

TRANSFERABLE SKILLS COURSE (TSC)

Third TSC: Fund Raising and Entrepreneurship - 21st - 24th October 2019

GSK Vaccines srl - Via Fiorentina 1 - 53100, Siena, Italy

Monday 21st October 2019

EU Project Design: Germana Gianquinto - European Funds Consultant, Italy

- 09.00-10.00 Overview on funding schemes and H2020
- 10.00:10.30 Marie Skłodowska-Curie Actions
- 10.30-11.00 *Coffee break*
- 11.00-12.30 How to write a proposal
- 12.30-14.00 *Lunch*
- 14.00-15.00 Evaluation of H2020 application
- 15.00-17.00 Exercises
- 17.00-17.30 10 minutes presentation of the projects

Tuesday 22nd October 2019

Fund Raising: Germana Gianquinto - European Funds Consultant, Italy

- 09.00-10.30 Overview on Fund Raising for Post Docs: NiH, EMBO, Imperial Health Post Doc
- 10.30-11.00 *Coffee break*
- 11.00-12.30 Overview on Fund Raising for Post Docs and hints in Entrepreneurship: Gates Foundation, Science Careers
- 12.30-14.00 *Lunch*
- 14.00-16.00 How to apply for fund raising
- 16.00-17.00 Exercises
- 17.00-17.30 10 minutes presentation of the projects

Wednesday 23rd October 2019

Entrepreneurship & Innovation: Marco Masia - Enihilo, Germany

- 09.00-10.30 Intro to Entrepreneurship & Innovation
- 10.30-11.00 *Coffee break*
- 11.00-12.30 Business idea creation
- 12.30-14.00 *Lunch*
- 14.00-14.30 Hypothesis-driven innovation
- 14.30-15.00 Business model canvas
- 15.00-17.30 Team work

Thursday 24th October 2019

Entrepreneurship & Innovation: Marco Masia - Enihilo, Germany

- 09.00-09.30 Financial planning
- 09.30-10.30 Competitive Advantage and Strategy
- 10.30-11.00 *Coffee break*
- 11.00-12.30 Team work
- 12.30-14.00 *Lunch*
- 14.00-14.30 Pitching to investors
- 14.30-15.00 Fundraising
- 15.00-16.00 Team work
- 16.00-16.30 Wrap-up