

|                        | Anticipate and Collaborate with Market   |                            | Interpreneurial thinking |                                    |  | Product Design             |  |                 | Management science                   |                              |                                     | Popular management frameworks     |   |                  |
|------------------------|--|----------------------------|--------------------------|------------------------------------|--|----------------------------|--|-----------------|--------------------------------------|------------------------------|-------------------------------------|-----------------------------------|---|------------------|
| Responsibilities       | Understand Customers' Needs and Problems | Support market realization | Define business strategy | Outline product                    | Collaborate for delivery                                 | Writing requirements       | Backlog Management                       | User Experience | Team science                         | Distributed leadership       | Complexity thinking                 | Scrum                             | Kanban, TDD, XP                                       | Scaled Agile     |
| Skills based workshops | Market intelligence and segmentation     | Pricing                    | Agile Risk management    | Building effective business models | Stakeholder strategy                                     | Writing Great User Stories | Product roadmap and Lifecycle Management | Intro to UX     | Engineering effective teams          | Leading by example           | Sence making in complex environment | Intro to Scrum                    | Kanban and flow of work (I)                           | SAFe competences |
|                        | Measuring product performance            | Introduction to sales      |                          | Designing a value proposition      | Agile Business Analysis I - Conducting Interviews        | Modeling User Stories      | Backlog prioritization and refinement    |                 | Building team environment            | Decision making              | Reading the environment             | Holding productive Scrum meetings | Measure and manage flow (Kanban II)                   | ART ceremonies   |
|                        |  | Introduction to marketing  |                          |                                    | Agile Business Analysis II - Hosting Effective Workshops |                            |  |                 | Techniques for continous improvement | Facilitating an organization | Guiding change                      | Measuring Scrum                   | Quality, compliance and security in agile environment |                  |
|                        |  | Agile contracting          |                          |                                    | Agile Business Analysis III - Introduction to sociology  |                            |  |                 |                                      |                              |                                     |                                   | XP practices  |                  |
|                        |  |                            |                          |                                    |  |                            |  |                 |                                      |                              |                                     |                                   | Agile vs. Waterfall                                   |                  |