

Doctoral entrepreneurship course: how to transform scientific knowledge into a successful business

Venue: Center for Physical Sciences and Technology (FTMC), Saulėtekio av. 3-A101, Vilnius

Programme

Content	Duration	Speakers / moderators	
Workshop One (November 7th)			
9:00 – 9:15	Intro to the program, housekeeping rules	15 min	Lithuanian Innovation Centre and RTO Lithuania
9:15 – 10:00	Linking Science to Entrepreneurship and/or vice versa?	45 min	Artūras Jakubavičius (Lithuanian Innovation Centre)
10:00 – 10:45	Venture capital – how does it work and why and when it works for the best?	45 min	Andrius Milinavičius (Baltic Sandbox)
10:45 – 11:00	Coffee break	15 min	
11:00 – 11:45	Business idea generation: business models and tools	45 min	Andrius Milinavičius (Baltic Sandbox)
11:45 – 13:15	Individual/group exercise with scientific ideas coming from participants	1,5 h	
	Independent work and preparation for the next learning session by further analysis the potential to transform scientific idea into a business	3 h	Self-study
Workshop Two (November 14th)			
9:00 – 10:30	Where the future lies: analysis of scientific/business trends, exploration of market potential - discussion with examples of real cases by VC investors (real experience element).	1,5 h	Andrius Milinavičius (Baltic Sandbox)



	<ol style="list-style-type: none"> How to conduct the analysis of major scientific/business trends and global challenges - theory, good practices; how to find yourself in current trends, trend prediction, examples; Market potential research - theory, best practices; examples of how startups do it. 		
10:30 – 10:45	Coffee break	15 min	
10:45 – 11:30	From a great idea to the market scale: TRL 1 to TRL 9 – the challenges along the way	45 min	Ignas Šlapkauskas (Lithuanian Innovation Centre)
11:30 – 13:00	Individual/group exercise with scientific ideas coming from participants	1,5 h	Karolis Stašys (FTMC)
	Independent work and preparation for the next learning session by learning about business incubators and pitching techniques	3 h	Self-study
Workshop Three (November 29th)			
9:00 – 10:00	Myth of Intravert: Limit or superpower building my network?	1 hour	Kotryna Stankutė (MJJ Foundation)
10:00 – 10:15	Why to apply to a business incubator: Baltic Sandbox	15 min	Andrius Milinavičius (Baltic Sandbox)
10:15 – 11:00	Lessons Learned from Successful Pitching: a successful startup team presents their pitch to the participants, they share feedback on how it evolved, what's good and what's not.	45 min	Company <i>Astrolight</i>
11:00 – 11:15	Coffee break	15 min	
11:15 – 13:15	Presenting Pitch Decks to the Investor Panel	2 h	Baltic Sandbox Lithuanian Innovation Centre RTO Lithuania FTMC Venture capital representatives
	Independent work and the reflection on the learning outcomes	2 h	Self-study



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