



**FRIEDRICH NAUMANN
FOUNDATION** For Freedom.

Myanmar

Expert - Consulting and Coaching

Falling Walls Lab, Myanmar 2019

1. Summary

The Friedrich Naumann Foundation (FNF) seeks to hire a resource person to provide expertise and services in the process of conducting an incubation workshop as well as coaching regarding the Falling Walls Competition 2019, Myanmar.

2. Background and Rationale

The Friedrich Naumann Foundation (FNF) is a German liberal foundation that promotes rule of law, human rights and economic freedom in Germany and in more than 60 countries around the world. Under the economic freedom programme, the Foundation partners with the Department of Small and Medium Enterprise Development, Ministry of Industry, to promote the capacity development of SMEs as well as government officials of SME Development Center Head Office and Branches for the overall development of small and medium enterprises in Myanmar.

The Friedrich Naumann Foundation for Freedom intends to host the Fourth Falling Walls Lab 2019, Myanmar, in cooperation with the Ministry of Industry, Parami Institute, Impact Hub Yangon, German Academic Exchange Service (DAAD) and Myanmar Young Entrepreneurs Organization (MYEO). The reason to host the Falling Walls Lab in Myanmar is to promote outstanding entrepreneurial, social and scientific initiatives, research projects as well as business ideas. It is expected to foster the spirit of innovation and competition amongst students, entrepreneurs and innovative thinkers from all disciplines as the result of the competition.

3. Purpose

The overall purpose of this call is to recruit an international expert, who provides services for FNF in running a 6-day weekend workshop that helps the applicants to further develop and refine their ideas for competition of Falling Walls Lab Myanmar. In addition, it is required to provide coaching and mentorship sessions for the winner of the Myanmar lab, one of whom will go to Berlin to represent Myanmar at the Global Falling Walls Competition on November 8, 2019.

4. Tasks

It is required that the consultant accomplishes the following tasks:

- **Designing:** Designing the incubation workshop that would best fit the interests of FNF Myanmar, Falling Walls Lab and the participants. Provide guidance and actively recruit experts for mentorship programme. Pair up the participants and experts under the mentor-mentee programme.
- **Workshop Facilitation:** Delivering a 6-day weekend workshop in July and August for approximately 20 applicants to refine their business ideas and develop a 3-minute elevator pitch.
- **Coaching:** Providing coaching and mentorship sessions to the selected participants and one dedicated session for the winner of the Myanmar Lab before going to Berlin for the final round.

5. Deliverables and Deadlines

The contractor is responsible to prepare the following deliverables on or prior to such deadlines specified below:

Part	Deliverables	Deadline for Deliverables
A.	Workshop Design/ Agenda Concept	July 1 2019
B.	Potential Mentor List	July 5 2019
C.	Six-day workshops for top 20 applicants	July 13-14 2019, August 3-4 2019, August 24-25 2019
D.	Mentoring and coaching training for the participants and the winner of Myanmar Lab	July 1- November 8 2019

6. Terms of Payment

- For the above-mentioned assignments, FNF agrees to pay the total honorarium based on contractor's proposal.
- The honorarium will be paid on satisfactory performance and service delivery of contractor.
- The first 30% payment will be made upon the completion of the first two sessions of the workshop, 14th July 2019.

- The second 40% payment will be made upon the completion of delivering a weekend workshop for approximately 20 applicants to refine their business ideas and develop a 3 minute elevator pitch, 25th August, 2019.
- The final 30% will be made after providing one dedicated mentoring session for the winner of Myanmar Lab before going to Berlin.

Please apply with a letter explaining your interest and plan in this position together with the honorarium amount you proposed, latest by 20.06.2019 to: Aung Thu Hein, +95 9 420122490 aung_thu.hein@fnst.org, or Khin Lutt Latt Tun, +95 9 421084558 khinluttlatt.tun@fnst.org.