

PARTNER SEARCH FORM for Digital Europe Programme (DEP)

- I offer my expertise to participate as a Partner in a DEP Project
 I am planning to coordinate a Project and I am looking for Project Partners

TOPICS OF INTEREST

- TOPIC IDs:
Digital Europe Programme (DIGITAL-2026-SKILLS-09)
DIGITAL-2026-SKILLS-09-COMPETITIONS
DIGITAL-2026-SKILLS-09-LEAGUE-OF-ACADEMIES
DIGITAL-2026-AI-09-GENAI-PA
- TOPIC Deadline: 3.03.2026
- Deadline for the expressions of interest: 31.01.2026

PARTNER INFORMATION

▪ **Description of the Legal Entity:**

- Higher Education
- Research Institution
- Public Administration
- Industry / SME
- NGO
- Other:

Please specify:

Poslovna Znanja is a consulting and training SME specializing in **management consulting, digital transformation, AI adoption, and advanced skills development** for businesses, public institutions, and international projects.

The company focuses on **practical, implementation-oriented learning formats**, combining consulting expertise with interactive workshops, visual card-based tools, and real-world case applications. Poslovna Znanja supports organizations in improving performance, strengthening teams, and successfully adopting digital and AI solutions aligned with EU priorities.

Services:

- Facilitation & Business Coaching—Tailored workshops, conflict resolution, and team-building sessions
- Innovation Management Consulting & Training—Guiding new product development and fostering cultures of creativity

- Leadership, Teamwork, Communication, & Negotiation Training—Building effective and resilient teams
- Sales & CRM Consulting—Key account management, retail and B2B sales, customer service best practices
- Digital Transformation—E-commerce, e-marketing, data privacy, AI project management, and strategy
- Circular Economy & Green Transition—Workshops and card-based tools to embed sustainability into core operations
- Organizational Health—Workshops and card-based tools to improve employee relationships and cooperation
- AI Business Applications—Driving AI adoption, strategy, and card-based AI tools implementation

▪ **Description and expertise of the team:**

Miodrag Kostic, CMC – Certified Management Consultant (ICMCI), Certified Digital Transformation Expert, and Certified AI Manager with over two decades of international experience guiding businesses through growth, innovation, and change. His passion is to help organizations excel by combining technology, strategy, and people development into a cohesive, sustainable approach. Drawing on his background in mechanical engineering and specialist studies in e-business and IT management at the University of Belgrade, he has led diverse projects—from facilitating green and circular economy transitions to implementing AI-driven solutions across industries. He established Web Consulting Honolulu to support Hawaiian businesses with e-commerce and digital marketing and later founded Poslovna Znanja, where he has delivered hundreds of interactive training courses covering topics like leadership development, negotiation, communication, and digital transformation. Whether he is coaching teams on leadership and communication or designing AI Solutions, his focus remains on delivering tangible results through interactive methods and real-world application

Tijana Sekulić, CMC – Certified Management Consultant (ICMCI), Certified Digital Transformation Expert (WKO Austria), and Certified AI Manager (Austrian Standards). By profession, she is a graduate engineer of architecture. Since 2006, she has been the owner of AT HAUS, an agency specializing in graphic and web design, product branding, and complex marketing projects. Since 2007, she has been providing management consulting and business skills training as a trainer and owner of AT CONSULTING. Since 2020, she has delivered over 200 training sessions to more than 3,500 participants, covering topics such as digital marketing, digital transformation, and entrepreneurship. She is a consultant at the Center for Digital Transformation in Belgrade, advising micro, small, and medium-sized enterprises (MSMEs) on the development of digital transformation strategies and the implementation of digital solutions.

▪ **Potential role in the project:**

- Technology provider
- Data provider
- Research
- Training
- Dissemination
- Other:

Please specify:

Poslovna Znanja will contribute as a **training and dissemination partner**, with a strong focus on:

- design and delivery of **advanced digital skills training** (AI, digital transformation, organizational readiness),
- development of **interactive, challenge-based learning formats** aligned with League of Academies and Competitions objectives,
- facilitation of workshops, mentoring sessions, and participant preparation activities,
- dissemination of results through training networks, professional communities, and digital channels,
- support for replication and uptake of project outcomes across SMEs, public sector, and training ecosystems.

Expertise/competence needed in case of searching for Project Partners:

Poslovna Znanja is interested in collaboration with partners that bring:

- experience in **EU-funded projects** (Digital Europe, Horizon Europe, Erasmus+, IPA),
- strong **training delivery capacity** and access to learners (academies, VET providers, universities),
- public-sector organizations and innovation hubs involved in **digital skills and AI adoption**,
- technology providers and AI solution developers supporting **hands-on use cases**,
- dissemination partners with established European networks.

▪ **Other areas of interest for collaboration:**

- Artificial Intelligence and AI literacy
- Advanced digital skills and capacity building
- Digital transformation of SMEs and public organizations
- Organizational readiness for AI and digital change
- Innovation ecosystems and skills competitions
- Green transition, circular economy, and twin transition (digital & green)
- Interactive learning methodologies and micro-credentials

▪ **Already experience in EU funded projects as a:**

- Coordinator: YES NO
- Partner: YES NO

▪ **Project experience and track record:**

Poslovna Znanja team has extensive experience in supporting EU projects with **training, consulting, and facilitation** including cooperation with EU programmes, development agencies, chambers of commerce, innovation hubs, and public institutions.

The team has **delivered hundreds of training sessions and workshops** across the Western Balkans and EU-related initiatives, covering topics such as leadership, digital transformation, AI adoption, entrepreneurship, organizational health, and sustainability.

Its **card-based, interactive methodologies** have been successfully applied in EU-funded projects, pilot programmes, and large-scale training initiatives, enabling fast understanding, engagement, and practical implementation of project outcomes. Please visit <https://odrzivoposlovanje.com/sustainable-business-development/> for more insights

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