








## 2023 Module A

Hybrid				Online		
TUE 25 April	WED 26 April	THU 27 April	FRI 28 April	TUE 2 May	WED 3 May	THU 4 May
	9:00-10:45 <b>Value Propositions</b> tbc /Lamprini Kafantzi and Andrew Nightingale	9:00-10:45 <b>Developing a Marketing Strategy</b> Phil O'Donovan	9:00-10:45 <b>Business Models</b> Julie Barnes/ Florin Udrea	9:00-10:45 <b>Market Research</b> Chris Lamaison	9:00-10:45 <b>Marketing Planning</b> Faye Holland	9:00-10:45 <b>Funding Sources</b> Arun Muthirulan
	Break	Break	Break		Break	Break
12:00-13:30 <b>Programme Introduction</b> Yupar Myint	12:00-13:30 <b>Mentoring Session</b>	12:00-13:30 <b>Mentoring Session</b>	11:00-12:00 <b>Entrepreneurial Journey</b> Lord Karan Bilimoria		12:00-13:00 <b>How to Network</b> Faye Holland	12:00-13:30 <b>Intrapreneuring and Stakeholder Analysis</b> Phil O'Donovan
	Break	Break	Break		13:00-14:00 <b>Networking with Innovators</b>	
14:00-15:00 <b>Welcome Ceremony</b> tbc	14:00-15:30 <b>Mentoring Session</b>	14:00-15:30 <b>Mentor Session</b>	13:00-14:30 <b>Mentoring Session</b>			
			Break			
15:00-16:00 <b>Networking with Innovators</b>			15:00-16:30 <b>Mentoring Session</b>			
			16:30-17:30 <b>Wrap-up and Get to Know your Fellow Participants</b>			

### Key

	Impulse
	Intrapreneur focus
	Mentoring
	Networking
	Pitching
	*Workshops
	1 to 1 discussions

Application deadline Sunday 19 March 2023

**NOTE: Programme details are subject to change.**

Timetable version: 16 February 2023








\* Some workshops are split and the Life Science stream speakers are in blue

## 2023 Module B

### Online

WED 17 May	WED 24 May	WED 31 May	WED 7 June	WED 14 June	WED 21 June	WED 28 June
9:00-10:30 IP Strategy/ IP & Regulatory Requirements <i>Allie Elend</i> / Christian Bunke	9:00-10:30 <b>Clarifying your Financial Needs</b> Mike Anstey	9:00-11:00 <b>Selling Skills</b> Paul Duckworth	9:00-10:30 <b>Pitch Presentation Guidance</b> Denise Vorraber	9:00-10:30 <b>Legal Issues in Starting a Business</b> Trina Hill	9:00-10:30 <b>Building Business Partnerships</b> Anwar Gilan/ Hilary Charles/ Robert Peake/ Sally Curran	9:00-10:30 <b>Building a Great Team</b> David Cleevely
Break	Break	Break	Break	Break	Break	Break
12:00-14:15 <b>1 to 1 Discussions with Business Experts</b>	12:00-13:00 <b>Peer Networking (optional)</b>	12:00-14:15 <b>1 to 1 Discussions with Business Experts</b>	12:00-13:00 <b>Peer Networking (optional)</b>	12:00-14:15 <b>1 to 1 Discussions with Business Experts</b>	12:00-13:00 <b>Peer Networking (optional)</b>	12:00-14:15 <b>1 to 1 Discussions with Business Experts</b>

### Key

	<i>Impulse</i>
	Intrapreneur focus
	Mentoring
	Networking
	Pitching
	*Workshops
	1 to 1 discussions

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Timetable version: 16 February 2023

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## 2023 Module C

### Hybrid

TUE 11 July	WED 12 July	THU 13 July	FRI 14 July
9:00-10:30 <b>Future of Innovation for Entrepreneurs</b> Hermann Hauser	9:15-9:30 <b>Update</b> - Yupar Mvint	9:00-10:30 <b>Fundraising</b> Amanda Wooding/ Max Bautin	9:00-11:00 <b>Mentoring Session</b>
Break	Break	Break	Break
11:00-12:30 <b>How to build a sustainable business?</b> tbc	11:30-12:30 <b>Preparation for Pitching</b>	11:00-12:30 <b>Leading a Diverse Team</b> Jarnail Chudge	12:00-13:00 <b>Pitch to Investors/ Innovators</b>
Lunch break	Lunch break	Lunch break	Break
13:30-14:00 <b>Update</b> - Yupar Myint			13:30-14:30 <b>Pitch to Investors/ Innovators</b>
14:00-15:30 <b>Mentoring Session</b>	14:00-15:30 <b>Pitch Practice with experts</b>	14:00-15:30 <b>Mentoring Session</b>	Break
Break	Break	Break	15:00-16:00 <b>Wrap up Session</b>
16:00-17:30 <b>Mentoring Session</b>	16:00-17:30 <b>Pitch Practice with experts</b>	16:00-17:30 <b>Mentoring Session</b>	16:00-18:00 <b>Individual Time</b>
17:30-19:00 <b>Networking</b>	17:30-19:00 <b>Preparation for Pitching</b>	17:30-19:00 <b>Preparation for Pitching</b>	18:00-22:00 <b>Celebration Dinner/ Ceremony</b> Downing College

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- Impulse
- Intrapreneur focus
- Mentoring
- Networking
- Pitching
- \*Workshops
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Timetable version: 16 February 2023