

I-CORPS at NIH

Note: All times are Eastern.

Pre-Course Webinar Wednesday, September 2, 2020		
1:00 pm-2:30 pm	On-Boarding Webinar	On-Line Click here
Kickoff Workshop-Tuesday, September 29, 2020		
3:00 pm-4:00 pm	I-Corps at NIH Technical Training	Room 1
4:00 pm-6:00 pm	Welcome Reception	On-Line Room 1
Class 1: Kickoff Workshop Wednesday, September 30, 2020		
10:00 am-10:15 am	Kickoff/Course Overview	Room 1
10:15 am-10:45 am	Plenary Session: Business Models and Customer Development	Room 1
10:45 am-12:15 pm	Team Presentations	Room 1 Room 2
12:15 pm-12:45 pm	Break	
12:45 pm-1:15 pm	Plenary Session: The Business Model Canvas in detail	Room 1
1:15 pm – 2:15 pm	Plenary Session: Best Practices in Customer Discovery	Room 1
2:30 pm – 6:00 pm	Teams Conducting Customer Discovery Interviews	Schedule and conduct interviews during this time
6:00 pm - Finish	Office Hours with Individual Faculty	See Office Hours signup sheet

Class 2: Kickoff Workshop-Thursday, October 1, 2020		
10:00 am-10:15 am	Class Q&A Customer Development	
10:15 am-11:00 am	Plenary Presentations (1 from each domain)	Room 1
11:00 am-1:00 pm	Domain Presentations	3 Groups
1:00 pm-1:30 pm	Break	
1:30 pm-2:30 pm	Plenary Session: Value Propositions and Customer Segments - Problem Solution Fit	Main Room
2:30 pm-6:00pm	Teams Conducting Customer Discovery Interviews	Schedule and conduct interviews during this time
6:00 pm - Finish	Office Hours with Individual Faculty	See Office Hours signup sheet

Class 3: Kickoff Workshop -Friday, October 2, 2020		
10:00 am-10:15 am	Class Q&A Problem Solution Fit	Room 1
10:15 am-11:00 am	Plenary Presentations (1 from each domain)	Room 1
11:00 am-1:00 pm	Domain Presentations	Room 1 Room 2 Room 3
1:00 pm-1:30 pm	Break	
1:30 pm-2:30 pm	Plenary Session: Workflows	Room 1 Room 2 Room 3
2:30 pm-3:00 pm	NIH Remarks and adjourn	Room 1

ALL TIMES ARE EASTERN

Class 4: Wednesday October 7, 2020		
1:00 pm-1:10 pm	Q & A: Workflows	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	Room 1
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Ecosystems	Room 1 Room 2 Room 3
Class 5: Wednesday October 14, 2020		
1:00 pm-1:10 pm	Q & A: Ecosystems	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	Room 1
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Revenue Streams, Channels and Customer Relationships – Revenue Strategy	Room 1 Room 2 Room 3
Class 6: Wednesday October 21, 2020		
1:00 pm-1:10 pm	Q & A: Revenue Streams, Channels and Customer Relationships – Revenue Strategy	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	Room 1
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Revenue Streams, Channels and Customer Relationships – Get, Keep, Grow	Room 1 Room 2 Room 3

Class 7: Wednesday October 28, 2020		
1:00 pm-1:10 pm	Q & A: Revenue Streams, Channels and Customer Relationships – Get, Keep, Grow	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	Room 1
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Key Activities, Partners, Costs, and Resources	Room 1 Room 2 Room 3
Class 8: Wednesday November 4, 2020		
1:00 pm-1:10 pm	Q & A about Key Activities, Partners, Costs, and Resources (Part 1)	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	Room 1
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Key Activities, Partners, Costs, and Resources	Room 1 Room 2 Room 3
Class 9: Wednesday November 11, 2020		
1:00 pm-1:10 pm	Q & A: Key Activities, Partners, Costs, and Resources (Part 2)	Room 1
1:10 pm-1:55 pm	Plenary Presentations Presentations from 1 team from each domain (therapeutics, diagnostics, devices), 8 minutes each and 4 minutes for instructor feedback	Room 1
2:00 pm-3:30 pm	Domain Presentations Remaining teams present in breakout sessions, 8 minutes each and 4 minutes for instructor feedback	Room 1 Room 2 Room 3
3:30 pm-4:30 pm	Domain Discussion: Key Activities, Partners, Costs, and Resources	Room 1 Room 2 Room 3

Class 10: Lessons Learned Day 1, November 16, 2020		
11:00 am-11:30 pm	Overview of the day and What's Next Session	Room 1
11:30 pm-12:30 pm	SBIR Funding and Support	Room 1
12:30 pm-1:00 pm	Break	Room 1
1:00 pm-5:00 pm	Lessons Learned Workshop and What's Next Conversations	Breakout Rooms

Class 11: Lessons Learned Day 2, November 17, 2020		
10:00 am - 10:15 am	Overview of the Day	Room 1
10:15 pm - 12:15 pm	Team Presentations	Room 1
12:15 pm - 12:45 pm	Break	
12:45 pm - 1:45 pm	Team Presentations	Room 1
1:45 pm - 2:00 pm	Break	
2:00 pm - 3:00 pm	Team Presentations	Room 1
3:00 pm - 3:15 pm	Break	
3:15 pm - 4:15 pm	Team Presentations	Room 1
4:15 pm - 4:30 pm	Break	
4:30 pm - 6:00 pm	Presentations and Closing Remarks	Room 1