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

## Wednesday 30 March 2016

### DAY 1 - AGH (Giambiagi Lecture Hall) (08:15-18:50)

- Conveners: Dipali Bhatt-Chauhan, Morning and Afternoon Sessions:

time	title	presenter
08:15	REGISTRATION AND ADMINISTRATIVE FORMALITIES	
09:30	Brief introduction of speakers and organizers / Workshop Expectations and intro to group projects. - "Speed-Networking" Exercise -	BHATT-CHAUHAN, Dipali RAGHU, Surya SECHER, David NIEMELA, Joseph
10:15	Need for Sustainable Solutions in Developing Countries	AMADEI, Bernard
10:45	Coffee break	
11:00	Importance of Knowledge Transfer for economic development	SECHER, David
11:30	Identify 10 selected problems related to developing countries and generate list of skills and resources needed to invent, innovate and implement solutions to the problems. --- Group activity ---	SECHER, David BHATT-CHAUHAN, Dipali
13:00	Lunch break	
14:30	Tools for Opportunity Assessment and Feasibility Analysis. --- Group activity ---	RAGHU, Surya
16:00	Coffee break	
16:15	Gathering the talent pool in the class for developing solutions to the problems: Technical skills / Other skills related to business / What are you willing to learn to get the job done? / Example of a good team to execute a solution to a typical problem --- Participant-intensive session ---	SECHER, David REYES, Rosula ALL SPEAKERS
18:00	Wrap-up	RAGHU, Surya BHATT-CHAUHAN, Dipali
18:15	Welcome Remarks	NIEMELA, Joseph BHATT-CHAUHAN, Dipali RAGHU, Surya

# Thursday 31 March 2016

## **DAY 2 - AGH (Giambiagi Lecture Hall) (09:00-21:00)**

**- Conveners: David Secher, Morning Session:; Dipali Bhatt-Chauhan, Afternoon Session:**

time	title	presenter
09:00	Down-selecting high-impact projects and Resource Mapping and Teaming the talent pool for working on specific ideas - team formations / Project planning and setting up timelines / Group Project Part 1 --- Group Activity ---	SECHER, David RAGHU, Surya AMADEI, Bernard
10:30	Teaming and coffee break	
12:00	Project Planning and Systems Approach to Implementing Solutions	AMADEI, Bernard
13:00	Lunch break	
14:00	Financial Estimations for Start-ups. Basic Financial Terminology	REYES, Rosula
15:00	Tools for protecting Intellectual Property: Copyrights, trademarks, patents, trade secrets, etc.	HAMANO, Yumiko
16:00	Coffee break	
16:15	Developing a winning Value Proposition	TAYLOR, Stephen
17:15	Group Project Part 2 --- Technology Road mapping and opportunity assessment / Market analysis / Preliminary costs and margins / IP strategy	ALL SPEAKERS
18:15	Wrap-up for the Day 2	RAGHU, Surya BHATT-CHAUHAN, Dipali
19:30	Reception	

# 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

# Monday 04 April 2016

## **DAY 4 - AGH (Giambiagi Lecture Hall) (09:00-18:50)**

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

time	title	presenter
09:00	Case studies and participant innovators. Entrepreneurship Curriculum Module	REYES, Rosula PARTICIPANTS BHATT-CHAUHAN, Dipali
10:30	Coffee break	
10:45	Soft-Skills & Presentation Skills	SECHER, David
11:45	Writing Skills for Scientists and Engineers	NIEMELA, Joseph
12:30	Lunch break	
13:30	Start, stumble and succeed	RAGHU, Surya
14:30	Project trouble shooting: Q & A for speakers. --- Group Project Part 4: Complete the 10-minute pitch and practice for the presentation using guidelines provided	ALL SPEAKERS
15:30	Coffee break	
15:45	Group Project (contd.) and Business Pitch	
18:30	Wrap-up for the Day 4 and announcements	BHATT-CHAUHAN, Dipali RAGHU, Surya

## Tuesday 05 April 2016

### **DAY 5 - AGH (Giambiagi Lecture Hall) (09:00-16:00)**

time	title	presenter
09:00	Upload business-pitch presentations. Determine order of presentations. Introduction to rules of presentations /Introduction to the panel of judges..	AMADEI, Bernard SECHER, David PANEL
10:00	Session 1, Groups 1, 2, 3	
11:00	Coffee break	
11:15	Session 2, Groups 4, 5, 6	
12:15	Lunch break	
14:00	Feedback to the participants on their presentations / Feedback from participants to the organizers (written and informal)	ALL PANELISTS AND PARTICIPANTS. MODERATORS: DAVID SECHER AND SURYA RAGHU
15:00	Follow-up Support from IOP	BHATT-CHAUHAN, Dipali
15:30	Concluding Remarks. Distribution of Certificates after handing out the written evaluations.	BHATT-CHAUHAN, Dipali NIEMELA, Joseph RAGHU, Surya