



## Kick-Off Workshop Agenda

LA Node Cohort  
Location: Marriott Marina Del Rey

<b>Kick-off Workshop – Sunday, October 22, 2017</b>		
6:00 pm - 7:00 pm	Registration / Check-In	California Ballrooms Foyer
7:00 pm - 9:00 pm	Welcome Reception	REQ Room
<b>Kick-off Workshop – Monday, October 23, 2017</b>		
6:30 am – 7:45 am	Breakfast Available	Promenade
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Sierra Ballroom
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Sierra Ballroom
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Sierra Ballroom
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Sierra Ballroom
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	California Ballrooms Foyer Sierra Ballroom
1:30 pm - 2:00 pm	Course Management Software Training	Sierra Ballroom
2:00 pm - 6:30 pm	Get Out of the Building	
6:30 pm – 7:00 pm	Dinner Buffet available	California Ballrooms Foyer
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Sierra Ballroom
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Sierra Ballroom
8:00 pm - 8:30 pm	PI Workshop (PI's only)	Pacific I & II Ballrooms
8:30 pm - finish	Mandatory Office Hours	

<b>Kick-off Workshop – Tuesday, October 24, 2017</b>		
6:30 am – 7:45 am	Breakfast Available	Promenade
8:00 am - 8:10 am	Workshop Day 2 Introduction	Sierra Ballroom
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Sierra Ballroom Pacific I & II
11:00 am - 12:00 pm	Value Proposition Lecture	Sierra Ballroom
12:00 pm - 12:30 pm	Lunch	California Ballrooms Foyer Sierra Ballroom
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Sierra Ballroom
8:00 pm - finish	Mandatory Office Hours	
<b>Kick-off Workshop – Wednesday, October 25, 2017</b>		
6:30 am - 7:45 am	Breakfast Available	Promenade
8:30 am - 8:40 am	Workshop Day 3 Introduction	Sierra Ballroom
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Sierra Ballroom Pacific I & II Promenade
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Sierra Ballroom
12:00 pm - 12:30 pm	Lunch	California Ballrooms Foyer Sierra Ballroom
12:30 pm - 1:30 pm	Webex Training and Adjourn	Sierra Ballroom