

**GCIP National Academy, İstanbul, 11-12 June 2015**  
**Venue Address: NIPPON Oteli Topçu Cad. No:6 Taksim 34437, İstanbul**

<b>Day</b>	<b>Activity</b>	<b>Description</b>
<b>Thursday 11 June</b> <b>İSTANBUL</b>	<b>GCIP National Academy – İstanbul</b>	
<b>09:00</b>	Opening Session / Introductions	Presenter: Dr. Osman Atanur, UNIDO GCIP National Project Manager
<b>09:15</b>	Introduction to The Cleantech Open	Presenter: Rajan Kasetty, The Cleantech Open US
<b>09:45</b>	Introduction to The Cleantech Open Curriculum, Training Webinars and Worksheets	Presenter: Rajan Kasetty, The Cleantech Open US
<b>10:45</b>	Coffee Break	
<b>11:00</b>	Business model innovation (including the business model canvas & business model validation)	Presenter: Ufuk Batum ODTU Teknokent/ Rajan Kasetty, The Cleantech Open US
<b>12:30</b>	Lunch	
<b>13:30</b>	Product/Market Fit (including customer discovery, interviews and the pivot)	Presenter: Ufuk Batum ODTU Teknokent / Rajan Kasetty, The Cleantech Open US
<b>14:30</b>	Markets and getting to them	Presenter: Ufuk Batum ODTU Teknokent / Rajan Kasetty, The Cleantech Open US
<b>15:30</b>	Product/Technology Validation	Presenter: Ufuk Batum ODTU Teknokent / Rajan Kasetty, The Cleantech Open US
<b>16:30</b>	Coffee break	
<b>16:45</b>	Building a Successful Cleantech Venture	Presenter: Ahmet Alpat KATIHAL AŞ.
<b>18:00</b>	Next steps / wrap-up	Presenter: Dr. Osman Atanur, UNIDO GCIP National Project Manager

<b>Day</b>	<b>Activity</b>	<b>Description</b>
<b>Friday 12 June İSTANBUL</b>	<b><u>GCIP National Academy – İstanbul</u></b>	
<b>13:00</b>	GCIP 2015 Semi-Finalist-Mentor Session “Get together”	Presenter: Rajan Kasetty, The Cleantech Open US
<b>13:30</b>	Open Discussion / Feedback	Presenter: Rajan Kasetty, The Cleantech Open US/ Dr. Osman Atanur, UNIDO GCIP National Project Manager
<b>14:00</b>	Facilitated elevator pitch practice and feedback	Presenter: Levent Sađırođlu LearnEra
<b>15:00</b>	Coffee break	
<b>15:15</b>	Effective presentation techniques-Best Practices	Presenter: Levent Sađırođlu LearnEra
<b>16:15</b>	Business Model Canvas Practices	Presenter: Levent Sađırođlu LearnEra
<b>17:30</b>	End	