Schedule-At-A-Glance
Sheraton Boston Hotel
39 Dalton Street, Boston, MA

Pre-Course Webinar- Tuesday March 20, 2018		
1:00 pm-2:00 pm	On-Line	Click here
Kick-off Workshop - Monday, April 9, 2018		
7:00 pm-9:00 pm	Welcome Reception	Commonwealth Ballroom
Class 1: Kick-off Workshop – Tuesday, April 10, 2018		
7:00 am-7:55 am	Breakfast - Included with your group block hotel stay	Apropos Restaurant
8:00am-8:30 am	Kickoff/Course Overview/Introductions	Back Bay C
8:30 am-9:00 am	**Plenary Lecture** Part 1: Business Models and Customer Development	Back Bay C
9:00 am-11:30 am	Team Presentations (1 group: 5 min presentations each)	Back Bay C
11:30 am-12:00 pm	**Plenary Lecture** Part 2: Business Models and Customer Development	Back Bay C
12:00 pm-1:30 pm	**Plenary Session** Working Lunch: Best Practices for Customer Discovery	Back Bay C - Foyer
1:30 pm- 8:00 pm	Get out of the building: Scheduled interviews; allow for travel time	Out of the building
8:00 pm-8:45 pm	Meeting with NIH	Back Bay C
8:45 pm-Finish	Mandatory Office Hours	TBD

Class 2: Kick-off Workshop – Wednesday, April 11, 2018		
8:00 am-8:30 am	Breakfast - Included with your group block hotel stay	Apropos
8:30 am-8:45 am	Class Q&A about Customer Development	Back Bay C
8:45 am-9:30 am	**Plenary Presentations** Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback	Back Bay C
9:30 am-11:30 am	**Cohort Presentations** Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback	Public Garden Fens Riverway
11:30 am-12:30 pm	**Plenary Lecture** Value Proposition and Customer Segments/VPD Problem Solution Fit	Back Bay C
12:30 pm - 1:00 pm	Lunch	Back Bay C – Foyer
1:00 pm-8:00 pm	Get out of the Building: Scheduled interviews; allow for travel time	Out of the building
8:00 –	Mandatory Office Hours	TBD

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Class 3: Kick-off Workshop – Thursday, April 12, 2018		
8:00 am-8:30 am	Breakfast – Included with your group block hotel stay	Apropos
8:30 am-8:45 am	Class Q&A about Problem Solution Fit	Back Bay C
8:45 am-9:30 am	**Plenary Presentations** Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback	Back Bay C
9:30 am-11:30 am	**Cohort Presentations** Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback	Public Garden Fens Riverway
11:30am-12:30pm	**Cohort Lecture** Value Propositions and Customer Segments: Workflows	Public Garden Fens Riverway
12:30pm-2:00pm	**Plenary Session** Working Lunch: How to Succeed In I-Corps Panel	Back Bay C – Foyer
2:00pm-2:45pm	WebEx training & Platform Training Q&A	Back Bay C
2:45pm-3:00pm	NIH Expectations and Adjourn	Back Bay C

all times are in Eastern Time for On-Line Courses

Class 4: WEBEX #1 April 18, 2018		
1:00 pm-1:10 pm	Q & A about Work Flows	WebEx Group
1:10 pm-1:55 pm	**Plenary Presentations** Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback	WebEx Group
2:00 pm-3:30 pm	**Cohort Presentations** Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback	WebEx Cohort
3:30 pm-4:30 pm	**Cohort Discussion**: Ecosystems	WebEx Cohort
Class 5: WEBEX #2 April 25, 2018		
1:00 pm-1:10 pm	Q & A about Ecosystems	WebEx Group
1:10 pm-1:55 pm	**Plenary Presentations** Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback	WebEx Group
2:00 pm-3:30 pm	**Cohort Presentations** Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback	WebEx Cohort
3:30 pm-4:30 pm	**Cohort Discussion**: Revenue Streams, Channels and Customer Relationships: Revenue Strategy	WebEx Cohort
Class 6: WEBEX #3 May 2, 2018		
1:00 pm-1:10 pm	Q & A about Revenue Streams, Channels and Customer Relationships: Revenue Strategy	WebEx Group
1:10 pm-1:55 pm	**Plenary Presentations** Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback	WebEx Group
2:00 pm – 3:30 pm	**Cohort Presentations** Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback	WebEx Cohort
3:30 pm – 4:30 pm	**Cohort Discussion**: Revenue Streams, Channels and Customer Relationships: Get, Keep and Grow	WebEx Cohort

Class 7: WEBEX #4 May 9, 2018		
1:00 pm-1:10 pm	Q & A about Revenue Streams, Channels and Customer Relationships: Get, Keep and Grow	WebEx Group
1:10 pm-1:55 pm	**Plenary Presentations** Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback	WebEx Group
2:00 pm-3:30 pm	**Cohort Presentations** Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback	WebEx Cohort
3:30 pm-4:30 pm	**Cohort Discussion**: Key Activities, Partners, Costs, and Resources Part 1	WebEx Cohort
Class 8: WEBEX #5 May 16, 2018		
1:00 pm-1:10 pm	Q & A about **Cohort Discussion**: Key Activities, Partners, Costs, and Resources Part 1	WebEx Group
1:10 pm-1:55 pm	**Plenary Presentations** Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback	WebEx Group
2:00 pm-3:30 pm	**Cohort Presentations** Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback	WebEx Cohort
3:30 pm-4:30 pm	**Cohort Discussion**: Key Activities, Partners, Costs, and Resources Part 2	WebEx Cohort
Class 9: WEBEX #6 May 23, 2018		
1:00 pm-1:10 pm	Q & A about **Cohort Discussion**: Key Activities, Partners, Costs, and Resources Part 2	WebEx Group
1:10 pm-1:55 pm	**Plenary Presentations** Presentations from 1 team from each cohort (therapeutics, diagnostics, devices), 10 minutes each and 2 minutes for instructor feedback	WebEx Group
2:00 pm-3:30 pm	**Cohort Presentations** Remaining teams present in cohort breakout sessions, 10 minutes each and 2 minutes for instructor feedback	WebEx Cohort
3:30 pm-4:30 pm	**Cohort Discussion**: Key Activities, Partners, Costs, and Resources Part 3	WebEx Group

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Hilton Washington DC/Rockville Hotel
1750 Rockville Pike, Rockville, MD

Class 10: Final Workshop, Monday, May 31, 2018		
8:30am-9:00am	Breakfast – Included with your group block hotel stay	Olives – Hotel Restaurant
9:00am- 9:20am	Plenary: Welcome Back and What's Next?	Eisenhower
9:20am- 10:00am	Plenary: Lessons Learned Panel with Faculty	Eisenhower
10:00am-12:00pm	Lessons Learned Workshop and What's Next Conversations	Lincoln Monroe Jackson
12:00pm-1:00 pm	SBIR Funding & Support and Lunch	Eisenhower – Foyer
1:00pm-5:00 pm	Lessons Learned Workshop and What's Next Conversations	Lincoln Monroe Jackson
Class 11: Final Workshop, Tuesday, June 1, 2018		
8:30 am-9:00 am	Breakfast - Included with your group block hotel stay	Olives - Hotel Restaurant
9:00 am-5:00 pm	Lessons Learned Presentations	Eisenhower