



Kick-Off Workshop Agenda

Led by UNY I-Corps Node
Location: Renaissance Seattle Hotel

Kick-off Workshop – Tuesday, January 16, 2018		
6:00 pm - 7:00 pm	Registration / Check-In	Madison Foyer
7:00 pm - 9:00 pm	Welcome Reception	Salon A Ballroom
Kick-off Workshop – Wednesday, January 17, 2018		
6:00 am – 7:45 am	Breakfast Available	The Fig & The Judge Hotel Restaurant
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Salon A/B Ballrooms
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Salon A/B Ballrooms
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Salon A/B Ballrooms
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Salon A/B Ballroom
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Madison Foyer Salon A/B Ballrooms
1:30 pm - 2:00 pm	Course Management Software Training	Salon A/B Ballrooms
2:00 pm - 6:30 pm	Get Out of the Building	
6:30 pm – 7:00 pm	Dinner Buffet available	Madison Foyer
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Salon A/B Ballrooms
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Salon A/B Ballrooms
8:00 pm - 8:30 pm	PI Workshop (PI's only)	Salon C Ballroom
8:30 pm - finish	Mandatory Office Hours	

Kick-off Workshop – Thursday, January 18, 2018		
6:00 am – 7:45 am	Breakfast Available	The Fig & The Judge Hotel Restaurant
8:00 am - 8:10 am	Workshop Day 2 Introduction	Salon A/B Ballrooms
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Salon A/B Ballrooms Salon C Ballroom
11:00 am - 12:00 pm	Value Proposition Lecture	Salon A/B Ballrooms
12:00 pm - 12:30 pm	Lunch	Madison Foyer Salon A/B Ballrooms
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Salon A/B Ballrooms
8:00 pm - finish	Mandatory Office Hours	
Kick-off Workshop – Friday, January 19, 2018		
6:00 am - 7:45 am	Breakfast Available	The Fig & The Judge Hotel Restaurant
8:30 am - 8:40 am	Workshop Day 3 Introduction	Salon A/B Ballrooms
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Salon A/B Ballrooms Salon C Ballroom East Ballroom – 3 rd Floor
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Salon A/B Ballrooms
12:00 pm - 12:30 pm	Lunch	Madison Foyer Salon A/B Ballrooms
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Salon A/B Ballrooms