



Node
Schedule at-a-glance
Venue

Kick-off Workshop		
6:00 pm-9:00 pm	Registration	Venue
7:00 pm-9:00 pm	Welcome Reception	Venue
Kick-off Workshop Class 1		
7:00 am-8:00 am	Breakfast	Venue
8:00 am-8:30 am	Kickoff/Course Overview/Introductions	Venue
8:30 am-9:00 am	Part 1: Business Model/Customer Development lecture	Venue
9:00 am-11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Venue
11:30 am-12:00 pm	Part 2: Business Model/Customer Development lecture	Venue
12:00 pm-1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Venue
1:30 pm-2:00 pm	Course Management Software Training	Venue
2:00 pm-7:00 pm	Get Out of the Building	Schedule these meetings prior to coming to the kick-off workshop. Allow for travel time to and from interviews
7:00 pm-8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Venue
8:00 pm-8:30 pm	Mentor Workshop (Mentors only)	Venue
8:00 pm-8:30 pm	PI/TL Workshop (PI/TL's only)	Venue
8:30 pm-finish	Mandatory Office Hours	Venue



Kick-off Workshop Class 2		
7:00 am-8:00 am	Breakfast	Venue
8:00 am-8:10 am	Workshop Day 2 Introduction	Venue
8:10 am-11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Venue 2 Rooms
11:00 am-12:00 pm	Value Proposition Lecture	Venue
12:00 pm-12:30 pm	Lunch	Venue
12:30 pm-7:30 pm	Get Out of the Building	Schedule these meetings prior to coming to the kick-off workshop. Allow for travel time to and from interviews.
7:30 pm-8:00 pm	EL Workshop (EL's only)	Venue
8:00 pm–finish	Mandatory Office Hours	Venue
Kick-off Workshop Class 3		
7:30 am-8:30 am	Breakfast	Venue
8:30 am-8:40 am	Workshop Day 3 Introduction	Venue
8:40 am-11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Venue 3 Rooms
11:00 am-12:00 pm	Lecture: Customers/Users/Payers	Venue
12:00 pm-12:30 pm	Lunch	Venue
12:30 pm-1:30 pm	Webex Training and Adjourn	Venue



All times are in **EASTERN** for **On-Line Courses**

WEBEX #1 Class 4		
Reading	Distribution Channels	
12:30 pm-1:00 pm	<p>Test WebEx</p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role</i> e.g., 201_John Smith_EL</p>	Room 1, Room 2 & Room 3
1:00 pm-2:30 pm	<p>Block A</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm-4:00 pm	<p>Block B</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3



WEBEX #2 Class 5		
Reading	Customer Relationships	
12:30 pm-1:00 pm	<p>Test WebEx</p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role e.g., 201_John Smith_EL</i></p>	Room 1, Room 2 & Room 3
1:00 pm-2:30 pm	<p>Block A</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm-4:00 pm	<p>Block B</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3



WEBEX #3 Class 6		
Reading	Revenue Model	
12:30 pm-1:00 pm	<p>Test WebEx</p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role</i> e.g., 201_John Smith_EL</p>	Room 1, Room 2 & Room 3
1:00 pm-2:30 pm	<p>Block A</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm-4:00 pm	<p>Block B</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
4:00 pm-4:30 pm	Mentor Check-In	



WEBEX #4 Class 7		
Reading	Partners	
12:30 pm-1:00 pm	<p>Test WebEx</p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role e.g., 201_John Smith_EL</i></p>	Room 1, Room 2 & Room 3
1:00 pm-2:30 pm	<p>Block A</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm-4:00 pm	<p>Block B</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3



WEBEX #5 Class 8		
Reading	Key Resources	
12:30 pm-1:00 pm	<p>Test WebEx</p> <p>The online classrooms will be open for half an hour prior to when the Team Presentation time begins. Log on during this time to test video, sound and troubleshoot technical issues, <i>even if you are not scheduled to present until 2:30, log on during this time to test your system. Please sign in to WebEx using the following naming convention: TeamNumber_Your Name_Role e.g., 201_John Smith_EL</i></p>	Room 1, Room 2 & Room 3
1:00 pm-2:30 pm	<p>Block A</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3
2:30 pm-4:00 pm	<p>Block B</p> <p>Teams present their business model canvas in three concurrent WebEx Rooms at two separate time slots. 3-4 teams will present. Each Team is allotted 12 minutes total; during that time the Instructors will facilitate a discussion among all the EL's on the call directed at each team's presentation. During this time the Instructors will also facilitate a discussion aimed at this week's reading.</p>	Room 1, Room 2 & Room 3



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Closing Workshop Class 9		
12:00 pm-1:00 pm	Welcome Back Lunch & Effectively Communicating Your Lessons Learned	Venue
1:00 pm-4:30 pm	<p>Individual Team Meeting with Faculty Faculty will meet with teams individually. Each team will discuss with the faculty their assessment of their key learnings, “go/no-go status” and next steps.</p> <p>Workshop: Developing Effective Presentations When not in their individual team presentation, teams will work on their presentations, and seek feedback from faculty co-instructors [and a storytelling expert if available]. These meetings will be informal and intended to provide helpful coaching.</p>	Venue Multiple Rooms
4:30 pm-5:15 pm	SBIR 101	Venue
5:15 pm-6:00 pm	What's Next? Lecture	Venue
Closing Workshop Class 10		
7:00 am-8:00 am	Breakfast	Venue
8:00 am-8:15 am	VentureWell Presentation	Venue
8:15 am-12:00 pm	Team Presentations: (15 minutes total, 2 minute Lessons Learned video, 10 minute Lessons Learned presentation and 3 minutes of teaching team comments).	Venue
12:00 pm-12:30 pm	Lunch	Venue
12:30 pm-3:00 pm	Team Presentations: Continued	Venue
3:00 pm-3:30 pm	Closing Session	Venue