



Kick-Off Workshop Agenda
Innovation Node-Los Angeles (IN-LA)
Location: The Westin Los Angeles Airport Hotel

Kick-off Workshop – Tuesday, January 21, 2020		
6:00 pm - 7:00 pm	Registration / Check-In	Westchester Foyer
7:00 pm - 9:00 pm	Welcome Reception	Westchester AB
Kick-off Workshop – Wednesday, January 22, 2020		
6:00 am – 7:45 am	Breakfast Available	Daily Grill
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Concourse Ballroom AB
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Concourse Ballroom AB
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Concourse Ballroom AB
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Concourse Ballroom AB
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Concourse Ballroom AB <i>(Buffet available in Foyer)</i>
1:30 pm - 2:00 pm	Course Management Software Training	Concourse Ballroom AB
2:00 pm - 6:30 pm	Get Out of the Building	
6:30 pm – 7:00 pm	Dinner Buffet Available	Concourse Ballroom Foyer
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Concourse Ballroom AB <i>(Buffet available in Foyer)</i>
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Concourse Ballroom AB
8:00 pm - 8:30 pm	TL Workshop (TL's only)	Westchester AB
8:30 pm - Finish	Mandatory Office Hours	

Kick-off Workshop – Thursday, January 23, 2020		
6:00 am – 7:45 am	Breakfast Available	Daily Grill
8:00 am - 8:10 am	Workshop Day 2 Introduction	Concourse Ballroom AB
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Concourse Ballroom AB Westchester AB
11:00 am - 12:00 pm	Value Proposition Lecture	Concourse Ballroom AB
12:00 pm - 12:30 pm	Boxed Lunches Available	Concourse Ballroom Foyer
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Concourse Ballroom AB
8:00 pm - finish	Mandatory Office Hours	
Kick-off Workshop – Friday, January 24, 2020		
6:00 am – 8:15 am	Breakfast Available	Daily Grill
8:30 am - 8:40 am	Workshop Day 3 Introduction	Concourse Ballroom AB
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Concourse Ballroom AB Kennedy Westchester AB
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Concourse Ballroom AB
12:00 pm - 12:30 pm	Lunch	Concourse Ballroom AB (Buffet available in Foyer)
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Concourse Ballroom AB