

GTEC | executive.education digitalization through entrepreneurship.



GTEC | executive.education approach

To business leaders and senior managers from corporations and Mittelstand, GTEC offers executive education and coaching in

- Digital Change processes and implementation,
- Leadership,
- Innovation Management,
- Startup Methodology,
- Startup Ecosystem Mechanics,
- all aspects of entrepreneurial financing.

Our unique focus is on “**learning from founders, not consultants**”: our speakers are exclusively startup CEOs and digital industry leaders.

Entrepreneurs lecturing in GTEC Executive Education:



Claude Ritter (founder/ CEO, deliveryhero/Bookatiger; Benjamin Thym, founder/ CEO Offerista group.

GTEC | executive.education: example sessions*

Executive intro to startup ecosystem and industry digitalization

(Client: Proximus, Belgium)

Format: Two half-day sessions (can be full-day)

Session 1: Startup ecosystem layers

- Startups: Two startup CEOs explaining their company history, challenges and solutions, financing, team, motivation and goals
- Accelerators: Two accelerator heads explaining methodology, KPIs, course mechanics, results.
- Investors: One to two investors explaining investment criteria and mechanics, challenges and solutions, success and failure

Session 2: Industry digitalization

- “The digital company”: The CEO of a fully digitized telecommunications MVNO on how to build a company the digital way from the start
- Transforming a traditional company: RWE’s Head of Berlin Innovation Hub on the RWE/ Innogy case
- Best practice in digital leadership: ESMT professor on systematic approaches to educating leaders about digitalization opportunities
- The Intrapreneurship laboratory: the Deutsche Telekom Uqbate story



**more example sessions in the appendix*

GTEC | executive.education: example sessions

Best practice in startup acceleration (Client: European Union Development Bank/ delegation of 22 heads of emerging startup support programs in MENA)

Format: Three-day workshop sessions plus excursions

Eight 60-90 min sessions on:

- best practice in accelerator dealflow and candidate selection
- VC and financing
- accelerator content concepts
- mentor selection and management
- accelerator program design

Excursions to two leading accelerators, TU Berlin's founder center, and the City of Berlin's startup delivery unit.

Lean Startup in corporations: When to fight, when to pivot, when to fail

Executive Decision & Change Making in agile environments. (Clients: Potsdam Medien- und Innovationszentrum, SAP Intrapreneurship Program)

Format: Keynote/Q&A (1,5h) or Executive Workshop (half-day)

- Entrepreneurship Culture & Consumer Empowerment
- Lean and Agile Philosophy and Implementation
- Strategic Pivoting Scenarios for Startups and Corporations



GTEC | executive.education Directors

Darius (32) has founded, operated, sold, failed, hated and loved startups since 2009: as a founder, fundraiser, employee, service provider, mentor & advisor. Darius has extensive experience in managing early-stage ventures and developing business models & fundraising strategies. In 2014, Darius founded boutique advisory Berlin Startup Consulting. Prior to the startup madness, Darius worked in a Digital Transformation advisory.

Christoph (47) is the founder of Berlin's boutique accelerator program, Berlin Startup Academy, and one of Germany's leading experts and speakers on startups and digitization. Having joined his first startup team in 1999, he has been hosting tech events since 2008 and leading accelerators since 2010. In the past two years, he was particularly active working with leadership teams of large German and European corporations and social startups, helping both to make use of digitalization to reorganize, scale, and thrive.



Darius Moeini (top) and
Christoph Raethke

GTEC | Who we are

German Tech Entrepreneurship Center (GTEC) is the first private-sector, open campus for entrepreneurship in Europe, founded at ESMT in the heart of Berlin in 2015 by RWE, Henkel, ESMT, Globumbus, Noerr and the Sigmund Kiener Stiftung. Led by a team of experienced entrepreneurs and funded by big players from the corporate and academic world, GTEC enables collaboration between startups and corporations, promotes entrepreneurship and supports tech startups to access the market better and grow faster.



GTEC Campus

One Year of GTEC

German Tech Entrepreneurship Center (GTEC) is Europe's first open, private-sector platform for entrepreneurship, connecting industry, academia, and startups. Here's what we've been up to in our 12 months of operations!

€8m funding for GTEC Lab startups

3,000 innovators entrepreneurs, executives, experts

25+ startups from over 10 countries

65+ founders & startuppers: from fluid surface technology to AI

26 Lab partners

Europe's biggest entrepreneurship media library with 70 lectures and interviews with founders

Executive education for 20 top international organisations including Bosch, Postbank, Airbus, and the EU

35+ Open Lectures with 1,200+ participants

20 Innovation Meetups

2 Demo Days

1 Block chain Innovation Award

Germany's One-Stop Collaboration Shop for European Startups *Forbes*

GTEC German Tech Entrepreneurship Center Berlin

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[gtec.berlin](https://www.gtec.berlin) info@gtec.berlin

GTEC | executive.education: more sessions

Top Management Idea Generation and Curation

(Clients: Bosch, KION Group)

Format: One-day; keynotes and team clinics

Status Quo and Options of Industry Digitalization in Germany

(Clients: Postbank, TÜV Nord)

Format: Half-day workshops

Corporate Startup Immersion Day

(Client: Detecon)

Format: One-day acceleration amongst “real” startups

Raising Venture Capital

(Clients: KIC InnoEnergy, Techstars Metro)

Format: Keynote (1-2h) or Executive Workshop (2-4h)

From Idea to Launch: Understanding the Life of an Early-Stage Startup

(Clients: Over 50 startups coached)

Format: Keynote (1-2h) or Executive Workshop (2-8h) or

Business Model Canvas Workshop (4-8h) or Strategy & Roadmap

Coaching (1-10 days)

Foundations of Entrepreneurship

(Clients: Henmuel Trainers)

Format: Keynote and three days of excursions



GTEC | Contact

For more information, contact:

Christoph Raethke

cr@gtec.berlin

+49 170 8174460