



Kick-Off Workshop Agenda

Location: InterContinental San Diego Hotel

Kick-Off Workshop – Sunday, September 30, 2018		
6:00 pm - 7:00 pm	Registration / Check-In	Bayview Terrace A Foyer
7:00 pm - 9:00 pm	Welcome Reception	Bayview Terrace A
Kick-Off Workshop – Monday, October 1, 2018		
6:00 am - 7:45 am	Breakfast	Vistal Restaurant
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Pacific Ballroom D
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Pacific Ballroom D
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Pacific Ballroom D
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Pacific Ballroom D
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Pacific Ballroom D
1:30 pm - 2:00 pm	Course Management Software Training	Pacific Ballroom D
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	Pacific Ballroom D
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Pacific Ballroom D
8:00 pm - 8:30 pm	TL Workshop (TL's only)	Balboa AB
8:30 pm - Finish	Mandatory Office Hours	

Kick-Off Workshop – Tuesday, October 2, 2018		
6:00 am - 8:00 am	Breakfast	Vistal Restaurant
8:00 am - 8:10 am	Workshop Day 2 Introduction	Pacific Ballroom D
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Pacific Ballroom D Balboa AB
11:00 am - 12:00 pm	Value Proposition Lecture	Pacific Ballroom D
12:00 pm - 12:30 pm	Lunch	Pacific Ballroom D
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Pacific Ballroom D
8:00 pm – Finish	Mandatory Office Hours	
Kick-Off Workshop – Wednesday, October 3, 2018		
6:00 am - 8:15 am	Breakfast	Vistal Restaurant
8:30 am-8:40 am	Workshop Day 3 Introduction	Pacific Ballroom D
8:40 am-11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Pacific Ballroom D Balboa A Balboa B
11:00 am-12:00 pm	Lecture: Customers/Users/Payers	Pacific Ballroom D
12:00 pm-12:30 pm	Lunch	Pacific Ballroom D
12:30 pm-1:30 pm	WebEx Training and Adjourn	Pacific Ballroom D