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# Workshop on Entrepreneurship for Scientists and Engineers from Developing Countries | (smr 2815)

## Friday 01 April 2016

### **DAY 3 - AGH (Giambiagi Lecture Hall) (09:00-19:00)**

- **Conveners: Bernard Amadei, Morning Session:; Dipali Bhatt-Chauhan, Afternoon Session:**

time	title	presenter
09:00	Legal Contracts and Documents for Start-ups	HAMANO, Yumiko
10:30	Coffee break	
11:00	Taking the inventions to market - Evaluating the Technology Readiness Level (TRL) of an invention for commercialization, processes involved and estimates of time required to develop a product from an invention	RAGHU, Surya
12:00	Pitching for cash. Equity issues, share dilution / Valuation at various stages of development / Funding needs at different stages	SECHER, David
13:00	Lunch break	
14:00	Business Model Development	RAGHU, Surya
15:00	Classroom Exercise on taking an idea to market	SECHER, David HAMANO, Yumiko
16:30	Coffee break	
16:45	Group Project Part 3 --- Forecasting costs and cash requirement / Stage of your product-service and time to market / Valuations and Return on Investment / Collaborations, partnership and strategic relationships / Competition Analysis Barriers to Entry	ALL SPEAKERS AND PARTICIPANTS
18:45	Wrap-up for the Day 3	RAGHU, Surya BHATT-CHAUHAN, Dipali