



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
- 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 and submitting assignments for grading including non-confidential technology summaries, Market Research, IP Strategy, and a Business Plan
- 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 Rebecca Gould rgould4@uwo.ca about your absence in advance.

PLEASE NOTE: All workshops and lessons will be conducted subject to public health guidelines. All participants will be expected to attend in person sessions if required and will be notified if changes are made.

DATE	TIME	TOPIC	PRESENTER	LOCATION
January 12	4:30-5:30 p.m.	Meet & Greet	All	Rm LL37A, Convergence Centre, 999 Collip Circle
January 18	10:00am – 11:00 a.m.	Commercialization Process & Tech Assessment	Souzan Armstrong	Rm LL37A, Convergence Centre, 999 Collip Circle
January 20	10:00-11:30 a.m.	Business Plan Workshop	Colin Macaulay	Rm LL37A, Convergence Centre, 999 Collip Circle
January 25	10 :00-11 :00 a.m.	Market Research	Colin Macaulay	Rm LL37A, Convergence Centre, 999 Collip Circle
January 27	10 :00-11:00 a.m.	IP 101	Charles Boulakia	Rm LL37A, Convergence Centre, 999 Collip Circle
February 2	1 :00-3 :00 p.m.	Investor Due Diligence	Eric Morse	Rm LL37A, Convergence Centre, 999 Collip Circle
February 7	10 :00-11 :00 a.m.	Go-To-Market Strategy	Deniz Edwards	Rm LL37A, Convergence Centre, 999 Collip Circle
February 10	10 :00-11 :00 a.m.	Financials	Dave Simpson	Rm LL37A, Convergence Centre, 999 Collip Circle
February 22	3 :30pm – 4 :30pm	Pitch Workshop	Eric Morse	Rm LL37A, Convergence Centre, 999 Collip Circle
March 24	9 :30am-11 :30am	Practice Pitch Sessions	Eric Morse	Rm LL37A, Convergence Centre, 999 Collip Circle
March 30	11 :30-1 :00 p.m.	Final Pitch Event	All	Western Student Services, Suite 2130

In addition to lecture sessions, students will be split into pre-determined groups and complete the following assignments with their groups over the course of the term:

1. Non confidential summary
2. Market Research
3. IP Strategy
4. Commercialization/Business Plan