

GCIP National Academy, Ankara, 09-10 June 2015
Venue Address: TUBİTAK Tunus Cad. No:80 Kavaklıdere ANKARA

Day	Activity	Description
Tuesday 09 June ANKARA	GCIP National Academy – Ankara	
09:00	Opening Session / Introductions	Presenter: Dr. Osman Atanur, UNIDO GCIP National Project Manager
09:15	Introduction to The Cleantech Open	Presenter: Rajan Kasetty, The Cleantech Open US
09:45	Introduction to The Cleantech Open Curriculum, Training Webinars and Worksheets	Presenter: Rajan Kasetty, The Cleantech Open US
10:45	Coffee Break	
11:00	Business model innovation (including the business model canvas & business model validation)	Presenter: Ufuk Batum ODTU Teknokent/ Rajan Kasetty, The Cleantech Open US
12:30	Lunch	
13:30	Product/Market Fit (including customer discovery, interviews and the pivot)	Presenter: Ufuk Batum ODTU Teknokent / Rajan Kasetty, The Cleantech Open US
14:30	Markets and getting to them	Presenter: Ufuk Batum ODTU Teknokent / Rajan Kasetty, The Cleantech Open US
15:30	Product/Technology Validation	Presenter: Ufuk Batum ODTU Teknokent / Rajan Kasetty, The Cleantech Open US
16:30	Coffee break	
16:45	Facilitated elevator pitch practice and feedback	Presenter: Levent Sağıroğlu LearnEra / Rajan Kasetty, The Cleantech Open US
18:00	Next steps / wrap-up	Presenter: Dr. Osman Atanur, UNIDO GCIP National Project Manager

Day	Activity	Description
<u>Wednesday 10 June</u> <u>ANKARA</u>	<u>GCIP National Academy – Ankara</u>	
13:30	GCIP 2015 Semi-Finalist-Mentor Session “Get together”	Presenter: Rajan Kasetty, The Cleantech Open US
14:00	Open Discussion / Feedback	Presenter: Rajan Kasetty, The Cleantech Open US/ Dr. Osman Atanur, UNIDO GCIP National Project Manager
14.30	Şirket kuruluşu ve hukuksal içeriği, Şirket tipleri. Fikri Mülkiyet Hakları ve diğer yasal hususlar	Presenter: Avukat Umut Sağlam
15:15	Coffee break	
15:30	Building a Successful Cleantech Venture	Presenter: İlker Yoncacı VIA Dijital Teknolojiler
16:00	Effective presentation techniques- Facilitated elevator pitch practice and feedback	Presenter: Levent Sağırođlu LearnEra
18:00	End	