

# 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	
<b>Workshop One (November 7<sup>th</sup>)</b>			
9:00 – 9:15	<b>Intro to the program, housekeeping rules</b>	15 min	Lithuanian Innovation Centre and RTO Lithuania
9:15 – 10:00	<b>Linking Science to Entrepreneurship and/or vice versa?</b> <i>* Session conducted in Lithuanian with slides presented in English</i>	45 min	Artūras Jakubavičius (Lithuanian Innovation Centre)
10:00 – 10:45	<b>Venture capital invests in DEEP TECH – how does it work and why and when it works for the best?</b>	45 min	Erik Bhullar (BSV Ventures)
10:45 – 11:00	<b>Coffee break</b>	15 min	
11:00 – 11:45	<b>Science and Engineering to Business:</b> how to spot the value and build a business	45 min	Erik Bhullar (BSV Ventures)
11:45 – 13:15	<b>Individual/group exercise</b> with scientific ideas coming from participants	1,5 h	
	<b>Independent work and preparation</b> for the next learning session by further analysis the potential to transform scientific idea into a business	3 h	Self-study
<b>Workshop Two (November 14<sup>th</sup>)</b>			
9:00 – 10:30	<b>Where the future lies:</b> analysis of scientific/business trends, exploration of market potential - discussion with examples of real cases by VC investors (real experience element).  1. How to conduct the analysis of major scientific/business trends and global challenges	1,5 h	Jokūbas Karnauskas and Eglė Jašinskaitė (BSV Ventures)

	<ul style="list-style-type: none"> <li>- theory, good practices; how to find yourself in current trends, trend prediction, examples;</li> <li>2. Market potential research - theory, best practices; examples of how startups do it.</li> </ul>		
10:30 – 10:45	<b>Coffee break</b>	15 min	
10:45 – 11:30	<b>From a great idea to market scale: TRL 1 to TRL 9 – the challenges along the way</b> <i>* Session conducted in Lithuanian with slides presented in English</i>	45 min	Ignas Šlapkauskas (Lithuanian Innovation Centre)
11:30 – 13:00	Individual/group exercise with scientific ideas coming from participants (continuation of Day 1)	1,5 h	Karolis Stašys (FTMC)
	<b>Independent work and preparation for the next learning session by learning about business incubators and pitching techniques</b>	3 h	Self-study
<b>Workshop Three (November 29<sup>th</sup>)</b>			
9:00 – 10:00	<b>Myth of Intravert: Limit or superpower building my network?</b>	1 hour	Kotryna Stankutė-Jaščemskienė (MJJ Foundation)
10:00 – 10:15	<b>Why to apply to a business incubator: Baltic Sandbox</b>	15 min	Andrius Milinavičius (BSV Ventures)
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	Aušra Bardokė, Deep Scientific
11:00 – 11:15	<b>Coffee break</b>	15 min	
11:15 – 13:15	<b>Presenting Pitch Decks to the Investor Panel</b>	2 h	BSV Ventures Lithuanian Innovation Centre RTO Lithuania FTMC Venture capital representatives
	<b>Independent work: debriefing and the reflection on the learning outcomes</b>	2 h	Self-study

## Contact persons

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