

# I-CORPS at NIH

**Note: All times are Eastern.**

Pre-Course Webinar Tuesday, February 21, 2023		
1:00 pm-2:30 pm	On-Boarding Webinar	Room 1
Kickoff Orientation - Monday, March 6, 2023		
3:00 pm-4:00 pm	I-Corps at NIH Technical Training	Room 1
4:00 pm-6:00 pm	Welcome <ul style="list-style-type: none"> <li>● NIH Remarks</li> <li>● Teaching Team Introductions</li> <li>● Team Introductions</li> </ul>	
Class 1: Kickoff Workshop Tuesday, March 7, 2023		
10:00 am-10:15 am	Kickoff/Course Overview	Room 1
10:15 am-10:45 am	Plenary Session: Business Models and Customer Development	
10:45 am-12:15 pm	Team Presentations	Room 1 Room 2
12:15 pm-12:45 pm	Break	
12:45 pm-1:15 pm	Plenary Session: The Business Model Canvas in detail	Room 1
1:15 pm – 2:15 pm	Plenary Session: Best Practices in Customer Discovery	
2:30 pm onwards	Teams Conducting Customer Discovery Interviews	Schedule and conduct interviews during this time
6:00 pm onwards	Office Hours with Individual Faculty	See Office Hours signup sheet shared during Kickoff

Class 2: Kickoff Workshop- Wednesday, March 8, 2023		
10:00 am-10:15 am	Class Q&A Customer Development	
10:15 am-11:00 am	Plenary Presentations (1 from each domain)	Room 1
11:00 am-1:00 pm	Domain Presentations	Room 1 Room 2 Room 3
1:00 pm-1:30 pm	Break	
1:30 pm-2:30 pm	Plenary Session: Value Propositions and Customer Segments - Problem Solution Fit	Room 1
2:30 onwards	Teams Conducting Customer Discovery Interviews	Schedule and conduct interviews during this time
6:00 pm onwards	Office Hours	See Office Hours signup sheet shared during Kickoff

Class 3: Kickoff Workshop - Thursday, March 9, 2023		
10:00 am-10:15 am	Class Q&A Problem Solution Fit	Room 1
10:15 am-11:00 am	Plenary Presentations (1 from each domain)	
11:00 am-1:00 pm	Domain Presentations	Room 1 Room 2 Room 3
1:00 pm-1:30 pm	Break	
1:30 pm-2:30 pm	Domain Session: Workflows	
2:30-3:00	NIH Remarks and adjourn	Room 1

**ALL TIMES ARE EASTERN**

Class 4: Wednesday, March 15, 2023		
1:00 pm-1:10 pm	<b>Plenary Q &amp; A about Work Flows</b>	Room 1
1:10 pm-1:55 pm	<b>Plenary Presentations</b> Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	<b>Domain Presentations</b> Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	<b>Domain Discussion: Ecosystems</b>	
Class 5: Wednesday, March 22, 2023		
1:00 pm-1:10 pm	<b>Plenary Q &amp; A about Ecosystems</b>	Room 1
1:10 pm-1:55 pm	<b>Plenary Presentations</b> Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	<b>Domain Presentations</b> Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	<b>Domain Discussion: Revenue Streams, Channels and Customer Relationships – Revenue Strategy</b>	
Class 6: Wednesday, March 29, 2023		
1:00 pm-1:10 pm	<b>Plenary Q &amp; A about Revenue Streams, Channels and Customer Relationships – Revenue Strategy</b>	Room 1
1:10 pm-1:55 pm	<b>Plenary Presentations</b> Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	<b>Domain Presentations</b> Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	<b>Domain Discussion: Revenue Streams, Channels and Customer Relationships – Get, Keep, Grow</b>	

Class 7: Wednesday, April 5, 2023		
1:00 pm-1:10 pm	Plenary <b>Q &amp; A about</b> Revenue Streams, Channels and Customer Relationships – Get, Keep, Grow	Room 1
1:10 pm-1:55 pm	<b>Plenary Presentations</b> Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	<b>Domain Presentations</b> Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	<b>Domain Discussion:</b> Key Activities, Partners, Costs, and Resources	
Class 8: Wednesday, April 12, 2023		
1:00 pm-1:10 pm	<b>Q &amp; A about</b> Key Activities, Partners, Costs, and Resources (Part 1)	Room 1
1:10 pm-1:55 pm	<b>Plenary Presentations</b> Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	<b>Domain Presentations</b> Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	<b>Domain Discussion:</b> Key Activities, Partners, Costs, and Resources	
Class 9: Wednesday, April 19, 2023		
1:00 pm-1:10 pm	Plenary <b>Q &amp; A about</b> Key Activities, Partners, Costs, and Resources (Part 2)	Room 1
1:10 pm-1:55 pm	<b>Plenary Presentations</b> Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	
2:00 pm-3:30 pm	<b>Domain Presentations</b> Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	<b>Domain Discussion:</b> Key Activities, Partners, Costs, and Resources	

Class 10: Lessons Learned Monday, April 24, 2023		
11:00 am-11:30 pm	Overview of the day and What's Next Session	Room 1
11:30 pm-12:30 pm	SBIR Funding and Support	
12:30 pm-1:00 pm	Break	
1:00 pm-5:30 pm	Lessons Learned Workshop and What's Next Conversations	Room 1 Room 2

Class 11: Lessons Learned Tuesday, April 25, 2023		
10:00 am - 10:15 am	Overview of the Day	Room 1
10:15 pm - 12:15 pm	Team Presentations	
12:15 pm - 12:45 pm	Break	
12:45 pm - 1:45 pm	Team Presentations	
1:45 pm - 2:00 pm	Break	
2:00 pm - 3:00 pm	Team Presentations	
3:00 pm - 3:15 pm	Break	
3:15 pm - 4:15 pm	Team Presentations	
4:15 pm - 4:30 pm	Break	
4:30 pm - 6:00 pm	Presentations and Closing Remarks	

# I-Corps at NIH Timeline

## Pre-course Webinar (2-3 weeks before orientation)


### Kickoff (4 days)

- Orientation (Class 0)
  - Course Materials/Tools Review
  - **10+ interviews prescheduled**
- Class 1
  - Team Introduction Presentation (3 min)
  - Class 1 Readings and Videos
  - **Mandatory Office hours after class**
- Class 2
  - Team Presentation (8 min)
  - Class 2 Readings and Videos
  - **5 total interviews logged**
  - **Mandatory Office hours after class**
- Class 3
  - Team Presentation (8 min)
  - Class 3 Readings and Videos
  - **10 total interviews**

### Weeklies (one day a week, 6 weeks)

- Class 4
  - Team Presentation (8 min)
  - Class 4 Readings and Videos
  - **20 total interviews**
- Class 5
  - Team Presentation (8 min)
  - Class 5 Readings and Videos
  - **35 total interviews**
- Class 6
  - Team Presentation (8 min)
  - Class 6 Readings and Videos
  - **50 total interviews**
- Class 7
  - Team Presentation (8 min)
  - Class 7 Readings and Videos
  - **65 total interviews**
- Class 8
  - Team Presentation (8 min)
  - Class 8 Readings and Videos
  - **80 total interviews**
- Class 9
  - Team Presentation (8 min)
  - Class 8 Readings and Videos
  - **Final Video Draft (2 min)**
  - **95 total interviews**

### Closing (2 days)

- Class 10
  - Class 9 Readings and Videos
  - Lessons Learned and Next Steps
  - **100+ total interviews**
  - **Final Presentation Draft (10 min)**
- Class 11
  - **Final Presentation and Video**
  - **Graduation **