

Tech Entrepreneurship COMP0039/COMP0146 (Chadwick B05 LT)

The aim of this Tech Entrepreneurship programme is to encourage our students, alumni and young professionals to pursue commercialization in parallel with their deep tech research project. Ideally the Entrepreneurship course work will be based on the student's Masters, PhD or Final Year project. Masters' students can take COMP0039 for credit. (Undergrads in 2023-24.) This academic year, PhD, other students and alumni can audit the course, with course work optional. Each week has a specific theme, comprising theory, practice and a case study/interview with contributions from our expert team of seasoned entrepreneurs and professionals. Assessment will be course work based comprising a proof-of-concept, pitch deck, business plan and marketing video. Lectures will be on Fridays 3.00-6.00pm in Chadwick B05 LT)

	Theory (3.05-3.55)	Practice (4.05-4.55)	Case Study/Interview (5.05-5.55)
12/01	Tech Entrepreneurship for Venture Scientists		
	Tech Entrepreneurship: strategy & course Prof Philip Treleaven	UCL Innovation & Enterprise support Dr Ruth Weir, UCL I&E	Algorithms, ML and Blockchain tokenization Dr Adriano Koshiyama, HolisticAI;
19/01	Emerging Digital Technologies and Idea generation		
	AI, Blockchain, Information Security ... Dr Alastair Moore, UCL	FinTech and Decentralized Finance (DeFi) Prof Philip Treleaven UCL CS	Generative AI for Fund Managers Carmen Schmit
26/01	Emerging Life Sciences technologies and Start-up opportunities		
	Life Science and other tech opportunities Dr Riam Kansa, ConceptionX	ConceptionX for PhD Venture Scientists Dr Riam Kansa, ConceptionX	DefChat AI ChatGPT for HipHop Tunde Olatunji and Shaun Springer, DefChat
02/02	Business Model Canvas, Pitch Deck, Business Plan		
	Business planning 101 Dr John Tang, UCL & Cerberus	Business Plans Dr John Tang, UCL & Cerberus	Building & Exiting Satalia Dr Daniel Hulme, Co-founder Satalia
09/02	Value Proposition, Proof of Concept and Customer Journey		
	Value Proposition Design Dr Alastair Moore, UCL	Lean Startup/Agile Product Development Dr Alastair Moore, UCL	Value proposition for Tech Start-ups Gerry Perez

12/02

Reading Week

	Theory	Practice	Case Study
23/02	Funding: grants and venture capital		
	Funding types and sources Dr Tom Stone	Funding strategies and Exits Dr Tom Stone	Senior Vice President, TechStars Dr Amir Sani, TechStars
01/03	Financials for Founders		
	Financial models and data rooms Gerry Perez	Plan for seeking Investors Gerry Perez	Sales and Marketing Nazan Cayrak
08/03	Legals: NDAs, Contracts and Intellectual Property Rights		
	Legals 101 Sally Sfeir-Tait, RegulAltion	Legal structures for Start-ups Sally Sfeir-Tait, RegulAltion	Legals and Cryptos Charles Kerrigan, CMS
15/03	Go to Market		
	Business model strategies John Spindler, TwinPath.vc	Growing my business John Spindler, TwinPath.vc	Our journey Angie Ma, Faculty
22/03			
	Coursework		

Timetable

Course Work – due in week 24/3 or following week

Coursework 1 (25%) – Pitch Deck and one page Whitepaper.

Students write up the Pitch Deck and technical design of their proof-of-concept product.

Coursework 2 (25%) - Proof-of-Concept

Students design and produce a 'tech' proof-of-concept product.

Coursework 3 (25%) - Business Plan

Students produce a business plan and pitch-deck.

Presentation 4 (25%) – Video

Students give a start-up presentation, with a video.