



**Kick-Off Workshop Agenda**  
**I-Corps South™ Node**  
**Location: The Westin Peachtree Plaza**

<b>Kick-off Workshop – Sunday, October 20, 2019</b>		
6:00 pm - 7:00 pm	Registration / Check-In	Chastain Terrace
7:00 pm - 9:00 pm	Welcome Reception	The Overlook
<b>Kick-off Workshop – Monday, October 21, 2019</b>		
6:00 am – 7:45 am	Breakfast Available	The Cafe
8:00 am - 8:30 am	Kickoff/Course Overview/Introductions	Chastain 1 & 2 Room
8:30 am - 9:00 am	Part 1: Business Model/Customer Development lecture	Chastain 1 & 2 Room
9:00 am - 11:30 am	Team Introductions (1 group: 3 min presentations/2 min comments)	Chastain 1 & 2 Room
11:30 am - 12:00 pm	Part 2: Business Model/Customer Development lecture	Chastain 1 & 2 Room
12:00 pm - 1:30 pm	Working Lunch: Best Practices for Customer Discovery Lecture	Chastain Terrace
1:30 pm - 2:00 pm	Course Management Software Training	Chastain 1 & 2 Room
2:00 pm - 6:30 pm	Get Out of the Building	
6:30 pm – 7:00 pm	Dinner Buffet Available	Chastain Terrace
7:00 pm - 8:00 pm	How to Succeed in the Innovation Corps Panel and Dinner	Chastain 1 & 2 Room
8:00 pm - 8:30 pm	Mentor Workshop (Mentors only)	Chastain 1 & 2 Room
8:00 pm - 8:30 pm	TL Workshop (TL's only)	Chastain J
8:30 pm - Finish	Mandatory Office Hours	

<b>Kick-off Workshop – Tuesday, October 22, 2019</b>		
6:00 am – 7:45 am	Breakfast Available	The Cafe
8:00 am - 8:10 am	Workshop Day 2 Introduction	Chastain 1 & 2 Room
8:10 am - 11:00 am	Team Presentations (2 groups: 10 min presentations/2 min comments)	Chastain 1 & 2 Room Chastain J
11:00 am - 12:00 pm	Value Proposition Lecture	Chastain 1 & 2 Room
12:00 pm - 12:30 pm	Boxed Lunches Available	Chastain Terrace
12:30 pm - 7:30 pm	Get Out of the Building	
7:30 pm - 8:00 pm	EL Workshop (EL's only)	Chastain 1 & 2 Room
8:00 pm - finish	Mandatory Office Hours	
<b>Kick-off Workshop – Wednesday, October 23, 2019</b>		
6:00 am – 8:15 am	Breakfast Available	The Cafe
8:30 am - 8:40 am	Workshop Day 3 Introduction	Chastain 1 & 2 Room
8:40 am - 11:00 am	Team Presentations (3 groups: 10 min presentations/5 min comments)	Chastain 1 & 2 Room Chastain C Chastain J
11:00 am - 12:00 pm	Lecture: Customers/Users/Payers	Chastain 1 & 2 Room
12:00 pm - 12:30 pm	Lunch	Chastain Terrace
12:30 pm - 1:30 pm	WebEx Training and Adjourn	Chastain 1 & 2 Room