



The University of Seville hereby certifies that **Mr/s. Ilker Baltaci** with Passport Number 873785 has fulfilled in the University of Seville, within the Program: *Innovation Management and Business Planning*, a total of 30 ECTS corresponding to the following listed subjects:

MODULE 1: 8 ECTS

- Coaching and supporting innovation
- Financial accounting
- Innovation management
- Innovative marketing
- Operation management
- Team building

MODULE 2: 8 ECTS

- Case studies
- Cost accounting for new ventures
- Financial basics for start-ups
- How to present an idea
- How to write a business plan
- Mid-temp presentations
- Opportunity identification

MODULE 3: 6 ECTS

- Elaboration of the plan Project

MODULE 4: 8 ECTS

- Career strategies for top performers
- Case studies and excursion to spin-offs
- Decision making and negotiation techniques
- European business landscape
- How to end a business
- How to sell a business plan
- Presentation of the business plans

In Seville, 27th January 2012

Signed: Doña Encarnación Mellado Durán
Directora del Centro de Formación Permanente
Universidad de Sevilla