



## Kick-Off Workshop Agenda

**Location: Sheraton Indianapolis City Centre Hotel**

<b>Kick-off Workshop – Sunday, April 29, 2018</b>		
6:00 pm - 7:00 pm	Registration / Check-In	Panorama Ballroom Foyer, 21 <sup>st</sup> Floor
7:00 pm - 9:00 pm	Welcome Reception	Panorama Ballroom, 21 <sup>st</sup> Floor
<b>Kick-off Workshop – Monday, April 30, 2018</b>		
6:30 am - 7:45 am	Breakfast	Circle Cafe
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Meridian Center Ballroom
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Meridian Center Ballroom
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Meridian Center Ballroom
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Meridian Center Ballroom
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Meridian Center Ballroom ( <i>Buffet in Foyer</i> )
1:30 pm - 2:00 pm	Course Management Software Training	Meridian Center Ballroom
2:00 pm - 7:00 pm	Get Out of the Building	
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Meridian Center Ballroom
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Meridian Center Ballroom
8:00 pm - 8:30 pm	PI Workshop (PI's only)	Meridian East Ballroom
8:30 pm - Finish	Mandatory Office Hours	

<b>Kick-off Workshop – Tuesday, May 1, 2018</b>		
6:30 am - 7:45 am	Breakfast	Circle Cafe
8:00 am - 8:10 am	Workshop Day 2 Introduction	Meridian Center Ballroom
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Meridian Center Ballroom Meridian East Ballroom
11:00 am - 12:00 pm	Value Proposition Lecture	Meridian Center Ballroom
12:00 pm - 12:30 pm	Boxed Lunches Available	Boxed Lunches in Foyer
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Meridian Center Ballroom
8:00 pm - Finish	Mandatory Office Hours	
<b>Kick-off Workshop – Wednesday, May 2, 2018</b>		
7:30 am - 8:15 am	Breakfast	Circle Cafe
8:30 am - 8:40 am	Workshop Day 3 Introduction	Meridian Center Ballroom
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Meridian Center Ballroom Meridian East Ballroom Monument Suites
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Meridian Center Ballroom
12:00 pm - 12:30 pm	Luncheon	Meridian Center Ballroom (Buffet in Foyer)
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Meridian Center Ballroom