



## Part 1: 8 June-8 September GCIP 2016 Global Entrepreneur Training Webinar Series: REVISED 31 MAY 2016

Each session is 60 minutes long. Sessions will be held at two times (7pm Pacific and 7am Pacific) to accommodate different time zones. Participating entrepreneurs are automatically registered for their relevant session according to their location. They may attend the alternative session through individual registration.

Session A for Pakistan, India, Thailand and Malaysia): 8pm PST/8am PKT/ 8:30am IST/10am ICT /11am MYT

Session B for Turkey, South Africa and Morocco: 3pm WEST /4pm CEST / 4pm SAST / 5pm EEST / 7am PST

Session	Week	Date/Time	Title	Video	Session Type	Deliverable
0	1	Wed 15 June 2016	<i>Introduction to the Global Training Series</i>	No	Interactive Session	None – reading list only
1	1	Thurs 16 June 2016	<b>Business Model Innovation</b>	Yes	Presentation	Business model worksheet
2	2	Wed 22 June 2016	<b>Business Model Validation</b>	Yes	Interactive Session	Business model worksheet
3	2	Thurs 23 June 2016	<b>Product/Market Fit</b>	Yes	Presentation	Product/market fit worksheet
4	3	Wed 29 June 2016	<b>Market(s) and Getting to Them</b>	Yes	Presentation	Markets worksheet
5	3	Thurs 30 June 2016	<b>Product/Technology Validation</b>	Yes	Presentation	Product/technology worksheet
6	4	Wed 6 July 2016	<b>Finance &amp; Funding (Introduction)</b>	Yes	Presentation	Finance & funding worksheet
7	4	Thurs 7 July 2016	<b>Alternative Funding</b>	No	Interactive Session	Finance & funding worksheet
8	5	Wed 13 July 2016	<b>Project Finance</b>	No	Interactive Session	<b>New worksheet</b>
9	5	Thurs 14 July 2016	<b>Legal (Introduction)</b>	Yes	Presentation	Legal worksheet
10	6	Wed 20 July 2016	<b>IP Protection and Strategy</b>	No	Interactive Session	Legal worksheet
11	6	Thurs 21 July 2016	<b>Team (Introduction)</b>	Yes	Presentation	Team worksheet
12	7	Wed 27 July 2016	<b>The Board</b>	No	Interactive session	Team worksheet
13	7	Thurs 28 July 2016	<b>Sustainability</b>	Yes	Presentation	Sustainability worksheet
14	8	Wed 3 August 2016	<b>Corporate Partnerships</b>	No	Interactive session	<b>New worksheet</b>
15	8	Thurs 4 August 2016	<b>Executive Summary</b>	Yes	Presentation	Executive summary
16	9	Wed 10 August 2016	<b>Investor Pitch</b>	Yes	Presentation	Investor pitch
17	9	Thurs 11 August 2016	<b>Worksheet / Deliverables Review 1</b>	No	Open discussion	None
18	10	Wed 17 August 2016	<b>Scaling Up</b>	No	Interactive Session	<b>New worksheet</b>
19	10	Thurs 18 August 2016	<b>Going Global</b>	No	Interactive session	New worksheet – group work

20	11	Wed 24 August 2016	Mergers & Acquisitions	No	Interactive session	Finance & funding worksheet Corporate partnerships worksheet
21	11	Thurs 25 August 2016	Customer Development Review	No	Interactive session	Product/Market fit worksheet
22	12	Wed 31 August 2016	The Pivot	No	Interactive session	Product/Market fit worksheet Markets worksheet Product/technology worksheet
23	12	Thurs 1 September 2016	De-risking	No	Interactive session	<b><i>New worksheet</i></b>
24	13	Wed 7 September 2016	Worksheet / Deliverables Review 2	No	Open discussion	None
25	13	Thurs 8 September 2016	Recap / Next Steps / Path to "Success"	No	Open discussion	<b><i>New worksheet</i></b>