



The **Academy for Innovators** is hereby recognising

Varvara Sharova

as a **Certified Entrepreneurial Coach** for successfully
completing the Venture Guide Program by
UnternehmerTUM.

ABOUT

Through academic training and applied coaching practice, Varvara has demonstrated the ability to guide early-stage innovation teams through structured entrepreneurial processes. As part of the program, over 60 hours of supervised coaching practice were completed including supporting teams in opportunity exploration, validation, and business model development. The holder of this certificate is qualified to independently facilitate entrepreneurial processes, support teams in uncertain environments, and apply both analytical and hands-on methods in early-stage venture development.



Bianca Hartmann
Program Coordinator
March 30, 2026

DURING THE PROGRAM, THE FOLLOWING LEARNING GOALS WERE ACHIEVED

- Support teams in navigating uncertainty through hypothesis-driven experimentation and iterative development
- Teach and explain core entrepreneurial concepts, including business modeling, empathy research, customer discovery, and prototyping methods
- Facilitate interdisciplinary and international teams, analyze team dynamics, and respond appropriately to evolving group processes
- Guide teams through a design thinking-based entrepreneurial cycle from identified problem to final product concept and prototype
- Translate abstract ideas into tangible prototypes using rapid prototyping techniques, including laser cutting
- Provide structured feedback and professional guidance to early-stage entrepreneurial teams