In the period between the second and the third training week, staff units will work for the first two months with the same structure of the above mentioned groups, followed by the European tutors.

Then they will group accordingly to the CTI where they are going to work. These new groups will therefore be:

- Group A: Staff units who will work at **CTI JUST**
- Group B: Staff units who will work at **CTI UJ**
- Group C: Staff units who will work at **CTI MU**
- Group D: Staff units who will work at **CTI PSUT**
- Group E: Staff units who will work at **CTI ASRF, HCST**
- Group F: Staff units who will work at **CTI AULE, ACI**

The groups will work during this period in studying local territories where their CTI will work and creating/strengthening local ecosystems. Basically the groups will work on (each one for the territory of local relevance):

- Mapping the territorial ecosystem
- Co-organise participative workshops (focus groups, events, etc.)
- Establishing cooperation agreements with the business world
- Set up local networking through the definition of a stakeholders matrix.

Third training week: January 2018

During the third week of training the competence development process will be enriched through *CTI staff units peers* and the chance of working together with the EU colleagues on a plan for the optimization and improvement of the services to be delivered by their structures.

The destination of the CTI units will change as staff units who will work in the same CTI will travel together. Indicatively, we can foresee that:

1. University of Deusto (Spain) will host CTI ASRF, HCST staff units
2. Paulo & Beatriz Consultores Associados, Lda (Portugal) will host CTI AULE, ACI staff units
3. Consorzio ARCA, Palermo (Italy) will host CTI JUST and CTI JO staff units
4. University of Cyprus, Nicosia (Cyprus) will host CTI MU and CTI PSUT staff units

(this is a proposal: host organizations can propose themselves for hosting a different CTI staff group)

Indicative programme for the third week:

Topic	Third Training week	Duration in hours
	Day 1 – Monday	
	Presentation by the representative of each CTI of the topic content, the training received and the mapping work done during the previous months.	4
	Discussion and enrichment of the territorial ecosystem	4
	Day 2 – Tuesday	
	Seminar on Business Planning and Canvas	4
	Workshop on how to develop a Business Plan for the CTI	4
	Day 3 – Wednesday	
	Workshop on how to develop a Business Plan for the CTI	4
	Tutorship on the development plan of the CTI	4
	Day 4 – Thursday	
	Each CTI staff will work together with host organisation staff to the development of the CTI Business Plan	8
	Day 5 – Friday	
	Seminar on successful case studies of exisiting structures similar to CTIs	6
	Plenary presentation by the CTI staff units to the host organisation of the relative CTI business plan and strategy of development.	2
	Day 6 – Saturday	
	Departure of participants	