

SBIR I-Corps™ Fall 2021 Schedule

NOTE: All times EDT

Orientation & Technical Check-In – Monday, September 20, 2021		
1:00 pm - 2:00 pm	I-Corps™ Virtual Tools Training (Zoom and LaunchPad on GLIDR)	Main Room
2:00 pm - 2:15 pm	Introduction and welcome from the NSF	Main Room
2:15 pm - 2:45 pm	Meet the teaching team	Main Room
2:45 pm - 4:15 pm	Get to know the cohort	Main Room
4:15 pm - 5:00 pm	EL, TL and IM Workshops	Breakout Rooms (3)



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Class #1 – Tuesday, September 21, 2021		
9:30 am - 10:00 am	Main Room Opens - Test webinar connection	Main Room
10:00 am - 10:30 am	Welcome and Overview	Main Room
10:30 am - 12:00 pm	Team Report Out <ul style="list-style-type: none"> • 3-min report out and discussion per team 	Room 1 Room 2
12:00 pm - 12:30 pm	Break	
12:30 pm - 1 :15 pm	Topic Discussion & Workshops <ul style="list-style-type: none"> • Business Model Canvas • Methodology 	Main Room
1:15 pm - 1:25 pm	Break	
1:25 pm - 3:00 pm	Topic Discussion & Workshops <ul style="list-style-type: none"> • Customer Roles • Customer Discovery Best Practices 	
3:00 pm - 6:00 pm	Teams conduct interviews (5 or more)	Team method of choice
6:00 pm - Finish	Office Hours	Instructor Breakout Rooms



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Class #2 – Wednesday, September 22, 2021		
9:30 am - 10:00 am	Main Room Opens - Test webinar connection	Breakout Rooms
10:00 am - 12:00 pm	Team Report Out <ul style="list-style-type: none"> • 10-min report out & discussion per team 	Room 1 Room 2 Room 3
12:00 pm - 12:30 pm	Break	
12:30 pm - 2:00 pm	Value Proposition Discussion & Workshop	Main Room
2:00 pm - 6:00 pm	Teams conduct interviews (7 or more)	Team method of choice
6:00 pm - 8:00 pm	Office Hours	Instructor Breakout Rooms



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Class #3 – Thursday, September 23, 2021		
9:30 am - 10:00 am	Main Room Opens - Test webinar connection	Breakout Rooms
10:00 am - 12:00 pm	Team Report Out <ul style="list-style-type: none"> • 10-min report out & discussion per team 	Room 1 Room 2 Room 3
12:00 pm - 12:30 pm	Break	
12:30 pm - 2:30 pm	Customer Segment Discussion & Workshop	Main Room
2:30 pm - 6:00 pm	Teams conduct interviews	Team method of choice



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Class #4 – Thursday, September 30, 2021		
12:30 pm - 1:00 pm	Test webinar connection	Room 1 Room 2 Room 3
1:00 pm - 2:30 pm	Block A <ul style="list-style-type: none"> • Team Report Out & Discussion • Customer Relationships, Channels, Revenue Models – Part 1 	Room 1 Room 2 Room 3
2:30 pm - 4:00 pm	Block B <ul style="list-style-type: none"> • Team Report Out & Discussion • Customer Relationships, Channels, Revenue Models – Part 1 	Room 1 Room 2 Room 3

NOTE: Teams will be assigned to a Time Block (A or B) and breakout room. Teams may be moved between Time Blocks and rooms week-to-week. For a given week, a team is **ONLY** expected to participate during its assigned time block (though all teams should test webinar connections prior to Block A presentations).



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Class #5 – Thursday, October 7, 2021		
12:30 pm - 1:00 pm	Test webinar connection	Room 1 Room 2 Room 3
1:00 pm - 2:30 pm	Block A <ul style="list-style-type: none"> • Team Report Out & Discussion • Customer Relationships, Channels, Revenue Models – Part 2 	Room 1 Room 2 Room 3
2:30 pm - 4:00 pm	Block B <ul style="list-style-type: none"> • Team Report Out & Discussion • Customer Relationships, Channels, Revenue Models – Part 2 	Room 1 Room 2 Room 3



NOTE: All times EDT

Class #6 – Thursday, October 14, 2021		
12:30 pm - 1:00 pm	Test webinar connection	Room 1 Room 2 Room 3
1:00 pm - 2:30 pm	Block A <ul style="list-style-type: none"> • Team Report Out & Discussion • Key Partners, Key Activities, Key Resources – Part 1 	Room 1 Room 2 Room 3
2:30 pm - 4:00 pm	Block B <ul style="list-style-type: none"> • Team Report Out & Discussion • Key Partners, Key Activities, Key Resources – Part 1 	Room 1 Room 2 Room 3
4:00 pm - 4:30 pm	Mandatory IM Check-In Meeting	



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Class #7 – Thursday, October 21, 2021		
12:30 pm - 1:00 pm	Test webinar connection	Room 1 Room 2 Room 3
1:00 pm - 2:30 pm	Block A <ul style="list-style-type: none"> • Team Report Out & Discussion • Key Partners, Key Activities, Key Resources – Part 2 	Room 1 Room 2 Room 3
2:30 pm - 4:00 pm	Block B <ul style="list-style-type: none"> • Team Report Out & Discussion • Key Partners, Key Activities, Key Resources – Part 2 	Room 1 Room 2 Room 3



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Class #8 – Thursday, October 28, 2021		
12:30 pm - 1:00 pm	Test webinar connection	Room 1 Room 2 Room 3
1:00 pm - 2:30 pm	Block A <ul style="list-style-type: none"> • Team Report Out & Discussion • Pulling it all together - Costs, Resources, Milestones, and Metrics that Matter 	Room 1 Room 2 Room 3
2:30 pm - 4:00 pm	Block B <ul style="list-style-type: none"> • Team Report Out & Discussion • Pulling it all together - Costs, Resources, Milestones, and Metrics that Matter 	Room 1 Room 2 Room 3



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Class #9 – Monday, November 1, 2021		
11:30 am - 11:45 am	Main Room Opens - Test webinar connection	Main Room
11:45 am - 12:00 pm	Welcome Back	Main Room
12:00 pm - 12:45 pm	Communicating Your I-Corps Lessons	
12:45 pm - 1:00 pm	Break	
1:00 pm - 4:15 pm	"What's Next" – Individual team meetings (20 min per team)	Breakout Rooms
	Presentation Prep – Individual team meetings	Breakout Rooms
4:15 pm - 5:15 pm	SBIR Phase II (NSF)	Main Room
5:15 pm - 6:00 pm	What's Next (Guest Lecture)	Main Room



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Class #10 – Tuesday, November 2, 2021		
9:30 am-10:00 am	Main Room Open - Test webinar connection	Main Room
10:00 am-2:00 pm	Team Presentations	Main Room
2:00 pm-3:00 pm	Wrap Up	Main Room

