



Kick-Off Workshop Agenda

South Node Cohort

Location: Georgia Tech Hotel and Conference Center

Kick-Off Workshop – Sunday, October 14, 2018		
6:00 pm - 7:00 pm	Registration / Check-In	Salons 1-3 Foyer
7:00 pm - 9:00 pm	Welcome Reception	Salons 4-6
Kick-Off Workshop – Monday, October 15, 2018		
6:30 am - 7:45 am	Breakfast	Dining Area
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Salons 1-3
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Salons 1-3
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Salons 1-3
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Salons 1-3
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Salons 1-3 Foyer
1:30 pm - 2:00 pm	Course Management Software Training	Salons 1-3
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	Salons 1-3
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Salons 1-3

8:00 pm - 8:30 pm	PI/TL Workshop (PI's and TL's only)	Conference Two
8:30 pm - Finish	Mandatory Office Hours	

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Kick-Off Workshop – Tuesday, October 16, 2018		
6:30 am -7:45 am	Breakfast	Dining Area
8:00 am - 8:10 am	Workshop Day 2 Introduction	Salons 1-3
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Salons 1-3 Conference Two
11:00 am - 12:00 pm	Value Proposition Lecture	Salons 1-3
12:00 pm - 12:30 pm	Lunch	Salons 1-3 Foyer
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Salons 1-3
8:00 pm – Finish	Mandatory Office Hours	
Kick-Off Workshop – Wednesday, October 17, 2018		
6:30 am -8:15 am	Breakfast	Dining Area
8:30 am - 8:40 am	Workshop Day 3 Introduction	Salons 1-3
8:40 am -11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Salons 1-3 Conference Two Conference E
11:00 am -12:00 pm	Lecture: Customers/Users/Payers	Salons 1-3
12:00 pm -12:30 pm	Lunch	Salons 1-3 Foyer
12:30 pm -1:30 pm	WebEx Training and Adjourn	Salons 1-3

