

# Cutting-edge entrepreneurship – Blend business with science

## Dates:

**Entrepreneurial group:** February 23, March 2, 9, 18; 23.

**Scientific group:** February 15, 22, March 18,  
Individual sessions

**Time: 15:00**

Venue: online via Zoom

Language: English

## 5-weeks hands-on training on how to build your deep-tech start-up

### Topics Entrepreneurial group:

#### 23.02. Paradigm shift for launching your Deep-Tech startups

Topics:

- Welcome speech and opening;
- Entrepreneurship phenomena;
- Transforming and becoming a Deep-Tech entrepreneur;
- Detailed introduction to the course;
- Panel discussion with experienced entrepreneurs.

#### 2.03. Deep-tech business instruments and specifics

Topics:

- Decomposing a technology. Antonets spider. Basics of handling IP;
- Technology vs. Product. Moving through TRLs with a real technology case;
- Info session about the Ignition Event;

#### 9.03. Fundraising

- Different sources of funding, private capital vs. public money. Smart money concept; Venture Investor Mindset;
- Where to look for the investment? Which funding form fits each stage of the development?; Practical tips.

#### 11.03. BOOTCAMP

Topics:

- Masterclass: Application finding. FAB. Value chains in the industry;
- Workshop Creativity in application finding;
- Fireside chat with ENT and SCI.

#### 23.03. Final presentation session and feedback

Topics:

- 3-minute investor pitches by the teams;
- Feedback from the jury;
- Pitches by CEOs of real study cases. non-legal (social) obligations.

### Topics Scientific group:

#### 15.02. Meeting with scientists

Topics:

- Welcome speech and opening;
- How to commercialize your research;
- Entrepreneurial tasks in deep-tech startup.

#### 22.02. Work with Entrepreneurs

Topics:

- You and Your New Team;
- Real cases of scientists who created a team with entrepreneur and started the commercialization journey;
- Practical workshop - Decomposing any technology with Antonets Spider, retrieving the core IP;

#### Preparing a presentation for technology entrepreneurs (individual sessions)

Topics:

- gathering preliminary materials;
- Discussion of IP and core competences;
- Creating a presentation.

#### 11.03. BOOTCAMP

Topics:

- Masterclass: Application finding. FAB. Value chains in the industry;
- Workshop Creativity in application finding;
- Fireside chat with ENT and SCI.