

# Entrepreneurship School 2020

October 12 - 16, 2020



## Welcome to KIT - AUTH Entrepreneurship School 2020

We warmly welcome PhD students and young researchers at Karlsruhe Institute of Technology and the Aristotle University of Thessaloniki to join the Entrepreneurship School 2020.

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 realisation 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
- entrepreneurial marketing
- business models and business plans
- funding and financial planning
- leadership
- pitching

Besides intensive work in smaller groups and plenary sessions you will have the chance to present your project ideas and business models and receive feedback. The course will be carried out as online course. After completion of the programme you will receive 3 ECTS.

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)

## Date

October 12-16, 2020, 9:00 am - 5:00 pm

## Venue

The course will be carried out as online course. Detailed information will be given in advance.

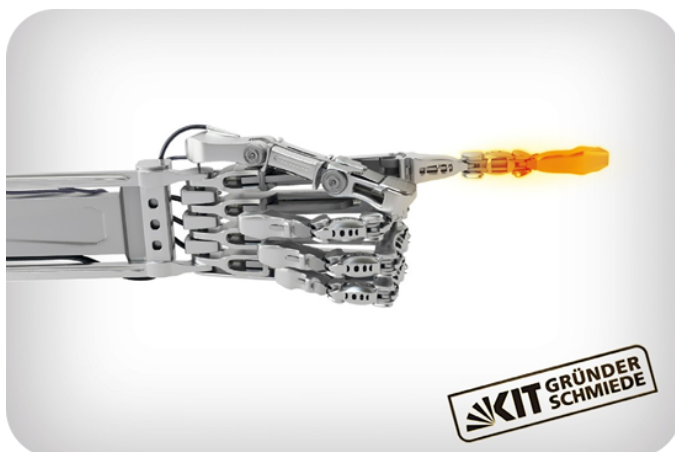
## Target Group and Selection

The school is designed for all researchers (scientists, PhD candidates) from KIT and the AUTH, predominantly of engineering and natural sciences with focus in the domain of environmental, climate and energy research. The program is limited to 24 participants.

## Registration and Fees

Please use the registration form at [grace.kit.edu/entrepreneurship2020.php](https://grace.kit.edu/entrepreneurship2020.php).  
Fees are waived for participants from KIT and AUTH.

Register online at „[www.grace.kit.edu](https://www.grace.kit.edu)“



## Organization

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](mailto: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](mailto:despoina.ntagiakou@kit.edu)