CRG Bio Business School 2023

Day	Outline agenda
Day -30	Idea put forward and initial selection
Day -6 **18th April**	**16 to 17h** - Introduction to the underlying technology (Zoom, Mashauri, Kahoot, MIRO)
Day 1 **24th April**	**9.30h** - Welcome and introduction
	10.30h - Keynote speaker - **Evan Floden, Seqera Labs**
	Key entrepreneurial concepts
	Team development and team building
	Problem-solution development
Day 1 evening	Reading preparation
Day 2 **25th April**	**9.30h** - Solving problems: customers and humanity
	The three risks in new venture development
	De risking the venture
	Developing a value proposition for the venture
	12h - Entrepreneurial scientist - **Joan Perelló, Sanifit**
	Networking event
	Market and customer analysis of venture
Day 2 evening	Reading preparation
Day 3 **26th April**	**9.30h** - Competitive dynamics and positioning
	Funding of a science venture

	14h - Pitching a science venture - **Luis Ruiz, Leukos**
	Pricing products and services
	Market validation techniques
	Market testing (with real customers): problem & solution
Day 3 evening	Reading preparation
Day 4 **27th April**	**9.30h -** Software protection / licensing - **Malcolm Bain, Across Legal SLP**
	Business models
	14h - Investor - **Gabor Heltovics, NLC**
	Developing a business model for your venture
	Finance & forecasting introduction
	Pitch development **with Luis Ruiz** (**until 17h30**)
Day 4 evening	Pitch development in team
Day 5 **28th April**	**9.30h** - Recap and reflection
	Final pitch preparation
	11h - Judges introduction
	Judging panel - **Mario Grande, Nowture/ Laia Arnal, VHIR/ Carolina Pola, Kaudal/ Isabel Jimenez, Assabys/ Ljudmila Katchan, NLC**
	Pitching your venture in front of judges
	Results, feedback and awards

Mashauri

Expectations from participants

The CRG Bio-Business School 2023 will be a rewarding, exciting but intense program. We expect participants to be fully engaged throughout the program which includes 1,5 to 2,0 hours of homework in the evenings. You will be working in groups and so your commitment will be not only to yourself, but also to your fellow group members.

There will be approximately 3 hours of pre-work before the event which will be made available online at least one week before the BBS commences. There is also a one-hour technology-accustomization session the week before the BBS which is compulsory.

We do recognise that you continue to have your own responsibilities and deadlines. For that reason, we will be only starting at 09h30 every morning and will finish at about 16h30 (except Thursday at 17h30). In addition, there will be a 1-hour lunch break each day which will be for you to eat, rest (perhaps) and also keep up to date with your other tasks. However, this will be an intense program and it would be best to have limited other responsibilities over these 5 days.