



IT IS HEREBY CERTIFIED THAT

**Surname** Saad  
**Name** Lachhab  
**Date of Birth** 06.04.1995

Concluded positively on 27/07/2018

**European Innovation Academy**

Equivalent to 6 ECTS

He/She graduated with PASS/FAIL

The student passed in the above mentioned program the following sessions:

Description	Grade	Date
10X Ambition	Passed	27.07.2018
Dream-Team Formation	Passed	27.07.2018
Successful Startup Creation	Passed	27.07.2018
Empathy & Creativity. The Entrepreneur's Superpowers	Passed	27.07.2018
How Can Google Help You — A 10 Steps Guide to the Online Validation of Your Idea	Passed	27.07.2018
Design Desire	Passed	27.07.2018
Product-Market Fit	Passed	27.07.2018
Customer Persona Design, Customer Validation, Customer Feedback Collection & Analysis	Passed	27.07.2018
Machine Learning the Google way	Passed	27.07.2018
Paper, Digital Prototyping & Solution Validation & Design Hacks	Passed	27.07.2018
How to Scale Your Business	Passed	27.07.2018
Landing Page & Collecting Leads	Passed	27.07.2018
Upgrading Your Work Day with Quantified Self & Biohacking	Passed	27.07.2018
Marketing ABC	Passed	27.07.2018
Business & Revenue Model Design & Growth	Passed	27.07.2018



Description	Grade	Date
Tools And Software To Win Your First Customers	Passed	27.07.2018
Sales Messaging	Passed	27.07.2018
Crowdfunding	Passed	27.07.2018
Startup Financials	Passed	27.07.2018
Social Networks for Customer Engagement + How to Increase Market Traction	Passed	27.07.2018
Technology 101 for Startuppers	Passed	27.07.2018
Intellectual Property	Passed	27.07.2018
Fundraising, Creating a Funding Strategy and Funding Opportunities	Passed	27.07.2018
Pitch Presentation Preparation	Passed	27.07.2018
Meeting the investors - what are they looking for?	Passed	27.07.2018

Turin, 27/07/2018

The officer in charge (Emilio Paolucci)