



## Kick-Off Workshop Agenda

Austin, TX

Location: The Westin Austin Downtown

### Kick-off Workshop – Tuesday, July 24, 2018

6:00 pm - 7:00 pm	Registration / Check-In	Continental Ballroom Foyer
7:00 pm - 9:00 pm	Welcome Reception	Continental III Ballroom

### Kick-off Workshop – Wednesday, July 25, 2018

6:30 am - 7:45 am	Breakfast available	Stella San Jac Restaurant
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Paramount Ballrooms
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Paramount Ballrooms
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Paramount Ballrooms
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Paramount Ballrooms
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Paramount Ballrooms (Buffet in Foyer)
1:30 pm - 2:00 pm	Course Management Software Training	Paramount Ballrooms
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	Paramount Ballrooms (Buffet in Foyer)
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Paramount Ballrooms
8:00 pm - 8:30 pm	PI Workshop (PI's only)	Strait
8:30 pm - finish	Mandatory Office Hours	

<b>Kick-off Workshop – Thursday, July 26, 2018</b>		
6:30 am - 8:00 am	Breakfast available	Stella San Jac Restaurant
8:00 am - 8:10 am	Workshop Day 2 Introduction	Paramount Ballrooms
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Paramount Ballrooms The Gallery (3 <sup>rd</sup> Floor)
11:00 am - 12:00 pm	Value Proposition Lecture	Paramount Ballrooms
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)	Paramount Ballrooms
8:00 pm - finish	Mandatory Office Hours	
<b>Kick-off Workshop – Friday, July 27, 2018</b>		
6:30 am - 8:15 am	Breakfast available	Stella San Jac Restaurant
8:30 am - 8:40 am	Workshop Day 3 Introduction	Paramount Ballrooms
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Paramount Ballrooms Joplin Strait
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Paramount Ballrooms
12:00 pm - 12:30 pm	Lunch Buffet	Paramount Ballrooms ( <i>Buffet in Foyer</i> )
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Paramount Ballrooms