



## Kick-Off Workshop Agenda

New England Node

Location: Aloft Boston Seaport District

<b>Kick-Off Workshop – Sunday, March 31, 2019</b>		
6:00 pm - 7:00 pm	Registration / Check-In	Mann Foyer
7:00 pm - 9:00 pm	Welcome Reception	Mann Ballroom 1
<b>Kick-Off Workshop – Monday, April 1, 2019</b>		
6:30 am - 7:45 am	Breakfast	Mann Ballroom 1
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Mann Ballroom 2-3
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Mann Ballroom 2-3
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Mann Ballroom 2-3
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Mann Ballroom 2-3
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Mann Foyer
1:30 pm - 2:00 pm	Course Management Software Training	Mann Ballroom 2-3
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	Mann Ballroom 2-3
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Mann Ballroom 2-3
8:00 pm - 8:30 pm	TL Workshop (TL's only)	Smoot
8:30 pm - Finish	Mandatory Office Hours	

<b>Kick-Off Workshop – Tuesday, April 2, 2019</b>		
6:30 am - 7:45 am	Breakfast	Mann Ballroom 1
8:00 am - 8:10 am	Workshop Day 2 Introduction	Mann Ballroom 2-3
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Mann Ballroom 2-3 Smoot
11:00 am - 12:00 pm	Value Proposition Lecture	Mann Ballroom 2-3
12:00 pm - 12:30 pm	Boxed Lunches Available	Mann Foyer
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Mann Ballroom 2-3
8:00 pm - Finish	Mandatory Office Hours	
<b>Kick-Off Workshop – Wednesday, April 3, 2019</b>		
6:30 am - 8:15 am	Breakfast	Mann Ballroom 1
8:30 am - 8:40 am	Workshop Day 3 Introduction	Mann Ballroom 2-3
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Mann Ballroom 2-3 Mahoney Exchange Smoot
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Mann Ballroom 2-3
12:00 pm - 12:30 pm	Lunch	Mann Foyer
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Mann Ballroom 2-3