMITMENT

ENCORE promotes entrepreneurship education at universities in Bhutan, Nepal, and Laos to foster long-term and professional business development. The incorporation of advanced learning tools aims to improve the ability to identify and develop disruptive business ideas, as well as to strengthen collaboration between universities and businesses. The European Commission is co-funding the three-year Erasmus+ project on capacity building in higher education.

Bhutan, Nepal, and Laos are grappling with critical social issues such as economic inequalities, educational gaps, and (youth) unemployment at various stages of development. All of these facts impede the countries' development. Entrepreneurship is becoming increasingly important in addressing these challenges. Creating a robust entrepreneurship ecosystem on campus and beyond academic boundaries to foster collaboration between academia and business is therefore critical to long-term growth. Despite this wave of innovation, there is a scarcity of disruptive and professionally developed ideas for building long-term, profitable businesses for the benefit of the entire population.

To respond to current educational trends and develop future changemakers, higher education institutions must update their physical infrastructure and support additional teaching capacity. ENCORE aims to bridge this gap by increasing awareness of the concept of entrepreneurship education and development, thereby fostering innovation at universities in Bhutan, Nepal, and Laos. Although students and graduates are the primary target group for ENCORE, it also addresses researchers and non-academic university employees, as well as entrepreneurs.

2. EXPLOITATION and SUSTAINABILITY ACTIVITIES

WP 1. Status-quo analysis of the status of entrepreneurship efforts in Bhutan, Nepal and Laos including a good practice catalogue EU.

Activities/results of the project	Exploitation and sustainability activities			
WP 1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Describe the exploitation and sustainability activities which will be undertaken by "Global College International": Activity 1: the methodology will be used internally in order to use it in similar studies Activity 2: How will the national authorities and external stakeholders be involved in the respective activity:			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	Nepalese Social Researchers/ Social Scientist	<ul style="list-style-type: none"> Data Collection Focus Group Discussions (FGD) 	Scientific Research Report Writing	Dissemination of scientific research reports and Information'.
		<ul style="list-style-type: none"> Environment Study of Nepalese Entrepreneurship 		Dissemination of articles, and researches through social media, and newsletter
Nepalese Policymakers	<ul style="list-style-type: none"> National Policy Analysis Comparative study of national policy 	Finding loop holes of current policies and its execution in the sector of Nepalese	Providing the training based on findings	

		of Nepal and other nations.	Entrepreneurship	
	National level Entrepreneurs	<ul style="list-style-type: none"> Sharing their life Experience and examining the problems that they have faced. 	Implementing the research study's findings and recommendation in their business and enterprise.	Disseminating the ideas of this research study while launching their new business or products
	Newbie Entrepreneurs	<ul style="list-style-type: none"> Sharing experience as a young entrepreneurs. 	Practicing the findings and recommendation of the research study in their newly formed enterprise	
WP 1.2 Good Practice Catalogue	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of GCI</p> <p>Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education</p> <p>Activity 3: use of the results in order to produce scientific papers</p> <p>How will the national authorities and external stakeholders be involved in the respective activity</p>			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	Scholars/ Students	Experience sharing related to entrepreneurship through words-of-mouth.	Writing articles for Facebook page, Entrepreneurship focused in-house as well as outhouse Magazines and Blog Posts	Use the results for their academic thesis creation

	Entrepreneurship Practitioner/ Management Committee/ In-house policy- makers of GCI	Create new scholastic policy for the betterment of entrepreneurship study at the institution.	Disseminating reports among stakeholders, shareholders and other concerned authorities connected with the institution.	Use the outcomes to produce scientific planning and strategy based research reports.								
	Academic Staffs/ Academicians	Use the documents as a resource material or use that published scientific research report as a resource book	Sharing knowledge through ECA works, workshops activities as well as lectures etc.	Outcomes are available to use in Ph.D. level study by all the academic staffs of GCI.								
	Social Researchers	Using the documents for creating the new teaching-learning process in the field of entrepreneurship.	Disseminating their research findings through scholastic seminars, presentations and trainings etc.	Available for any researchers who are interested to carry out at least national level research study in the field of entrepreneurship and entrepreneurship education.								
<p>Exploitation and sustainability activities which will be undertaken by my organization</p> <p>Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching program of GCI</p> <p>Activity 2: use of the results in order to produce scientific papers and studies</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p> <table border="1"> <thead> <tr> <th>External stakeholder/national authority</th> <th>Activity 1</th> <th>Activity 2</th> <th>Activity 3</th> </tr> </thead> <tbody> <tr> <td> <ul style="list-style-type: none"> Industry Guide from Chaudhary Groups Industry Guide from Patan Micro- </td> <td>Industrial Visit to CG park and Patan Industrial Sector for Undergraduate (BBA)</td> <td>Production Analysis (Creation of a product, How quality assurance of a product is done, and how</td> <td>Individual Market Reflection Report Creation</td> </tr> </tbody> </table>					External stakeholder/national authority	Activity 1	Activity 2	Activity 3	<ul style="list-style-type: none"> Industry Guide from Chaudhary Groups Industry Guide from Patan Micro- 	Industrial Visit to CG park and Patan Industrial Sector for Undergraduate (BBA)	Production Analysis (Creation of a product, How quality assurance of a product is done, and how	Individual Market Reflection Report Creation
External stakeholder/national authority	Activity 1	Activity 2	Activity 3									
<ul style="list-style-type: none"> Industry Guide from Chaudhary Groups Industry Guide from Patan Micro- 	Industrial Visit to CG park and Patan Industrial Sector for Undergraduate (BBA)	Production Analysis (Creation of a product, How quality assurance of a product is done, and how	Individual Market Reflection Report Creation									

WP 1.3 Study Visit	entrepreneurial Industry	students from GCI	packaging is done) Market Analysis (Nationwide Distribution of Product, Advertisement Strategy)	Presentation of report evaluated by the expert panels
	<ul style="list-style-type: none"> Market Analyst Subject Experts and Lecturers 	Presentation on Marketing Management	Research on 'The 7 P's of Marketing along with the product demonstration'.	
	<ul style="list-style-type: none"> New Business Age The College Reader 	Awarded with two international awards	Top 5 business schools for MBA in Nepal Best Emerging Business College of the Year – 2022	Institution with Research focused business study

WP 2. Entrepreneurship Knowledge Transfer / Capacity Building of trainers and students

Activities/results of the project	Exploitation and sustainability activities
	<p>Describe the exploitation and sustainability activities which will be undertaken by "Global College International":</p> <p>Activity 1: the methodology will be used internally in order to use it in similar studies</p> <p>Activity 2:</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>

	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
WP 2.1 Training plans and material development	Social Researchers Research Scholars	The methodology will be used for personal research study similar to this study.	Nepalese social scientists can directly be involved in material development by doing more research on the Nepalese entrepreneurship education by finding research gap in existing research report.	Publishing proper scientific papers from time to time finding the solutions for the problems that arises in the field of entrepreneurship during that period.
		The methodology will be used for disseminating the information that is found in further research study.		
WP 2.1 Training plans and material development	Students and Teachers	The methodology will be used for scientific teaching-learning processes inside the institutions	Student can get involved as an interns, volunteers Teachers can get involved as centers members or trainer (if taken ERASMUS+ training) to train and plan the training materials.	Experimenting the entrepreneurship based ideas to come up with rational executive plans
	Entrepreneurs and Policy-makers	This methodology will be used for carrying out the study of gap analysis in current policy of Nepalese entrepreneurship study	Entrepreneurs and policy-makers can directly be involved in developing entrepreneurial material by applying the outputs of the research. Similarly, policy makers can get involved in solving the entrepreneurial	Practicing the policy in dummy form (as a dummy project) before executing it formally at national level.

			problems found by the research.	
WP 2.2 Human capacity building trainings	<p>Exploitation and sustainability activities which will be undertaken by Global College International</p> <p>Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of GCI</p> <p>Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education</p> <p>Activity 3: use of the results in order to produce scientific papers</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	Management Committee and Shareholders	Executing scientifically verified approaches to create Management Plans	Create a platform at the institution for executing student centric programs related to business, marketing and product creation.	Use the results for a comparative analysis of entrepreneurial management education.
	<ul style="list-style-type: none"> Professors Lecturers Trainers 	Since this research is centered on evidence, problems, data, and solutions rather than theories, use the documents as a practical means of teaching and learning.	Organize an in-house research focused presentation or comparative research case study, relating it to the findings and further recommendation of this international research study.	Prepare a scientific research/case study paper and present it in academic or research conferences.
<ul style="list-style-type: none"> Scholars Researchers Entrepreneurship Practitioner 	For further scientific research in uplifting the quality assurance of entrepreneurship teaching-	Create flexible environment for students and other guest scholars of institution to carryout scientific social experiments on	Prepare solo or group quality assured research study that could have impact on wide range	

		learning program	entrepreneurial ideas that they possess and assure not to respect the copyright/ patent rights policy of their ideas and products	throughout the nation or at least within your area, district or state.
	Investors	Create donation plans as per the outcomes of the research for further execution	Help in material arrangement for making proper environment for proper dissemination of research outcomes for student awareness campaign	Organize scientific research study focused campaign to boost research activities of the professors, lecturers, students and other stakeholders of the institution.
WP 2.3 Creation of Open Educational Resources	Exploitation and sustainability activities which will be undertaken by my organization:			
	Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of GCI			
	Activity 2: use of the results in order to produce scientific papers and studies			
How will the national authorities and external stakeholders be involved in the respective activity:				
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	Shareholders and Management Committee	Creating accessible environment to latest highly prescribed scientific educational books and other resources	Shareholders and management committee can use the results of research report to come up with similar kinds of educational resources to create open educational resources.	-

	Parents	Know the scope of reliable jobs for their children or even themselves in the field through that scientific research documents.	Report should be used to come up with family business concepts to help their upcoming generations to create job security.	-	
	Investors	Get concrete idea of the business field regarding why and where to invest as a business investor by knowing threats and opportunities of that business and ground-based entrepreneurial policies of Nepal	Use this article to create analysis-based research reports on Nepalese investment scenarios in the subject of Nepalese entrepreneurship.	Increases the validity and reliability of investment activities.	
				Also validate the reasonable security of the investment for the investors.	
	Policy Makers	The outcomes of this research documents can be used by policy makers to come up with business school friendly policies so that it could have a huge impact on development of entrepreneurs and entrepreneurial ideas in Nepal.			
	Researchers & Trainers	Train the outcomes of research study to the students, trainee and other interested ones.	Use the existing recommendation as a hypothesis of next research study.	Researcher can train the outcomes of their research to others as a trainer and come up with new problems that could be used as problems for the next research study.	
Students	Use the published	Can use the outcomes of this			

		research as a resource materials.	research report for various entrepreneurial researches and activities.	Best to use for case study and comparative study of any national and international issues.	
<p>WP 2.4 Regional Multiplier Events</p>	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of GCI</p> <p>Activity 2: use of the results in order to produce scientific papers and studies</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>				
External stakeholder/national authority		Activity 1	Activity 2	Activity 3	
Students		Use provide document as a source of business planning training.	Create further entrepreneurial activities based on that trainings and create a research focused case study paper.	Publish either regionally, nationally or if possible internationally	
Academic Co-workers		Use the documents as a practical tool of teaching and learning because this research is focused on evidence, problems, data, and answers rather than theories.	Prepare a scientific research/case study paper and present it in academic or research conferences.	Publish either regionally, nationally or if possible internationally	
Policy-makers		Policymakers can help solve the entrepreneurship difficulties	The outcomes of this research documents can be used by policy makers to come up with business		

		discovered by the research.	school friendly policies so that it could have a huge impact on the development of entrepreneurs and entrepreneurial ideas in Nepal.		
	Donors	Provide donation according to that valid reliable content of upcoming multiplier event that is going to be held during specific given time.	Creating accessible environment to latest highly prescribed scientific educational books and other resources		
	Institute's Authorities	Provide contemporary entrepreneurship research materials for study for the institution's library.			

WP 3. Technical Instalment of the Entrepreneurship Knowledge Centers

Activities/results of the project	Exploitation and sustainability activities		
WP 3.1 Technical Needs identification	Global College International		
WP 3.2. Purchase and Instalment	<p>Describe the exploitation and sustainability activities which will be undertaken by “<i>Global College International</i>”:</p> <p>Activity 1: the methodology will be used internally in order to use it in similar studies</p> <p>Activity 2:</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>		
	External stakeholder/national authority	Activity 1	Activity 2
	Institution's Administration (Budget Planner)	Planning and Budgeting	National authorities are involved in this activity as they are the one who creates National Budget.
		Internal Budget Planning	

WP 3.3 Roll-out test	Exploitation and sustainability activities which will be undertaken by my organization:			
	Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of FHJ			
	Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education			
	Activity 3: use of the results in order to produce scientific papers			
How will the national authorities and external stakeholders be involved in the respective activity:				
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	Training and Research	Human resource creation	Marketing of services we provide.	Publish either regionally, nationally or if possible internationally
	Students and Institute's Administration	Disseminating information through social media, pamphlets etc.	Words-of-Mouth, and good Public Relations	Publish in a regional level.

WP4. Operational integration of the entrepreneurship knowledge centers (EKC) for vocational

Activities/results of the project	Exploitation and sustainability activities			
<p>WP 4.1 Official Integration of the knowledge centers for vocational education and research in the university structure</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by “my organization”:</p> <p>Activity 1: the methodology will be used internally in order to use it in similar studies</p> <p>Activity 2:</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	Nepalese Social Scientist	Use the documents to create practical tool of teaching and learning	Policy making National Problem Solving	-
	Entrepreneurship Activist	Entrepreneurial Problem-solving Activities	Entrepreneurial Decision Making process	Help to create sustainable environment to strengthen entrepreneurial knowledge centers for vocational education and research.
	Government	Job Creation	Budgeting to new entrepreneurial ideas	Nationwide Vocational Training

<p>4.2 Operation, business, marketing and sustainability plan and definition of the liaisons</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by “Global College International”: Activity 1: the methodology will be used internally in order to use it in similar studies Activity 2: How will the national authorities and external stakeholders be involved in the respective activity:</p>			
	External stakeholder/national authority	Activity 1	Activity 2	
Nepalese Researcher and Social Scientist	<ul style="list-style-type: none"> • Content Marketing • Social Media Marketing • Email Marketing 	For a stable marketing, researchers will conduct research seminars, National and International research conferences annually.		
Marketing Managers	Create marketing strategy under available marketing budgets of the institutions			
	Public Relations			
<p>WP 4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research</p>	<p>Exploitation and sustainability activities which will be undertaken by my organization: Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of GCI Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education Activity 3: use of the results in order to produce scientific papers How will the national authorities and external stakeholders be involved in the respective activity:</p>			
External stakeholder/national authority	Activity 1	Activity 2	Activity 3	
Trainers	Training as per the findings of reports	Disseminating it through official Social media pages (Facebook, LinkedIn) of GCI.		
Students	Practicing trained activities in In cube center	Finding out new things in the field of entrepreneurship basing the	Find out the solutions for the newly emerging problems	

			existing data of our research.	taking help of this research reports.
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WP 5. Innovative Entrepreneurship Case Challenge – An interactive method to enhance motivation and knowledge on an international level

Activities/results of the project	Exploitation and sustainability activities		
WP 5.1 Guidelines for case challenge	<p>Describe the exploitation and sustainability activities which will be undertaken by “Global College International”:</p> <p>Activity 1: the methodology will be used internally in order to use it in similar studies</p> <p>Activity 2:</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>		
	External stakeholder/national authority	Activity 1	Activity 2
	Teachers/ Lecturers and Case Challenge Trainers	Use the documents to create practical tool of teaching and learning	Providing relevant data
	Trainers	Train as per the problems found.	Making the use of that relevant data to help create report.

<p>5.2 Case development including social media presence and company mentoring</p>	<p>Describe the exploitation and sustainability activities which will be undertaken by “my organization”:</p> <p>Activity 1: the methodology will be used internally in order to use it in similar studies</p> <p>Activity 2:</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>		
	External stakeholder/national authority	Activity 1	Activity 2
	<p>Assigned Local Case Challenge Trainers</p>	<p>Assist the participants as per guidelines set by ENCORE committee.</p>	<p>They will be involved as a mentor.</p> <p>Some of them may take part as an informal participants.</p>
	<p>Subject Experts</p>	<p>Assures/ Insures the quality of the developed cases as per criteria of ERASMUS+</p>	<p>Marking and providing experience of real market scenario of Nepal.</p>
<p>Students</p>	<p>Case Study research as per methodology prescribed by ENCORE Committee.</p>	<p>Research Publication and presentation in national and international research conferences.</p>	
	<p>Exploitation and sustainability activities which will be undertaken by my organization:</p> <p>Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of GCI</p> <p>Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education</p> <p>Activity 3: use of the results in order to produce scientific papers</p> <p>How will the national authorities and external stakeholders be involved in the respective activity:</p>		

WP 5.3 Local case challenge events	External stakeholder/national authority	Activity 1	Activity 2
	Students	Using data for imperial business research activities	All social media they are affiliated to.
	Assigned Local Case Challenge Trainers	Use data to create practical problem oriented business cases.	All social media and official website of the institutions they are affiliated to.
	Judgement Juries	According to criteria made by the organizer committee as per the guidelines of ENCORE.	All national medias, e-magazines, radios and social medias, along with official website of the institution.
WP 5.4 Joint publication on the case challenge results for disruptive business management	Exploitation and sustainability activities which will be undertaken by my organization:		
	Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of GCI		
	Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education		
	Activity 3: use of the results in order to produce scientific papers		
How will the national authorities and external stakeholders be involved in the respective activity:			
External stakeholder/national authority	Activity 1	Activity 2	Activity 3
Students	Use the outcomes of existing ENCORE entrepreneurship results for further ground-based empirical research	College Business Case Challenge Presentation Competition	Publish in a reliable and renowned National or international research journals
Supervisor	Supervise in data validity and quality assurance	Pamphlets, Marketing Articles etc.	Disseminating the published reports to other colleges and intuitions.

	<p>Publisher</p>	<p>Publicize throughout its areas as much as possible in the name of EU affiliated student based empirical case- study.</p>	<p>Make available of this magazines in institution's library. Give easy excess to international student and Universities.</p>	<p>Allow others to use the data by allowing reliable DOI numbers for that paper.</p>
<p>WP 5.5 International conference on innovative entrepreneurship practices</p>	<p>Exploitation and sustainability activities which will be undertaken by my organization: Activity 1: internal dissemination and use of the document in order to implement the outcomes in the teaching programme of GCI Activity 2: inhouse dissemination to increase awareness among students of entrepreneurship education Activity 3: use of the results in order to produce scientific papers How will the national authorities and external stakeholders be involved in the respective activity:</p>			
<p>External stakeholder/national authority</p>		<p>Activity 1</p>	<p>Activity 2</p>	<p>Activity 3</p>
<p>Conference Coordinator</p>		<p>Disseminating information of outcomes and how that research is taken time to time throughout the period of research conference.</p>	<p>Facebook live Other social medias and official website of the institutions. Regional and National media.</p>	<p>Use the findings and recommendations to create plans for further research conference topic.</p>
<p>Student researchers</p>		<p>Through presentation of their findings in international conferences with logical recommendations.</p>	<p>Social Media Words-of-mouth Publishing articles based on their personal experience while carrying out this case-study research.</p>	<p>Applying for grant research programs funded by different international organizations.</p>

	Guest Researchers	Disseminate information of this research outcomes in their respective institutions	Words-of-mouth Newsletter of their institutions Email marketing etc.	Create and publish comparative research focused papers based on the data published in this research.
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3. IMPACT of ENCORE and it's results

3a. which activities and results will be maintained after the end of the EU funding? How will these activities be implemented and supported?

Activities/results	Implementation after the end of the project
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	The report will be used as a guidelines for further project activities such as training, research and idea generations.
1.2 Good practice catalogue EU	The report will be used as a guidelines for further project activities such as training, research and idea generations.
1.3 Study visit	The report will be used as a guidelines for further project activities such as training, research and idea generations.
2.1 Training plans and materials development	Materials will be used as contents for trainings.
2.2 Human capacity building trainings	Engage trainees in providing trainings and other project activities.
2.3 Creation of open educational resources	Websites will be promoted.
2.4 Regional Multiplier Events	Frequent running of training events
3.1 Technical needs identification	Will be adding up more equipment in future
3.2 Purchase and instalment	Will be adding up more equipment in future
3.3 Roll-out test	Already done and promoted in social media
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Integration of regular academic operations with incubation center

4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	Will be maintained and updated
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	Will be maintained and updated
5.1 Guidelines for case challenge	Will be maintained and updated
5.2 Case development including social media presence and company mentoring	Will be maintained and updated
5.3 Local case challenge events	Will be maintained and updated
5.4 Joint publication on the case challenge results for disruptive business management	Will be maintained and updated
5.5 International conference on innovative entrepreneurship practices	Will be maintained and updated

3b. How have you ensured that the project's results will remain available and/or will be used by others? Please note that the duration of availability may be different for each result. The short term period is defined as the period during the implementation of the project and long term is defined as the period beyond the end of the project.

Activities/results	Availability of the activity/result - short term	Availability of the activity/result - long term
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Websites/booklets	Websites/booklets
1.2 Good practice catalogue EU	Websites/booklet	Websites/booklet
1.3 Study visit	Websites/booklet	Websites/booklet
2.1 Training plans and materials development	Websites/booklet	Websites/booklet
2.2 Human capacity building trainings	Online/physical	Online/physical

2.3 Creation of open educational resources	website	website
2.4 Regional Multiplier Events	Website/social media	Website/social media
3.1 Technical needs identification	Project documentations	Incubation documentations
3.2 Purchase and instalment	Project documentations	Project documentations
3.3 Roll-out test	Social media	Social media
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Website/project documentation/social media	Website/project documentation/social media
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	Website/project documentation/social media	Website/project documentation/social media
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	Website/project documentation/social media	Website/project documentation/social media
5.1 Guidelines for case challenge	Website/project documentation/social media	Website/project documentation/social media
5.2 Case development including social media presence and company mentoring	Website/project documentation/social media	Website/project documentation/social media
5.3 Local case challenge events	Website/project documentation/social media	Website/project documentation/social media
5.4 Joint publication on the case challenge results for disruptive business management	Website/project documentation/social media	Website/project documentation/social media
5.5 International conference on innovative entrepreneurship practices	Website/project documentation/social media	Website/project documentation/social media

3c: Please describe the target groups and relevant stakeholders outside of the participating organizations. What was the project's impact on them, how did the results reach them and how the media can be used to attract interested parties who will want to replicate the results of the project.

Activities/results	Significant impact/ Dissemination channels (media)	Some impact/ dissemination channels (media)	Little impact/ dissemination channels (media)	No impact
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Conferences and Trainings	Social media pages.	Words-of-Mouth	—
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing, youth networking and training programs. etc.</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional marketing strategy, Public Relations etc.</i>	—
1.2 Good practice catalogue EU				
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing, youth networking and</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional marketing strategy,</i>	—

	<i>training programs. etc.</i>	<i>partners of this projects, website of GCI).</i>	<i>Public Relations etc</i>	
1.3 Study visit				
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing, youth networking and training programs. etc.</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional marketing strategy, Public Relations etc.</i>	
2.1 Training plans and materials development				
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing, youth networking and training programs. etc.</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional marketing strategy, Public Relations etc.</i>	
2.2 Human capacity building trainings				
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing,</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional</i>	

	<i>youth networking and training programs. etc.</i>	<i>post, sharing of the post by the affiliated partners of this projects, website of GCI).</i>	<i>marketing strategy, Public Relations etc.</i>	
2.3 Creation of open educational resources				
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing, youth networking and training programs. etc.</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional marketing strategy, Public Relations etc.</i>	
2.4 Regional Multiplier Events				
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing, youth networking and training programs. etc.</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional marketing strategy, Public Relations etc.</i>	
3.1 Technical needs identification				

Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and training programs. etc.</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).results reach them</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy, Public Relations etc.</i></p>	
3.2 Purchase and instalment				
Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and training programs. etc.</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy, Public Relations etc.</i></p>	
3.3 Roll-out test				
Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and training programs. etc.</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy, Public Relations etc.</i></p>	

4.1 Official Integration of the knowledge centers for vocational education and research in the university structure				
Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and training programs. etc.</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy, Public Relations etc.</i></p>	<hr/>
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons				
Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and training programs. etc.</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy, Public Relations etc.</i></p>	<hr/>
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)				

Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and training programs. etc.</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).results reach them</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy, Public Relations etc.</i></p>	
5.1 Guidelines for case challenge				
Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and training programs. etc.</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy, Public Relations etc.</i></p>	
5.2 Case development including social media presence and company mentoring				
Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy,</i></p>	

	<i>training programs. etc.</i>	<i>partners of this projects, website of GCI).</i>	<i>Public Relations etc.</i>	
5.3 Local case challenge events				
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing, youth networking and training programs. etc.</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional marketing strategy, Public Relations etc.</i>	
5.4 Joint publication on the case challenge results for disruptive business management				
Target groups/stakeholders	<i>Youths from: 18-35 Result reached through social media marketing, youth networking and training programs. etc.</i>	<i>Target group: 16-45 Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).</i>	<i>Targeted group: Youths from 18- 35 Result reached: Traditional marketing strategy, Public Relations etc.</i>	
5.5 International conference on innovative entrepreneurship practices				

Target groups/stakeholders	<p><i>Youths from: 18-35</i></p> <p><i>Result reached through social media marketing, youth networking and training programs. etc.</i></p>	<p><i>Target group: 16-45</i></p> <p><i>Result reached (Page liked by them, boosting of the post, sharing of the post by the affiliated partners of this projects, website of GCI).results reach them</i></p>	<p><i>Targeted group: Youths from 18- 35</i></p> <p><i>Result reached: Traditional marketing strategy, Public Relations etc.</i></p>	
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3d. what was the impact of the project at the local, regional, European and/or international levels? Please provide qualitative and quantitative indicators.

Activities/results	Impact of the activity/result at local level	Impact of the activity/result at regional level	Impact of the activity/result at European/international level
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Excellent	Excellent	Excellent
1.2 Good practice catalogue EU	Excellent	Excellent	Excellent
1.3 Study visit	Excellent	Excellent	Excellent
2.1 Training plans and materials development	Excellent	Excellent	Excellent
2.2 Human capacity building trainings	Excellent	Excellent	Excellent
2.3 Creation of open educational resources	Excellent	Good	Excellent

2.4 Regional Multiplier Events	Excellent	Excellent	Excellent
3.1 Technical needs identification	Excellent	Good	Excellent
3.2 Purchase and instalment	Excellent	Good	Excellent
3.3 Roll-out test	Excellent	Good	Excellent
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Excellent	Good	Excellent
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	Excellent	Excellent	Excellent
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	Excellent	Excellent	Excellent
5.1 Guidelines for case challenge	Excellent	Excellent	Excellent
5.2 Case development including social media presence and company mentoring	Excellent	Good	Excellent
5.3 Local case challenge events	Excellent	Good	Excellent
5.4 Joint publication on the case challenge results for disruptive business management	Excellent	Good	Excellent
5.5 International conference on innovative	Excellent	Excellent	Excellent

entrepreneurship practices			
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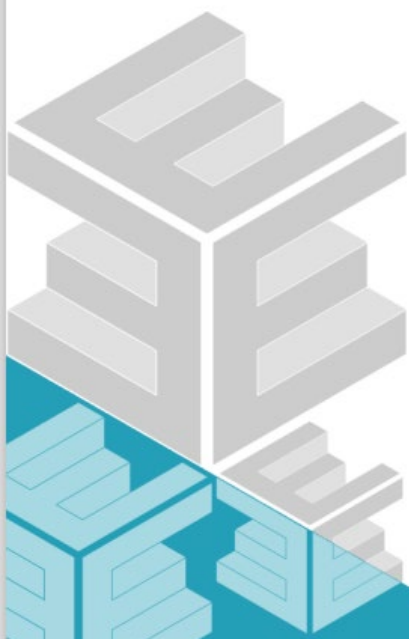
3e. please identify future national funding opportunities in order to secure the sustainability of the project results.

- **Paid Trainings**
- **International Conferences**
- **Publishing research on In-house Research Magazines and selling them both nationally and internationally.**
- **Voluntary donations from stakeholders**

3f. please describe methods for investigating possibilities for the inclusion of entrepreneurship into regular curricula at your HEIs.

- **Focus Group Discussion**
- **Environment Analysis**
- **Integrating business theories to practical aspects**
- **Organizing pitching events**
- **Guest lecture series from entrepreneurs**
- **Providing platforms for practicing entrepreneurships**
- **Entrepreneurship books, journals, magazines and other relevant materials**

Project Acronym:	ENCORE
Full Project Title	Entrepreneurship Knowledge Centers to Foster Innovative Entrepreneurship Practices in Education and Research
Project No.:	61758-EPP-1-2020-1-AT-EPPKA2-CBHE-JP
Funding Scheme:	Erasmus+
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Work Package	WP 7 Dissemination
Work Package Leader	Souphanouvong University
Document	Sustainability and Exploitation Strategy
Compiled by	Faculty of Economics and Tourism (FET), Souphanouvong University.
Document version	Version 1
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SUSTAINABILITY and EXPLOITATION STRATEGY

The ENCORE sustainability and exploitation plan is an official document intended to provide an effective strategy and framework for the adoption and exploitation of the ENCORE project results ensuring their sustainability beyond the end of the project. It presents the consortium's strategy and activities towards exploiting the project's results, setting the targets, indicators, and milestones for ensuring the project results life after the completion of the project. Furthermore, the ENCORE sustainability plan specifies the relevant activities for exploitation and transfer of project results outside the original project network and duration, providing the relevant exploitation/sustainability activities of the partners' involvement in future exploitation activities, plans for promotion and valorization. The present document has been drafted having in mind the following EU's definition of a project sustainability plan: "a project is sustainable when it continues to deliver benefits to the project beneficiaries and/or other constituencies for an extended period after the Commission's financial assistance has been terminated". Exploitation is an ongoing process, and the present document will be updated by the ENCORE consortium every 6 months.

1. MOTIVATION and COMMITMENT

ENCORE promotes entrepreneurship education at universities in Bhutan, Nepal, and Laos to foster long-term and professional business development. The incorporation of advanced learning tools aims to improve the ability to identify and develop disruptive business ideas, as well as to strengthen collaboration between universities and businesses. The European Commission is co-funding the three-year Erasmus+ project on capacity building in higher education.

Bhutan, Nepal, and Laos are grappling with critical social issues such as economic inequalities, educational gaps, and (youth) unemployment at various stages of development. All of these facts impede the countries' development. Entrepreneurship is becoming increasingly important in addressing these challenges. Creating a robust entrepreneurship ecosystem on campus and beyond academic boundaries to foster collaboration between academia and business is therefore critical to long-term growth. Despite this wave of innovation, there is a scarcity of

disruptive and professionally developed ideas for building long-term, profitable businesses for the benefit of the entire population.

To respond to current educational trends and develop future changemakers, higher education institutions must update their physical infrastructure and support additional teaching capacity. ENCORE aims to bridge this gap by increasing awareness of the concept of entrepreneurship education and development, thereby fostering innovation at universities in Bhutan, Nepal, and Laos. Although students and graduates are the primary target group for ENCORE, it also addresses researchers and non-academic university employees, as well as entrepreneurs.

2. EXPLOITATION and SUSTAINABILITY ACTIVITIES

WP 1. Status-quo analysis of the status of entrepreneurship efforts in Bhutan, Nepal and Laos including a good practice catalogue EU.

Activities/results of the project	Exploitation and sustainability activities			
WP 1.2 Good Practice Catalogue	Exploitation and sustainability activities that have been and will be undertaken by Souphanouvong University:			
	Activity 1: Dissemination of the good practice document to Chamber of Commerce in Northern Lao PDR			
	Activity 2: Distribution of the good practice catalogue to academic staffs and entrepreneurship professors for HIES			
	Activity 3: Applied research publication based on the good practice catalogue			
Engagement of national authorities and external stakeholders in the respective activities:				
	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3
	External stakeholder/ national authority 1	Chambers of commerce – The good practices catalogue developed by the European HIES on entrepreneurship education will be applied to help promoting the Lao entrepreneurship ecosystem and improve a better entrepreneurship training and research in HEIS in Lao PDR	FET Students- With this good practices is available in our entrepreneurship knowledge center and libraries of Souphanouvong University, the students will learn another practical entrepreneurship course from HIES in Europe for applying for Lao cases.	Lao Researchers – This publication will be a data source for contributing to another researchers to apply methodology for certain entrepreneurship studies in specific area, including tourism, agriculture..etc
	External stakeholder/national authority 2	Related Government Department –This best practices catalogue developed by the European universities in promoting entrepreneurship knowledge for entrepreneurship policy makers.	Faculties in SU –This document will help other professors from other faculties to access a good practice catalogue to develop their teaching plan of entrepreneurship developed by European Institution partners	Other researchers – The published work can be used as referent by another researchers for future studies

	External stakeholder/national authority 3			
WP 1.3 Study Visit	<p>Exploitation and sustainability activities that have been and will be undertaken by Souphanouvong University:</p> <p>Activity 1: Internal usage of the videos in the teaching entrepreneurial programs</p> <p>Activity 2: Use of the videos in the entrepreneurship training programs</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p>			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	External stakeholder/national authority 1	SU-Students – The videos will be used in the delivery of entrepreneurship training program at SU	Vocational trainings – The participants will learn relevant entrepreneurship studies from our training materials and meeting entrepreneurship specialists	
	External stakeholder/national authority 2	Academics – The videos will be a good source for the academic staff of SU when they applying for developing entrepreneurship lesson plan	Entrepreneurship Association and NGOs – The videos can be distributed to different business agencies and another non-profit organization to benefit from the VDOs	
	External stakeholder/national authority 3			

WP 2. Entrepreneurship Knowledge Transfer / Capacity Building of trainers and students

Activities/results of the project	Exploitation and sustainability activities
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<p>WP 2.1 Training plans and material development</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Souphanouvong University:</p> <p>Activity 1: Internal usage of the training materials in the teaching entrepreneurial programs</p> <p>Activity 2: Use of the training materials in the entrepreneurship training programs</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="352 465 1465 1104"> <thead> <tr> <th data-bbox="352 465 619 577">External stakeholder/ national authority</th> <th data-bbox="619 465 943 577">Activity 1</th> <th data-bbox="943 465 1225 577">Activity 2</th> <th data-bbox="1225 465 1465 577">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="352 577 619 757">External stakeholder/ national authority 1</td> <td data-bbox="619 577 943 757">SU Students – The materials will be used for entrepreneurship courses in University and entrepreneurship workshop</td> <td data-bbox="943 577 1225 757">Entrepreneurship trainings – The materials will be applied for enhancing entrepreneurship concepts</td> <td data-bbox="1225 577 1465 757"></td> </tr> <tr> <td data-bbox="352 757 619 992">External stakeholder/national authority 2</td> <td data-bbox="619 757 943 992">Academics – As the primary educators the materials will be useful updating the knowledge of the faculties in Souphanouvong University with hands-on and updated concepts on entrepreneurship</td> <td data-bbox="943 757 1225 992">Entrepreneurial associations and NGOs – The training materials can be shared with business Association with delivering and promoting entrepreneurship education</td> <td data-bbox="1225 757 1465 992"></td> </tr> <tr> <td data-bbox="352 992 619 1104">External stakeholder/national authority 3</td> <td data-bbox="619 992 943 1104"></td> <td data-bbox="943 992 1225 1104"></td> <td data-bbox="1225 992 1465 1104"></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1	SU Students – The materials will be used for entrepreneurship courses in University and entrepreneurship workshop	Entrepreneurship trainings – The materials will be applied for enhancing entrepreneurship concepts		External stakeholder/national authority 2	Academics – As the primary educators the materials will be useful updating the knowledge of the faculties in Souphanouvong University with hands-on and updated concepts on entrepreneurship	Entrepreneurial associations and NGOs – The training materials can be shared with business Association with delivering and promoting entrepreneurship education		External stakeholder/national authority 3			
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External stakeholder/national authority 3																	
<p>WP 2.2 Human capacity building trainings</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Souphanouvong University</p> <p>Activity 1: Teachers training is a key mission for Young Entrepreneur Support Center to achieve our goal</p> <p>Activity 2: Administrative staff and student volunteers will be trained as facilitators of the center</p> <p>Activity 3: The academic trainers will be mentors for students and young entrepreneurs and also offer research for consultant</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="352 1413 1465 2038"> <thead> <tr> <th data-bbox="352 1413 619 1525">External stakeholder/ national authority</th> <th data-bbox="619 1413 943 1525">Activity 1</th> <th data-bbox="943 1413 1225 1525">Activity 2</th> <th data-bbox="1225 1413 1465 1525">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="352 1525 619 1731">External stakeholder/ national authority 1</td> <td data-bbox="619 1525 943 1731">Teacher training – The entrepreneurship training for teachers from faculties who can be the entrepreneurship trainers for faculties and proving training for students and business</td> <td data-bbox="943 1525 1225 1731">Department of Industry and Commerce – The well-trained of entrepreneurship teachers will be trainers for training services for SME in community</td> <td data-bbox="1225 1525 1465 1731">Youth – The YES-Center has important role to coach young people and graduated University students who want to be entrepreneurs</td> </tr> <tr> <td data-bbox="352 1731 619 2038">External stakeholder/national authority 2</td> <td data-bbox="619 1731 943 2038">Students – student volunteers who were trained as ambassadors to delivery message to incubate entrepreneurship skills for students who want to be entrepreneurs</td> <td data-bbox="943 1731 1225 2038">Young Entrepreneurs – Young Entrepreneur Association of Luang Prabang will be counterpart of our center to push entrepreneurship development for youth and our trainers will conduct marketing research for the enterprises</td> <td data-bbox="1225 1731 1465 2038"></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1	Teacher training – The entrepreneurship training for teachers from faculties who can be the entrepreneurship trainers for faculties and proving training for students and business	Department of Industry and Commerce – The well-trained of entrepreneurship teachers will be trainers for training services for SME in community	Youth – The YES-Center has important role to coach young people and graduated University students who want to be entrepreneurs	External stakeholder/national authority 2	Students – student volunteers who were trained as ambassadors to delivery message to incubate entrepreneurship skills for students who want to be entrepreneurs	Young Entrepreneurs – Young Entrepreneur Association of Luang Prabang will be counterpart of our center to push entrepreneurship development for youth and our trainers will conduct marketing research for the enterprises					
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	External stakeholder/national authority 3	Academic Staff –The trainers of our center have roles to be trainers and researchers for consultancy		
WP 2.3 Creation of Open Educational Resources	Exploitation and sustainability activities that have been and will be undertaken by Souphanouvong University: Activity 1: Ensure target stakeholder can access to the Open Educational Resources for entrepreneurship Activity 2: Sharing OER with government agencies and NGOs concerned with promoting entrepreneurship Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
External stakeholder/national authority 1	Young Entrepreneur Support Center Customers – The resources will be referent and key resources for all customers who access to the YES-Center	Government Agency – The materials can be shared to government agencies who responsible to promote entrepreneurship awareness to benefit through entrepreneurship programs conducted by government agency.		
External stakeholder/national authority 2	Students of Souphanouvong – The students of Souphanouvong University will also reach to resources and they can apply the materials for academic learning and research			
External stakeholder/national authority 3	Staff of Souphanouvong University – The SU staff will also have access to the resources that they can use for their teaching and also for their learning purposes			

WP 2.4 Regional Multiplier Events	Exploitation and sustainability activities that have been and will be undertaken by Souphanouvong University:			
	Activity 1: The participants of RMEs become the key actors for developing our Center			
	Activity 2: Students, entrepreneur, government official and staff participants engaged as members			
	Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3
External stakeholder/ national authority 1	Training participants – The participants of RMEs are working as assistant and entrepreneurship trainers in the future	Delivery Services – The student participants of RMEs will be engaged in the daily operations of the YES Center in a sustainable way		
External stakeholder/national authority 2	SU Students –The RME participants will be facilitators and ambassadors to foster other students on entrepreneurship awareness			
External stakeholder/national authority 3	Staff of SU – The participants of RMEs will be benefit both for professional learning and also for research development and they will be key persons who fostering entrepreneurship learning and research for others from non-business faculties.			

WP 3. Technical Instalment of the Entrepreneurship Knowledge Centers

Activities/results of the project	Exploitation and sustainability activities																			
WP 3.1 Technical Needs identification	Na																			
WP 3.2. Purchase and Instalment	<p>Exploitation and sustainability activities that have been and will be undertaken by SU</p> <p>Activity 1: Recording the process of purchase of the equipment</p> <p>Activity 2: Recording the installment of the purchased equipment as assets of YES-ENCORE.</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="392 824 1490 1462"> <thead> <tr> <th data-bbox="392 824 655 936">External stakeholder/ national authority</th> <th data-bbox="660 824 978 936">Activity 1</th> <th data-bbox="983 824 1331 936">Activity 2</th> <th data-bbox="1335 824 1490 936"></th> </tr> </thead> <tbody> <tr> <td data-bbox="392 943 655 1167">External stakeholder/ national authority 1</td> <td data-bbox="660 943 978 1167">Staff of SU – The team learn the process for purchasing of equipment under Erasmus+ projects and can be applied to work with another projects</td> <td data-bbox="983 943 1331 1167">Students and staffs of SU – Teachers and students can use the equipment for fostering their entrepreneurship knowledge and skills as well as offering learning services for entrepreneurs and support entrepreneurship development for community</td> <td data-bbox="1335 943 1490 1167"></td> </tr> <tr> <td data-bbox="392 1173 655 1352">External stakeholder/national authority 2</td> <td data-bbox="660 1173 978 1352"></td> <td data-bbox="983 1173 1331 1352">Customers – YES Center will also be a networking club for entrepreneurs and students and being learning center of entrepreneurship in northern Lao PDR</td> <td data-bbox="1335 1173 1490 1352"></td> </tr> <tr> <td data-bbox="392 1359 655 1462">External stakeholder/national authority 3</td> <td data-bbox="660 1359 978 1462"></td> <td data-bbox="983 1359 1331 1462"></td> <td data-bbox="1335 1359 1490 1462"></td> </tr> </tbody> </table>				External stakeholder/ national authority	Activity 1	Activity 2		External stakeholder/ national authority 1	Staff of SU – The team learn the process for purchasing of equipment under Erasmus+ projects and can be applied to work with another projects	Students and staffs of SU – Teachers and students can use the equipment for fostering their entrepreneurship knowledge and skills as well as offering learning services for entrepreneurs and support entrepreneurship development for community		External stakeholder/national authority 2		Customers – YES Center will also be a networking club for entrepreneurs and students and being learning center of entrepreneurship in northern Lao PDR		External stakeholder/national authority 3			
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External stakeholder/national authority 2		Customers – YES Center will also be a networking club for entrepreneurs and students and being learning center of entrepreneurship in northern Lao PDR																		
External stakeholder/national authority 3																				
WP 3.3 Roll-out test	<p>Exploitation and sustainability activities that have been and will be undertaken by SU</p> <p>Activity 1: Opening of the YES-ENCORE to the students and teachers of SU</p> <p>Activity 2: Opening of the YES-ENCORE to the community and other who are interested in entrepreneurship</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="392 1697 1490 2045"> <thead> <tr> <th data-bbox="392 1697 655 1809">External stakeholder/ national authority</th> <th data-bbox="660 1697 978 1809">Activity 1</th> <th data-bbox="983 1697 1331 1809">Activity 2</th> <th data-bbox="1335 1697 1490 1809">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="392 1816 655 2045">External stakeholder/ national authority 1</td> <td data-bbox="660 1816 978 2045">SU Students and Teachers – With the opening of the YES-ENCORE both the current students and teachers of SU will be testing and use the resources both hard and soft resources for developing their entrepreneurial skills</td> <td data-bbox="983 1816 1331 2045">YES-ENCORE Users – Other users such as local entrepreneurs and other people visiting the YES-ENCORE can use our resources and space for networking, developing business ideas and mentoring for students and entrepreneurs</td> <td data-bbox="1335 1816 1490 2045"></td> </tr> </tbody> </table>				External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1	SU Students and Teachers – With the opening of the YES-ENCORE both the current students and teachers of SU will be testing and use the resources both hard and soft resources for developing their entrepreneurial skills	YES-ENCORE Users – Other users such as local entrepreneurs and other people visiting the YES-ENCORE can use our resources and space for networking, developing business ideas and mentoring for students and entrepreneurs									
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	External stakeholder/national authority 2			
	External stakeholder/national authority 3			

WP4. Operational integration of the entrepreneurship knowledge centers (EKC) for vocational

Activities/results of the project	Exploitation and sustainability activities			
WP 4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Exploitation and sustainability activities that have been and will be undertaken by SU:			
	Activity 1: Integration of the YES-ENCORE into organization of Souphanouvong University			
	Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3
	External stakeholder/ national authority 1	SU Students and teachers – With the officially integrated YES-ENCORE into SU structure will build the trust from both internal stakeholders and		
External stakeholder/national authority 2	General Users – the official integration of YES-ENCORE into SU structure will be accredited for internal and external collaboration to fostering entrepreneurship practices			
External stakeholder/national authority 3				

<p>4.2 Operation, business, marketing and sustainability plan and definition of the liaisons</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by SU:</p> <p>Activity 1: Internal dissemination to create awareness amongst SU staffs and students</p> <p>Activity 2: Applying the methodology activities in the University</p> <p>Activity 3: Developing Networking and supporting Entrepreneurs for sustainability of the center</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="395 510 1479 1093"> <thead> <tr> <th>External stakeholder/ national authority</th> <th>Activity 1</th> <th>Activity 2</th> <th>Activity 3</th> </tr> </thead> <tbody> <tr> <td>External stakeholder/ national authority 1</td> <td>SU staffs and students – They will be informed, connected and inspired from YES-ENCORE team to understand the objectives of the center and the benefit that we support and encourage the youth who want to be entrepreneurs</td> <td>Policy makers – The Business Plan of YES-ENCORE can be a referent for other HIES in Lao PDR who would like to set up EKC and chamber of Commerce who share similar structure.</td> <td>NGOs – will be partners to support related activities to contribute from business plan into action plan</td> </tr> <tr> <td>External stakeholder/ national authority 2</td> <td></td> <td>Researchers – This Business Plan can be used as an example for entrepreneurship studies</td> <td></td> </tr> <tr> <td>External stakeholder/ national authority 3</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	External stakeholder/ national authority 1	SU staffs and students – They will be informed, connected and inspired from YES-ENCORE team to understand the objectives of the center and the benefit that we support and encourage the youth who want to be entrepreneurs	Policy makers – The Business Plan of YES-ENCORE can be a referent for other HIES in Lao PDR who would like to set up EKC and chamber of Commerce who share similar structure.	NGOs – will be partners to support related activities to contribute from business plan into action plan	External stakeholder/ national authority 2		Researchers – This Business Plan can be used as an example for entrepreneurship studies		External stakeholder/ national authority 3			
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External stakeholder/ national authority 3																	
<p>WP 4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by SU:</p> <p>Activity 1: Offer entrepreneurship workshop and training</p> <p>Activity 2: Inspire, inform and connect students, teachers and entrepreneurs</p> <p>Activity 3: Organize pitching and inspiring events</p> <p>Activity 4: Providing space and equipment services for workshop and training to NGOs</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="395 1440 1479 2067"> <thead> <tr> <th>External stakeholder/ national authority</th> <th>Activity 1</th> <th>Activity 2</th> <th>Activity 3</th> <th>Activity 4</th> </tr> </thead> <tbody> <tr> <td>External stakeholder/ national authority 1</td> <td>Current and future students</td> <td>Students – Both Business and Non-Business students who want and have potential for developing their own business or Business Group</td> <td>Events – Inspiring, pitching and exhibition events will organize by the YES-ENCORE team with more than three times per year</td> <td>NGOs – Our space and facilities will be offered for renting and facilitating for Business and NGOs to generate income for sustainable management</td> </tr> <tr> <td>External stakeholder/ national authority 2</td> <td>Young entrepreneurs</td> <td>Entrepreneurs – our center can be space for entrepreneurs to mentor students, share with academic staffs</td> <td>Finance- our center could also help young entrepreneurs to develop proposal writing</td> <td></td> </tr> </tbody> </table>	External stakeholder/ national authority	Activity 1	Activity 2	Activity 3	Activity 4	External stakeholder/ national authority 1	Current and future students	Students – Both Business and Non-Business students who want and have potential for developing their own business or Business Group	Events – Inspiring, pitching and exhibition events will organize by the YES-ENCORE team with more than three times per year	NGOs – Our space and facilities will be offered for renting and facilitating for Business and NGOs to generate income for sustainable management	External stakeholder/ national authority 2	Young entrepreneurs	Entrepreneurs – our center can be space for entrepreneurs to mentor students, share with academic staffs	Finance- our center could also help young entrepreneurs to develop proposal writing		
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			and networking with another entrepreneurs of local, regional and international cases	to offers the opportunity for the young entrepreneurs to access grand and improve their financial management skills	
	External stakeholder/national authority 3				
	External stakeholder/national authority 4				

WP 5. Innovative Entrepreneurship Case Challenge – An interactive method to enhance motivation and knowledge on an international level

Activities/results of the project	Exploitation and sustainability activities			
WP 5.1 Guidelines for case challenge	Exploitation and sustainability activities that have been and will be undertaken by SU: Activity 1: The guidelines and methodology of the case challenge development can be developed skills for YES-ENCORE team to apply for future pitching events and offering coaching for pitching students in the future Engagement of national authorities and external stakeholders in the respective activities:			
	External stakeholder/national authority	Activity 1	Activity 2	Activity 3
	External stakeholder/national authority 1	YES-ENCORE Team – Team learned from the guideline and develop the skills from developing the case challenge and can applied for another students pitching	Pitching Events- Pitching events will be developed for YES-ENCORE model and collaborating with another Universities in Lao PDR	
	External stakeholder/national authority 2			

	External stakeholder/national authority 3																			
<p>5.2 Case development including social media presence and company mentoring</p>	<p>Exploitation and sustainability activities that have been and will be undertaken by Gedu College:</p> <p>Activity 1:</p> <p>Engagement of national authorities and external stakeholders in the respective activities:</p> <table border="1" data-bbox="432 562 1461 1010"> <thead> <tr> <th data-bbox="432 562 695 674">External stakeholder/national authority</th> <th data-bbox="695 562 995 674">Activity 1</th> <th data-bbox="995 562 1326 674">Activity 2</th> <th data-bbox="1326 562 1461 674">Activity 3</th> </tr> </thead> <tbody> <tr> <td data-bbox="432 674 695 786">External stakeholder/national authority 1</td> <td data-bbox="695 674 995 786"></td> <td data-bbox="995 674 1326 786"></td> <td data-bbox="1326 674 1461 786"></td> </tr> <tr> <td data-bbox="432 786 695 898">External stakeholder/national authority 2</td> <td data-bbox="695 786 995 898"></td> <td data-bbox="995 786 1326 898"></td> <td data-bbox="1326 786 1461 898"></td> </tr> <tr> <td data-bbox="432 898 695 1010">External stakeholder/national authority 3</td> <td data-bbox="695 898 995 1010"></td> <td data-bbox="995 898 1326 1010"></td> <td data-bbox="1326 898 1461 1010"></td> </tr> </tbody> </table>				External stakeholder/national authority	Activity 1	Activity 2	Activity 3	External stakeholder/national authority 1				External stakeholder/national authority 2				External stakeholder/national authority 3			
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3. IMPACT of ENCORE and it's results

3a. Which activities and results will be maintained after the end of the EU funding? How will these activities be implemented and supported?

Activities/results	Implementation after the end of the project
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Young Entrepreneur Support Center, ENCORE aims to apply the resources for building awareness on entrepreneurship and to promote entrepreneurs as career.
1.2 Good practice catalogue EU	This resource will be used for referent and distributed to students, teachers and entrepreneurs
1.3 Study visit	Center will be learning center and VDOs will be accessed on online platform for distance education.
2.1 Training plans and materials development	Resources from WP2 will be used for entrepreneurship trainings, researchers and publications
2.2 Human capacity building trainings	
2.3 Creation of open educational resources	
2.4 Regional Multiplier Events	
3.1 Technical needs identification	
3.2 Purchase and instalment	
3.3 Roll-out test	
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	
5.1 Guidelines for case challenge	
5.2 Case development including social media presence and company mentoring	
5.3 Local case challenge events	

5.4 Joint publication on the case challenge results for disruptive business management	
5.5 International conference on innovative entrepreneurship practices	

3b. How have you ensured that the project's results will remain available and/or will be used by others? Please note that the duration of availability may be different for each result. The short term period is defined as the period during the implementation of the project and long term is defined as the period beyond the end of the project.

Activities/results	Availability of the activity/result - short term	Availability of the activity/result - long term
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)	Distribution of the reports to both internal and external stakeholders	Posts on Facebook page of YES-ENCORE with links to the publication online
1.2 Good practice catalogue EU	Distribution of the reports to both internal and external stakeholders	Posts on Facebook page of YES-ENCORE with links to the publication online
1.3 Study visit	Showing of the video to the students in teaching and participants during trainings	
2.1 Training plans and materials development	Shared with the training participants and also students for training	Storage of the materials on online database
2.2 Human capacity building trainings	6 staffs trained	To be conducted as a part of annual activity of the YES-ENCORE
2.3 Creation of open educational resources	Compiled the resources and shared with the students, staff and training participants	Storage of the materials on online database
2.4 Regional Multiplier Events	2 conducted	To be conducted as a part of annual activity of the YES-ENCORE

3.1 Technical needs identification	Done through consultation with the college procurement committee	
3.2 Purchase and instalment	Made through tendering, following the national tendering norms	
3.3 Roll-out test	Done in time as per the timeline	
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure		
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons		
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)		
5.1 Guidelines for case challenge		
5.2 Case development including social media presence and company mentoring		
5.3 Local case challenge events		
5.4 Joint publication on the case challenge results for disruptive business management		
5.5 International conference on innovative entrepreneurship practices		

3c: Please describe the target groups and relevant stakeholders outside of the participating organizations. What was the project's impact on them, how did the results reach them and how the media can be used to attract interested parties who will want to replicate the results of the project.

Activities/results	Significant impact/ Dissemination channels (media)	Some impact/ dissemination channels (media)	Little impact/ dissemination channels (media)	No impact
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)		Reached through physical distribution of the report		
Target groups/stakeholders		<i>Members of the Parliament, Academics and students</i>		
1.2 Good practice catalogue EU		Reached through physical distribution of the report		
Target groups/stakeholders		<i>Members of the Parliament, Academics and students</i>		
1.3 Study visit	Using of the videos in teaching	Showing of the videos during training sessions		
Target groups/stakeholders	<i>Students and staff of the college</i>	<i>Training participants of RMEs and vocational trainings</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
2.1 Training plans and materials development	Using of the training materials in teaching	Usage of training materials for conduct of training		

Target groups/stakeholders	<i>Students and staff of the college</i>	<i>Training participants of RMEs and vocational trainings</i>		
2.2 Human capacity building trainings	5 trained staff			
Target groups/stakeholders	<i>The staff participated in the ToTs and resources RMEs and vocational trainings</i>	<i>Which target groups and how did the results reach them</i>		
2.3 Creation of open educational resources	Students and staff	Trainees		
Target groups/stakeholders	<i>Resources integrated into college library database</i>	<i>Resources integrated into college library database and provided as resources during trainings</i>		
2.4 Regional Multiplier Events	Trainings provided			
Target groups/stakeholders	Students and Local entrepreneurs through RMEs			
3.1 Technical needs identification	Actual needs of the YES-ENCORE identifies			
Target groups/stakeholders	<i>College procurement committee through consultation at needs identification, actual tendering and</i>			

	<i>awarding process</i>			
3.2 Purchase and instalment		Purchase as per the requirements of the YES-ENCORE		
Target groups/stakeholders		<i>YES_ENCORE users with timely purchase and instalment of the majority of the equipment</i>		
3.3 Roll-out test		Done within the given		
Target groups/stakeholders		<i>Students, staffs and other interested users could use the YES-ENCORE and its facilities</i>		
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Integration and instalment letter signed	Incorporation of the YES-ENCORE into organizational chart		
Target groups/stakeholders	<i>SU management via the President signed the letters</i>	<i>SU management incorporates the YES-ENCORE into organizational chart</i>		
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons	Plans drafted and finalized			
Target groups/stakeholders	<i>Awareness amongst</i>			

	<i>students and staff created through information dissemination</i>			
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)	The YES-ENCORE became operational well-ahead of given timeline			
Target groups/stakeholders	<i>Faculty of Economic teachers and students along with some entrepreneurs and government representatives attended the inauguration Carmony</i>			
5.1 Guidelines for case challenge	Shared with YES-ENCORE			
Target groups/stakeholders	<i>Students and staff through information dissemination</i>			
5.2 Case development including social media presence and company mentoring				
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.3 Local case challenge events				
Target groups/stakeholders	<i>Which target groups and</i>	<i>Which target groups and</i>	<i>Which target groups and</i>	If there is no impact, please

	<i>how did the results reach them</i>	<i>how did the results reach them</i>	<i>how did the results reach them</i>	justify the reasons
5.4 Joint publication on the case challenge results for disruptive business management				
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons
5.5 International conference on innovative entrepreneurship practices				
Target groups/stakeholders	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	<i>Which target groups and how did the results reach them</i>	If there is no impact, please justify the reasons

3d. What was the impact of the project at the local, regional, European and/or international levels? Please provide qualitative and quantitative indicators.

Activities/results	Impact of the activity/result at local level	Impact of the activity/result at regional level	Impact of the activity/result at European/international level
1.1 Status-quo and GAP analysis on the national and regional efforts on entrepreneurship activities and education (Bhutan, Nepal and Laos)		More than 300 copies will be distributed to students, teachers and entrepreneurs	
1.2 Good practice catalogue EU		More than 300 copies will be distributed to teachers, students and entrepreneurs	
1.3 Study visit		Videos shared with training more than 50 participants and students in teaching and trainings	
2.1 Training plans and materials development		Materials translated in the national language and shared during trainings	
2.2 Human capacity building trainings	Participating WP2 training (TOT1-TOT4)		
2.3 Creation of open educational resources		Materials translated in the local language and shared during trainings	
2.4 Regional Multiplier Events	1 RMEs held with more than 15 participants for teacher training		

3.1 Technical needs identification			
3.2 Purchase and instalment			
3.3 Roll-out test			
4.1 Official Integration of the knowledge centers for vocational education and research in the university structure	Incorporation of YES-ENCORE in the organizational chart		
4.2 Operation, business, marketing and sustainability plan and definition of the liaisons			
4.3 Operation of the entrepreneurship knowledge centers to foster vocational education and research (EKC's)			
5.1 Guidelines for case challenge			
5.2 Case development including social media presence and company mentoring			
5.3 Local case challenge events			
5.4 Joint publication on the case challenge results for disruptive business management			
5.5 International conference on innovative entrepreneurship practices			



Co-funded by the
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of the European Union

3e. Please identify future national funding opportunities in order to secure the sustainability of the project results.

As a part of the co-funding for the ENCORE project there are United States of American International Development-USAID, International Labour Organization-ILO, local NGOs and income from consultancy services from business associations.

3f. Please describe methods for investigating possibilities for the inclusion of entrepreneurship into regular curricula at your HEIs.

Ministry of Education and Sports fosters to include entrepreneurship into the regular curricula for Programs in HEIS in Lao PDR which has been submitted. By next academic Year all courses in HEIS will be offer Entrepreneurship. Entrepreneurship trainings and Workshops are also supported by government, INGOs, and local NGOs.