



Pierre L. Morrissette  
Institute for Entrepreneurship



## Western University Graduate Student Innovation Scholars (GSIS)

The Graduate Student Innovation Scholars (GSIS) program promotes and endorses skill development for graduate students across all disciplines, creation and development of new ideas, personal entrepreneurship, continued career growth, as well as work ethic and business accomplishments. The GSIS program will equip graduate students with improved access to, and opportunity to prepare for, a variety of post-graduate careers, including the broad range of careers beyond academia.

### The Objective:

- 1) Be introduced to intellectual property and have a basic understanding of the different forms
- 2) Have an appreciation of the various online free patent searching databases and the keys to successful patent searching
- 3) Know what the intellectual property policy at the institution is and the six step commercialization process followed by WORLDDiscoveries
- 4) Be exposed to how technologies are assessed for commercial potential and how to determine patent novelty
- 5) In teams work on preparing non-confidential technology summaries, market research, patent searching etc.
- 6) Gain an understanding of how investors evaluate technology companies
- 7) Learn and practice an entrepreneur elevator pitch for potential investors

### Attendance:

You are required to attend all sessions in this program. However, circumstances may arise which make it impossible for you to attend (e.g., conflicting course schedule, health-related reasons). As a matter of professional courtesy, you are expected to inform the appropriate party about your absence in advance, either Lisa Cechetto ([lcechett@uwo.ca](mailto:lcechett@uwo.ca)) or Eric Morse ([emorse@ivey.ca](mailto:emorse@ivey.ca)).

## SCHEDULE:

### **Meet and Greet**

**Date: Tuesday, January 7th**

Time: 3:00-4:00pm

Location: WD Boardroom

### **Training:**

**Date: Monday, January 13th**

Time: 9:00-10:00am

Location: WD Boardroom

Lecture/Discussion: IP Policy at the University (Thurman Sawyer)

**Date: Friday, January 17th**

Time: 10:00-11:00am

Location: WD Boardroom

Lecture/Discussion: Commercialization Process and Tech Assessment (Lisa Cechetto)

**Date: Monday, January 20th**

Time: 1:00-2:00pm

Location: WD Boardroom

Lecture/Discussion: IP 101 (Kent Howe)

**Date: Thursday, January 23rd**

Time: 10:00-11:00am

Location: WD Boardroom

Lecture/Discussion: How to do a Business Plan Workshop (Colin Macaulay)

**Date: Monday, January 27th**

Time: 9:00-11:30am

Location: WD Boardroom

Lecture/Discussion: Patent Search Workshop (Noshin Hashim)

**Date: Thursday, January 30th**

Time: 10:00-11:00am

Location: WD Boardroom

Lecture/Discussion: Patent Novelty (Tyler Lougheed)

**Date: Tuesday, February 4th**

Time: 1:00-3:00pm

Location: WD Boardroom

Lecture/Discussion: Investor Due Diligence (Eric Morse)

**Date: Thursday, February 6th**

Time: 10:00-11:00am

Location: WD Boardroom

Lecture/Discussion: Financials (Dave Simpson)

**Date: Wednesday, February 26th**

Time: 9:30-11:00am

Location: WD Boardroom

Lecture/Discussion: Pitch Workshop (Eric Morse)

**Pitch/Certificate Ceremony:**

**Date: Monday, March 16<sup>th</sup>**

Time: 9am-10:30am

Location: Ivey - Rm 2316

Lecture/Discussion: Pre Pitch Session (Eric Morse)

**Time: Tuesday, March 24<sup>th</sup>**

Time: 11:00-12:30 pm

Location: Propel Entrepreneurship Centre, WSS 2130

Lecture/Discussion: Pitch Event (All)