



## Kick-Off Workshop Agenda

**Led by I-Corps South Node**

**Location: Hyatt Regency Atlanta Perimeter at Villa Christina**

<b>Kick-off Workshop – Sunday, January 21, 2018</b>		
6:00 pm - 7:00 pm	Registration / Check-In	Magnolia Ballroom Foyer
7:00 pm - 9:00 pm	Welcome Reception	Magnolia Ballroom
<b>Kick-off Workshop – Monday, January 22, 2018</b>		
6:00 am – 7:45 am	Breakfast Available	Villa Christina Restaurant
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Azalea Ballroom BC
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Azalea Ballroom BC
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Azalea Ballroom BC
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Azalea Ballroom BC
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Azalea Ballroom Foyer Azalea Ballroom BC
1:30 pm - 2:00 pm	Course Management Software Training	Azalea Ballroom BC
2:00 pm – 6:30 pm	Get Out of the Building	
6:30 pm – 7:00 pm	Dinner Buffet available	Azalea Ballroom Foyer
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Azalea Ballroom BC
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Azalea Ballroom BC
8:00 pm - 8:30 pm	PI Workshop (PI's only)	Dogwood (1 <sup>st</sup> Floor)
8:30 pm - Finish	Mandatory Office Hours	

<b>Kick-off Workshop – Tuesday, January 23, 2018</b>		
6:00 am - 7:45 am	Breakfast Available	Villa Christina Restaurant
8:00 am - 8:10 am	Workshop Day 2 Introduction	Azalea Ballroom BC
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Azalea Ballroom BC Dogwood
11:00 am - 12:00 pm	Value Proposition Lecture	Azalea Ballroom BC
12:00 pm - 12:30 pm	Lunch	Azalea Ballroom Foyer Azalea Ballroom BC
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Azalea Ballroom BC
8:00 pm - Finish	Mandatory Office Hours	
<b>Kick-off Workshop – Wednesday, January 24, 2018</b>		
6:00 am - 8:15am	Breakfast Available	Villa Christina Restaurant
8:30 am - 8:40 am	Workshop Day 3 Introduction	Azalea Ballroom BC
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Azalea A Dogwood Azalea Ballroom BC
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Azalea Ballroom BC
12:00 pm - 12:30 pm	Lunch	Azalea Ballroom Foyer Azalea Ballroom BC
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Azalea Ballroom BC