Entrepreneurship School

September 17 - 19, 2018

Graduate School for Climate and Environment - GRACE

GRACE - EnTechnon Entrepreneurship School

Welcome

We warmly welcome you to join the GRACE Entrepreneurship School 2018.

The goal of the school is to learn how to develop potential business ideas, based on technology and research findings and to train the skills which are needed to start and run an own business sustainably.

The school in particular imparts knowledge of Entrepreneurship and the realization of Technology Innovation in a real business, focusing on the university environment.

The sessions will cover the topics of…
- technology-based business idea generation
- protecting intellectual property
- value proposition and product strategy
- business models and business plans
- presentation of the business idea

Besides intensive workshops and plenary sessions you will have the chance to present your project ideas and business models and receive feedback.

Prof. Dr. Orestis Terzidis
Head of the Institute for Entrepreneurship,
Technology Management and Innovation (EnTechnon)

Prof. Dr. Orestis Terzidis
Chair and Head of the KIT Institute for Entrepreneurship, Technology-Management and Innovation (EnTechnon)

Ralph Henn
Research Associate & PhD Candidate Institute for Entrepreneurship, Technology-Management and Innovation (EnTechnon)

Despoina Ntagiakou
Research Associate & PhD Candidate Institute for Entrepreneurship, Technology-Management and Innovation (EnTechnon)

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HELMHOLTZ
RESEARCH FOR GRAND CHALLENGES

GRACE

Course programme

Monday, September 17

Time	Topic	Speaker
9.00 am	Introduction	Prof. Dr. Orestis Terzidis
10.30 am	Patent & Team Assignment	Prof. Dr. Orestis Terzidis
10.45 am	Technology Push: The TAS Processes	Prof. Dr. Orestis Terzidis
12.15 pm	Lunch	
1.15 pm	Workshop: Technology Characterization Poster	Despoina Ntagiakou
2.45 pm	Workshop: Application Ideation	Despoina Ntagiakou
4.00 pm	Workshop: Application Selection	Despoina Ntagiakou
5.00 pm	Project Work	

Tuesday, September 18

Time	Topic	Speaker
9.00 am	Value Proposition & Technology Marketing	Prof. Dr. Orestis Terzidis
10.30 am	Coffee Break	
10.45 am	Workshop: Value Profiles	Prof. Dr. Orestis Terzidis
12.15 pm	Lunch	
1.30 pm	Business Model Canvas	Prof. Dr. Orestis Terzidis
2.00 pm	Workshop: Business Model Canvas	Prof. Dr. Orestis Terzidis
3.00 pm	Funding and Financial Planning	Prof. Dr. Orestis Terzidis
4.00 pm	Workshop: Financial Planning	Prof. Dr. Orestis Terzidis
5.00 pm	Wrap Up	All

Wednesday, September 19

Time	Topic	Speaker
9.00 am	Presentation of Business Models & Feedback	Ralph Henn
10.30 am	Coffee Break	
10.45 am	Pitching to Investors	Ralph Henn and First Momentum Ventures
12.00 pm	Lunch	
1.00 pm	Founders Talk (Heisenberg Quantum Simulations)	Ralph Henn
2.15 pm	Pitch Preperation	All
3.30 pm	Final Presentation & Wrap-Up	Ralph Henn

Date and venue

September 17-19, 2018, 9:00 am - 5:00 pm

KIT Campus South | Building 10.81 | Room 318
Department of Civil Engineering, Geo and Environmental Sciences
Otto-Ammann-Platz 1
76131 Karlsruhe

Registration and fees

The school is designed for all researchers (scientists, PhD candidates), predominantly of engineering and natural sciences, from the KIT and external institutes. The program is limited to 25 participants who will be elected after application.
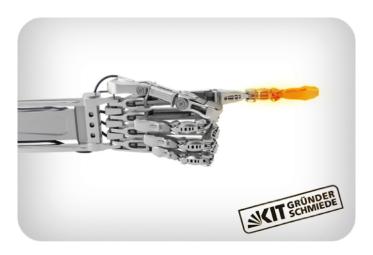The fee for the School is:
 • € 50 for GRACE PhD researchers
 • € 150 for all participants
The fee includes tuition and all materials of the program.

Register online until September 10, 2018 at „www.grace.kit.edu"

Organizer

Institute for Entrepreneurship, Technology-Management and Innovation (EnTechnon)

Graduate School for Climate and Environment (GRACE)

Contact

Dr.-Ing. Andreas Schenk
Graduate School for Climate and Environment
Englerstr. 7 | 76131 Karlsruhe
E-Mail: andreas.schenk@kit.edu
Phone: +49 (0)721 608 43676

Despoina Ntagiakou
KIT Institute for Entrepreneurship, Technology-Management and Innovation (EnTechnon)
Fritz-Erler-Str. 1-3 | 76133 Karlsruhe
E-Mail: despoina.ntagiakou@kit.edu
Phone: +49 (0)721 608 48977

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