



Western University Graduate Student Innovation Scholars (GSIS)

The Graduate Student Innovation Scholars (GSIS) program promotes and endorses skill development for graduate students across all disciplines, creation and development of new ideas, personal entrepreneurship, continued career growth, as well as work ethic and business accomplishments. The GSIS program will equip graduate students with improved access to, and opportunity to prepare for, a variety of post-graduate careers, including the broad range of careers beyond academia.

The Objective

- 1) Be introduced to intellectual property and have a basic understanding of the different forms
- 3) Know what the intellectual property policy at the institution is and the six step commercialization process followed by WORLDdiscoveries
- 4) Be exposed to how technologies are assessed for commercial potential and how to determine patent novelty
- 5) In teams work on preparing and submitting assignments for grading including non-confidential technology summaries, Market Research, IP Strategy, and a Business Plan
- 6) Gain an understanding of how investors evaluate technology companies
- 7) Learn and practice an entrepreneur elevator pitch for potential investors

Attendance

You are required to attend all sessions in this program. However, circumstances may arise which make it impossible for you to attend (e.g., conflicting course schedule, health-related reasons). As a matter of professional courtesy, you are expected to inform Rebecca Gould rgould4@uwo.ca about your absence in advance.

Assignments

In addition to lecture sessions, students will be split into pre-determined groups and complete the following assignments with their groups over the course of the term:

1. Non confidential summary
2. Market Research
3. IP Strategy
4. Commercialization/Business Plan
5. Final Pitch

Syllabus

<u>DATE</u>	<u>TIME</u>	<u>TOPIC</u>	<u>PRESENTER</u>	<u>LOCATION</u>
Thursday, September 8	3:00-4:30 p.m.	Meet & Greet	All	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Wednesday, September 14	3:00pm-4:00pm	Market Research	Colin Macaulay	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Tuesday, September 20	3:00pm-4:00pm	Commercialization Process & Tech Assessment	Saqib Sachani	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Thursday, September 29	3:00pm-4:00pm	Business Plan Workshop	Colin Macaulay	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Wednesday, October 5	3:00pm-4:00pm	IP 101	Charles Boulakia	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Thursday, October 13	3 :00-4 :30pm	Investor Due Diligence	Eric Morse	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Tuesday, October 18	3:00pm-4:00pm	Go-To-Market Strategy	Deniz Edwards	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Wednesday, October 26	3:00pm-4:00pm	Financials	Dave Simpson	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Monday, November 7	10 :00am – 12 :00pm	Pitch Workshop	Eric Morse	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Thursday, November 17	9 :30am-11 :30am	Practice Pitch Sessions	Eric Morse	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
w/c Nov 21	TBD	Practice Pitch with BDMs	BDMs and teams	WORLDiscoveries boardroom, Mogenson Building, 100 Collip Circle, Suite 105
Tuesday, December 6	11:30am-1:00pm	Final Pitch Event	All	Western Student Services, Suite 2130