



**Kick-Off Workshop Agenda**  
**Upstate NY I-Corps™ Node**  
**Location: The Warwick Rittenhouse Square**

<b>Kick-off Workshop – Tuesday, October 1, 2019</b>		
6:00 pm - 7:00 pm	Registration / Check-In	Mezzanine Foyer
7:00 pm - 9:00 pm	Welcome Reception	Mezzanine Foyer
<b>Kick-off Workshop – Wednesday, October 2, 2019</b>		
6:30 am – 7:45 am	Breakfast Available	Chestnut Ballroom <i>(Third Floor)</i>
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Grand Ballroom
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Grand Ballroom
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Grand Ballroom
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Grand Ballroom
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Grand Ballroom <i>(Buffet available in Foyer)</i>
1:30 pm - 2:00 pm	Course Management Software Training	Grand Ballroom
2:00 pm - 6:30 pm	Get Out of the Building	
6:30 pm – 7:00 pm	Dinner Buffet Available	Grand Ballroom <i>(Buffet available in Foyer)</i>
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Grand Ballroom
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Grand Ballroom
8:00 pm - 8:30 pm	TL Workshop (TL's only)	Crystal Ballroom
8:30 pm - Finish	Mandatory Office Hours	

<b>Kick-off Workshop – Thursday, October 3, 2019</b>		
6:30 am – 7:45 am	Breakfast Available	Chestnut Ballroom <i>(Third Floor)</i>
8:00 am - 8:10 am	Workshop Day 2 Introduction	Grand Ballroom
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Grand Ballroom Crystal Ballroom
11:00 am - 12:00 pm	Value Proposition Lecture	Grand Ballroom
12:00 pm - 12:30 pm	Boxed Lunches Available	Grand Ballroom Foyer
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Grand Ballroom
8:00 pm - finish	Mandatory Office Hours	
<b>Kick-off Workshop – Friday, October 4, 2019</b>		
6:30 am – 8:15 am	Breakfast Available	Chestnut Ballroom <i>(Third Floor)</i>
8:30 am - 8:40 am	Workshop Day 3 Introduction	Grand Ballroom
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Grand Ballroom Crystal Ballroom Warwick Room
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Grand Ballroom
12:00 pm - 12:30 pm	Lunch	Grand Ballroom <i>(Buffet available in Foyer)</i>
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Grand Ballroom