

Saturday 21 January 2017 - Lecture Theatre 2, Cambridge Judge Business School

0930-1000

Welcome refreshments and registration in the Foyer

1000-1145

1145-1200 (REFRESHMENT BREAK)

Understanding and developing entrepreneurial behaviour

- Understanding entrepreneurial behaviour
- What shapes our behaviour and what can we change?
- Developing your entrepreneurial potential

1200-1300

Identifying and creating opportunities

- Eleven sources of opportunity
- How to find opportunities
- Ideation

1300-1400

LUNCH BREAK IN COMMON ROOM

1400-1600

Screening ideas and crafting your business model

- Ten tests of entrepreneurial opportunities
- The business model canvass
- Lean start-up methods
- Entrepreneurial market research

Sunday 22 January 2017 - Lecture Theatre 2, CJBS

0930-1000

Refreshments in the Common Room

1000-1300

1145-1200 (REFRESHMENT BREAK)

The entrepreneurial team

- Developing social capital
- Recruiting and selecting team members
- Dividing equity in the founding team
- Belbin's team roles
- Understanding conflict

1300-1400

LUNCH BREAK IN COMMON ROOM

1400-1600

Raising financial capital

- Planning your funding strategy
- Valuation of early stage ventures
- Structuring equity investments
- Grant/translational funding
- Angel funding
- Venture capital