



## Kick-Off Workshop Agenda

**Location: The Curtis - A DoubleTree by Hilton Hotel**

Kick-off Workshop – Sunday, July 14, 2019		
6:00 pm - 7:00 pm	Registration / Check-In	Four Square Ballroom Foyer
7:00 pm - 9:00 pm	Welcome Reception	Four Square Ballroom
Kick-off Workshop – Monday, July 15, 2019		
6:00 am – 7:45 am	Breakfast Available	The Corner Office
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Marco Polo Ballroom
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Marco Polo Ballroom
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Marco Polo Ballroom
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Marco Polo Ballroom
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Marco Polo Ballroom Foyer
1:30 pm - 2:00 pm	Course Management Software Training	Marco Polo Ballroom
2:00 pm - 6:30 pm	Get Out of the Building	
6:30 pm – 7:00 pm	Dinner Buffet Available	Marco Polo Ballroom Foyer
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Marco Polo Ballroom
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Marco Polo Ballroom
8:00 pm - 8:30 pm	TL Workshop (TL's only)	Hopscotch
8:30 pm - Finish	Mandatory Office Hours	

<b>Kick-off Workshop – Tuesday, July 16, 2019</b>		
6:00 am – 7:45 am	Breakfast Available	The Corner Office Restaurant
8:00 am - 8:10 am	Workshop Day 2 Introduction	Marco Polo Ballroom
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Marco Polo Ballroom Hopscotch Ballroom
11:00 am - 12:00 pm	Value Proposition Lecture	Marco Polo Ballroom
12:00 pm - 12:30 pm	Boxed Lunches Available	Marco Polo Ballroom Foyer
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Marco Polo Ballroom
8:00 pm - Finish	Mandatory Office Hours	
<b>Kick-off Workshop – Wednesday, July 17, 2019</b>		
6:00 am – 8:15 am	Breakfast Available	The Corner Office Restaurant
8:30 am - 8:40 am	Workshop Day 3 Introduction	Marco Polo Ballroom
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Marco Polo Ballroom Hopscotch Ballroom Red Rover Ballroom
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Marco Polo Ballroom
12:00 pm - 12:30 pm	Lunch	Marco Polo Ballroom Foyer
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Marco Polo Ballroom