



Winter Webinars

Survival guide

100% ONLINE

**A set of micro-events between
November and December 2020**

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Concept

Welcome to 2020, the year of online classes, meetings, and conferences! After having many ideas for a hybrid concept (both online and face to face) for this year's NMO, our dear ol' friend, Covid-19, decided to hit again and challenge our entire movement. This forced us to rethink the event and adapt it into a few online micro-events. Between conferences and discussions, we hope that the different topics will help you start 2021 ready to face new challenges. Each event will be followed by a moment of networking with given subjects or questions around the event.

Planning

Mon. 09 nov 2020

Opening Ceremony

by JES committee

Wed. 18 nov 2020

#laVENTEcestCHIC

by Eric Bertin

Wed. 25 nov 2020

Launch a start-up during COVID

by Thierry Antilles

Wed. 2 dec 2020

Leadership in organisations

by Richard Hauser

Fri. 11 dec 2020

From a small JE to "Best JE of the Year"

by Yann Costa, Damian Urwyler, and Ryan Siow

Tue. 15 dec 2020

Business dev

by Loïk Narby

Conferences



#laVENTEcestCHIC*

La vente... celle qui nous intrigue autant qu'elle nous effraie, celle qui souffre de tellement de clichés alors qu'elle est la pierre angulaire de l'entreprise. Vous connaissez l'adage : « Tu peux avoir le meilleur produit du monde, si tu ne sais pas le vendre tu ne feras jamais fortune ». Voici le dilemme de l'entrepreneur, surtout dans un monde qui voit une recrudescence de slashers et d'indépendants. C'est cette #VENTE là qu'Éric viendra démystifier pour vous tout en vous confiant quelques astuces et secrets pour être plus à l'aise face à un client. Parce qu'il en est convaincu... #laVENTEcestCHIC.

La conférence sera suivie de quelques questions et des discussions.

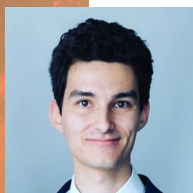
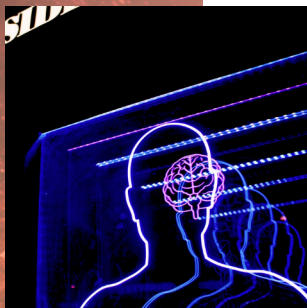


Eric BERTIN

Eric a 16 ans d'expérience dans des fonctions commerciales et vente entrecoupées de management d'équipes et de formation. Ses expériences produit et service en B2B, que ce soit pour le compte de multinationales ou de PME, lui permettent de cerner rapidement tous types de problématiques commerciales qu'il distille désormais en accompagnant et formant aux meilleures techniques des vendeurs de tous horizons.

**This webinar is going to be in french*

Conferences



Launching a startup during COVID

Feedback from « Memories Matter » experience

This webinar will focus on the challenges a young entrepreneur may face during the pandemic. How to create a prototype, undertake research, test, collaborate and win partners? Thierry's startup, focusing on Alzheimer's disease and caregivers, faces problems on a daily basis.

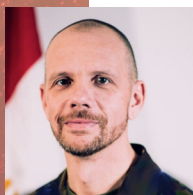
Thierry ANTILLE

Alumni JEF, JES, JEE, Close to 5 years in the Junior Enterprise Movement occupying different positions (business consultant, event manager, communication manager; vice-president and partnership manager).



Leadership in organisations

Leadership - a concept known to all, but which, sometimes, remains vague, and whose understanding and application can vary for each individual and in each organisation. However, good leadership, correctly adjusted to the situation and the organisation, is a key element that enables a group to achieve its objectives.



Richard HAUSER

He has a rich experience in the field of leadership and management of military and civilian groups. He will share his knowledge with us and explain the importance of leadership in organisations.

Conferences

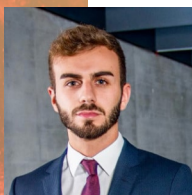


From a small JE to “Best JE of the Year”

Interactive discussion with former members of Junior Enterprise Fribourg on how they went from a turnover of 5,690CHF to more than 57,000CHF in a little over a year, which led them to win the award of “Best JE of the Year 2019”. As the title has not been put back into play in 2020, we hope this event will open the door to every JE to submit their application for this award in Spring 2021.

Yann Costa, former Head of Business Development, Ryan Siow, former Head of IT, and Damian Urwyler, former President, will talk about strategy, best practices, and how to tackle challenges you may face because of Covid-19.

As it is planned to be a conversation, everyone will have the possibility to send us questions beforehand or ask them spontaneously throughout the discussion.



Yann Costa is currently pursuing his Master's Degree in Political Economy at the University of Fribourg. He's also a creative writer and regularly writes articles that make you challenge your point of views and your beliefs.



Damian Urwyler is a Master's Degree student in Business Management at the University of St. Gallen, and the founder and president of the Junior Initiative Junior SG. Creating a JE during a global pandemic has helped him learn how to adapt the best practices to such a challenging time.



Ryan Siow is currently pursuing his Master's Degree in Big Data and Distributed Systems between the Universities of Fribourg, Bern and Neuchâtel. Last year, he founded his own startup, Fyzz.

Conferences



Business Development

With this webinar, the objective is to provide you with some tools that will allow you to better understand the environment in which an organisation evolves and to identify the potential for improvement to enable business development.

Loïk NARBY

*He works as an **analyst** in a consulting company in London. Former **International Manager** and **President of JES**, he will share his experience in the field of Business Development with us.*

Platform & Access

*The webinars are going to take place through the online platform **Zoom**. All Junior Entrepreneurs will be given a Zoom link for the Opening Ceremony.*

Places for the Opening Ceremony are open to everyone. No registration is needed. You'll get a link by default.

Places for the conferences are also free but you'll have to register to get the link.

*To get the links for **the conferences**, please register on our website from Monday 9th November 2020:*

junior-enterprises.ch/event/

Registrations will close two days before each micro-event (e.g. for the event on Wednesday 18th, registrations will close on Monday 23h59)

2020-21 Team



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Keep
in touch



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