

Techno2019 Syllabus and Course Information

Techno2019 is the tenth running of Impact Centre's flagship entrepreneurship training course for top science and engineering students and recent graduates who want to create high-impact technology-based startups. Aspiring entrepreneurs will learn directly from a group highly qualified and experienced mentors led by Dr. Richard McAloney, the director of entrepreneurship at the Impact Centre.

As a scientist or engineer, you may be an expert your field, but you may not be trained to create healthy and scalable businesses. Completing *Techno* will give you the skills to start and grow a business to bring your science to society. During this non-credit course, you will start to build a real company to solve problems in health, energy, aging, research, education, food and agriculture, or anywhere else your technology can make an impact to society.

Successful completion of *Techno* qualifies trainees to apply for a **Techno Fellowship** to incubate their startup company. Techno Fellows are given access to year-round training seminars, mentorship services, assistance in raising funds, and admission to office and prototyping workspace at the Impact Centre.

Key Course Dates

(See Course Schedule for details)

- **Applications Open:** October 15, 2019
- **Applications Close:** November 14 *or when enrolment cap is reached*
- **Interviews:** October 15 through November 22
- **Instructional Weeks:** November 25 to December 6
- **Final Pitch Event:** December 11
- **Techno Fellowship Application Deadline:** January 14, 2020

Course Location

Chestnut Conference Centre, University of Toronto (89 Chestnut St., Toronto)

Course Fee

\$0, but course entry is competitive. We also do not take any equity (ownership) in trainees' startup companies.

Administrative Coordinator

All course questions should be directed to Leo Mui at leo.mui@utoronto.ca.

Website

Course information and application form can be found at <https://www.impactcentre.ca/techno>. Trainees will be granted access to a locked webpage with course materials (lecture slides, worksheets, links) upon acceptance into the course.

The Five Big Questions

The ultimate goal of *Techno* is to do a first pass to determine whether trainees can make something out of their technology-based business idea—that is, would they be able to lead a team and take the idea and turn it into a product (or service) that someone can and would buy on the market. Essentially, *Techno* is an opportunity assessment program. Our lectures, worksheets, and guided worktime with mentors will help trainees accomplish that assessment.

The following **Five Big Questions** will be referred to throughout the course and in the development of the trainees' companies:

1	Can you find a workable team to commercialize your idea and run your company?
2	Is there a market for a product that comes from your idea?
3	Can your idea be turned into a product?
4	Can you get money to turn your idea into a product?
5	Can you communicate your idea to others?

Course Schedule

1	<u>Wednesday, November 27 — The Team & Governance</u> 9:30–17:00 Instructional Time 17:00–18:30 Opening Reception	<i>Breakfast, lunch, and light dinner provided</i>
2	<u>Thursday, November 28 — The Market & Customers</u> 9:30–17:00 Instructional Time	<i>Breakfast and lunch provided</i>
3	<u>Wednesday, December 4 — The Technology & Product</u> 9:30–17:00 Instructional Time	<i>Breakfast and lunch provided</i>
4	<u>Thursday, December 5 — The Business & Money</u> 9:30–17:00 Instructional Time	<i>Breakfast and lunch provided</i>
5	<u>Friday, December 6 — The Pitch & Communications</u> 9:30–16:00 Instructional Time	<i>Breakfast and lunch provided</i>
P	<u>Wednesday, December 11 — Final Pitches</u> 13:00–15:30 Pitches from Startup Teams 15:30–17:00 Celebration Reception	<i>Refreshments provided</i>

Teams can schedule appointments for one-on-one pitch practices on December 9 and 10.