EPFL

CS-410   **Technology ventures in IC**

Cursus	Sem.	Type
Computer science	MA2	Opt.
Data Science	MA2	Opt.
Mineur STAS Chine	E	Opt.
SC master EPFL	MA2, MA4	Opt.

Language of teaching	English
Credits	4
Session	Summer
Semester	Spring
Exam	During the semester
Workload	120h
Weeks	14
Hours	**4 weekly**
Courses	2 weekly
Project	2 weekly
Number of positions	

Remark

pas donné en 2017-18

Summary

This hands-on class gives graduate students in IC interested in startups the opportunity to learn and put in practice the fundamental skills required to assess a technology concept in the context of a business opportunity. This class is focused only on business opportunities where high-technology

Content

Working in teams, students will learn the fundamentals of:
- *Opportunity assessement*
- *Customer development and validation*
- *Business model alternatives*
- *Intellectual Property*
- *Strategy and Financial planning*
- *Go-to-market, launch, and growth*

This is a hands-on class where students start the class with their own technology venture concept (e.g. the work done as part of their PhD, or some well-formed idea, maybe with a prototype).   During the class, they convert their concept into a integrated business plan.

Keywords

Entrepreneurship, startups, technology transfer, intellectual property

Learning Prerequisites

Required courses

- *None – but available to MS and Ph.D. students only*

Learning Outcomes

By the end of the course, the student must be able to:

- Analyze a business plan
- Create a business plan

Teaching methods

- Short ex-cathedra presentations of each topic
- Hands-on seminar with many short student presentations
- Presentations from invited guests, in particluar industry executives and entrepeneurs
- Discussion and case studies

Assessment methods

- In-class participation (30%)
- In-class presentations (30%)
- Final pitch (40%)

Supervision

Office hours	Yes
Assistants	No
Forum	Yes