

CERTIFICATE

This is to confirm that

Karpenko Andrii

participated in the course

Business Model Innovation

of the DILLUGIS project

(Digital Labs & Lectures for Ukrainian, German & International Students)
of the Eastern Bavarian Technical University Amberg-Weiden

in English, worth **5 ECTS**

in winter semester of 2022/23 educational year

as a guest

to expand his knowledge both professionally and
methodically-didactically with regard to online teaching.

I thank for the exchange between colleagues.

Weiden the 16.01.2023

Program Manager, Lecturer



Prof. Dr. Julia Heigl

Attachment to the certificate

«Business Model Innovation»

Course content:

- Working with the Business Model Canvas: analysis, development and evaluation of an own business model
- Impact of digitalization and other megatrends on business models and organizations
- Basics of the Design Thinking process
- Understanding user groups and their needs, requirements and problems
- Brainstorming and creativity techniques
- Evaluating market potential and revenue model
- Business models in practice

Examination: Project Work

Lecturer: Prof. Dr. Julia Heigl and international team of lecturers from Haaga-Helia University of Applied Sciences, Helsinki/Finland and Thomas More Hogeschool, Geel/Belgium

Number of credits (in ECTS): 5

Language: English

Students have acquired the following professional, methodological and personal skills and competencies:

Expertise:

- Students analyze current and expected environment, industry and company specifics, especially with regard to the effects of digitalization (and other megatrends).
- Students analyze customer needs and develop new value propositions.
- Students analyze, develop and evaluate business models, including revenue model and necessary architecture (resources, activities, partnerships).

Methodological competence:

- The students apply common methods of business model development, requirements and needs analysis as well as innovation approaches for the further development of the business model in a concrete (practical) project. They use personas, business model canvas and other templates, among others.
- Students recognize intercultural and interdisciplinary challenges in teamwork and adapt their working methods accordingly.
- Students use digital collaboration and communication tools.

Personal competence (social competence and self-competence):

- Students will be able to cooperatively plan and execute a team project on time, working effectively and thoughtfully, especially in a heterogeneous, interdisciplinary, and international team, and if necessary, leading the team.
- Students will be able to communicate results effectively and express complex information concisely and comprehensively in both written and oral proficiently.

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Tel.: (0961) 382-0, Fax: (0961) 382-2991

◆ E-Mail: j.heigl@oth-aw.de | Internet: <http://www.oth-aw.de>

CERTIFICATE

This is to confirm that

Karpenko Andrii

participated in the course

Project Management and Agile Methods

of the DILLUGIS project

(Digital Labs & Lectures for Ukrainian, German & International Students)

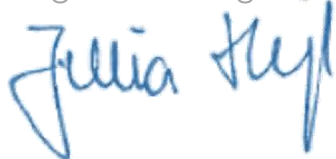
of the Eastern Bavarian Technical University Amberg-Weiden

in English, worth 5 ECTS

in winter semester of 2022/23 educational year.

Weiden the 16.01.2023

Program Manager



Prof. Dr. Julia Heigl

Lecturer



Prof. Dr. Dr. Theresa Götz

Attachment to the certificate
«Project Management and Agile Methods»

Course content:

- Function, types, contents and processes of conventional project management
- Content and use of basic project documents such as project proposal, project order, work-breakdown-structure and Gantt-chart
- Process and resource planning in projects
- Use of an IT-tool with exercises for project planning and control
- Communication, teamwork, self-reflection and versatility in projects
- Introduction and practice of agile project management methods

Examination: Module Work

Lecturer: Prof. Dr. Michael Möhring, Prof. Dr. Theresa Goetz

Number of credits (in ECTS): 5

Language: English

Participants have acquired the following professional, methodological and personal skills and competencies:

Professional and Methodological Skills:

- The students know the basic methods and tools of project management.
- They are able to select the appropriate ones for a given context.
- They can apply these methods and tools flexibly to projects.
- They are able to manage their own projects responsibly.
- They are prepared to deal with the dynamics of a real project.

Personal Skills (Social Competence and Self-competence):

- The students approach their own projects in an open and structured way.
- They are able to work and communicate cooperatively as a team to manage a project together.
- They have the ability to independently expand and deepen the acquired knowledge and competences.