



## Kick-Off Workshop Agenda

**Location: Hyatt Regency San Francisco Airport**

| Kick-off Workshop – Sunday, January 27, 2019 |   |  |
|--|---|--|
| 6:00 pm - 7:00 pm                            | Registration / Check-In   | Cypress Foyer                                    |
| 7:00 pm - 9:00 pm                            | Welcome Reception   | Cypress Ballroom                                 |
| Kick-off Workshop – Monday, January 28, 2019 |   |  |
| 6:00 am – 7:45 am                            | Breakfast Available   | 3Sixty Restaurant                                |
| 8:00 am - 8:30 am                            | Kickoff/Course Overview/Introductions                               | Regency AB                                       |
| 8:30 am - 9:00 am                            | Part 1: Business Model/Customer Development lecture                 | Regency AB                                       |
| 9:00 am - 11:30 am                           | Team Introductions<br>(1 group: 3 min presentations/2 min comments) | Regency AB                                       |
| 11:30 am - 12:00 pm                          | Part 2: Business Model/Customer Development lecture                 | Regency AB                                       |
| 12:00 pm - 1:30 pm                           | Working Lunch: Best Practices for Customer Discovery Lecture        | Regency AB<br><i>(Buffet available in Foyer)</i> |
| 1:30 pm - 2:00 pm                            | Course Management Software Training                                 | Regency AB                                       |
| 2:00 pm - 6:30 pm                            | Get Out of the Building   |  |
| 6:30 pm – 7:00 pm                            | Dinner Buffet Available   | Regency AB<br><i>(Buffet available in Foyer)</i> |
| 7:00 pm - 8:00 pm                            | How to Succeed in the Innovation Corps Panel and Dinner             | Regency AB<br><i>(Buffet available in Foyer)</i> |
| 8:00 pm - 8:30 pm                            | Mentor Workshop (Mentors only)                                      | Regency AB                                       |
| 8:00 pm - 8:30 pm                            | PI/TL Workshop (PI/TL's only)                                       | Regency C  |
| 8:30 pm - Finish                             | Mandatory Office Hours  |  |

| <b>Kick-off Workshop – Tuesday, January 29, 2019</b>   |   |   |
|--|---|---|
| 6:00 am – 7:45 am                                      | Breakfast Available   | 3Sixty Restaurant                         |
| 8:00 am - 8:10 am                                      | Workshop Day 2 Introduction   | Regency AB                                |
| 8:10 am - 11:00 am                                     | Team Presentations<br>(2 groups: 10 min presentations/2 min comments) | Regency AB<br>Regency C                   |
| 11:00 am - 12:00 pm                                    | Value Proposition Lecture   | Regency AB                                |
| 12:00 pm - 12:30 pm                                    | Boxed Lunches Available   | Regency AB<br>(Buffet available in Foyer) |
| 12:30 pm - 7:30 pm                                     | Get Out of the Building   |   |
| 7:30 pm - 8:00 pm                                      | EL Workshop (EL's only)   | Regency AB                                |
| 8:00 pm - finish                                       | Mandatory Office Hours  |   |
| <b>Kick-off Workshop – Wednesday, January 30, 2019</b> |   |   |
| 6:00 am – 7:45 am                                      | Breakfast Available   | 3Sixty Restaurant                         |
| 8:30 am - 8:40 am                                      | Workshop Day 3 Introduction   | Regency AB                                |
| 8:40 am - 11:00 am                                     | Team Presentations<br>(3 groups: 10 min presentations/5 min comments) | Regency AB<br>Regency C<br>Harbour AB     |
| 11:00 am - 12:00 pm                                    | Lecture: Customers/Users/Payers                                       | Regency AB                                |
| 12:00 pm - 12:30 pm                                    | Lunch   | Regency AB<br>(Buffet available in Foyer) |
| 12:30 pm - 1:30 pm                                     | WebEx Training and Adjourn  | Regency AB                                |