

## Schedule 2014-2015

TIME	Monday 4 <sup>th</sup> May 2015	Tuesday 5 <sup>th</sup> May 2015	Wednesday 6 <sup>th</sup> May 2015	Thursday 7 <sup>th</sup> May 2015
8:30	Registration - welcome			
9:00	Lecture I Introduction to Entrepreneurship and Basic issues in Management	Lecture IV Entrepreneurship in new technologies II  Funding and Investment organizations (business angels, venture capital, crowd funding)	Workshop II  The XLX Startup Experience Game Business Development III	Computer Lab Session  Introduction to a Business Plan Software<Business Plan Pro>
10:30	Coffee Break	Coffee Break	Coffee Break	Coffee Break
10:45	Lecture II Entrepreneurship in new technologies I •Research commercialization mechanisms •Intellectual Property & Patents •Creation of Spin-off/ Start-up companies •Supporting organizations (technology park, incubators, clusters)	Lecture V Articulating a Business Plan • Introduction to what is Business Plan & its use  • Basic steps creating a business plan	Lecture VI  Technology Transfer • Importance • Benefits • Tools • Procedures / Marketing • Legal Issues	Computer Lab Session  Assignment in Business Plan I
12:45	Lunch	Lunch	Lunch	
13:45	Lecture III Innovation, Creativity and Entrepreneurship(13:45-14:45)  Ideas Generation (14:45-15:45)	Workshop II The XLX Startup Experience Game Business Development I	Workshop III  Technology Transfer Virtual Case Lab • Allocation of scenario • Elaboration of Data	Computer Lab Session  Assignment in Business Plan II

			<ul style="list-style-type: none"> <li>• Virtual Negotiation under mentors' supporting</li> </ul>	
15:45	Coffee Break	Coffee Break	Coffee Break	
16:00	<b>Workshop I</b> Creating innovative business models & Interaction among participants	<b>Workshop II</b> <b>The XLX Startup Experience Game</b> Business Development II	<b>Workshop IV</b> <b>Invitation to Entrepreneurship &amp; Tech Transfer Experts</b> Discussion on their case study / venture	<b>Presentation of final business ideas and Business Plans Drafts</b>
17:00	End of the day	End of the day	End of the day	End of the course - Certificates