

Boot Camp Program for Entrepreneurs ***(navigating the new normal)***

Program Overview

Taking discoveries, innovations and bright ideas from concept through to commercialization requires many steps and skills. This is especially true for ventures that are built on science and/or technology platforms such as biotechnology, robotics, artificial intelligence, precision medicine and etc.

The Boot Camp program introduces grassroots, emerging as well as experienced entrepreneurs once again to the challenges of commercializing science / technology – based discoveries. The Boot Camp reviews key concepts, offers participants the opportunity to privately journal through some challenging topics and facilitates discussion in formats appropriate for the audience or suggested by the sponsor. Depending on the sponsor’s requirement(s) the Program can include invited speakers who have walked the road before or are walking it now. Depending on the sponsor’s requirement(s) detailed case studies can be presented along with more personal mentoring and coaching of the participants.

As you can already see, the program is tailored to meet the needs and expectations of the participants and sponsor(s) but is generally divided into between six and eight half-day sessions. Each session is designed for distance learning and comprises video lecture clips followed by virtual meeting room discussion. Of course, the best mode of presentation remains the live lecture format or a combination of video lectures and live discussion if the situation allows.

Design Your Program from the Sessions Below

Session01 – Entrepreneurial Basics The Language of Entrepreneurs, Skills Required for Success and Basic Concepts in Commercialization

Session02 – Technical Feasibility Assessment Basic Building Blocks of Technical Feasibility, Other Related Feasibility Questions and Assessing Commercial Potential

Session03 – Introduction to Intellectual Property Basic Types of Intellectual Property, Protection Strategies and Nondisclosure Agreements

Session04 – Business Planning – Part 1 (Ideation and Rationalization) Key Concepts in Business Planning, Business Plan Elements in Ideation and Rationalization, Examples, Case Study or Personalized Help Session

Session05 – Business Planning – Part 2 (Marketing and Market Development) Key Concepts in Marketing and Market Development, Business Plan Elements in Marketing and Market Development, Examples, Case Study or Individualized Help Session

Session06 – Business Planning – Part 3 (Finance and Cash flow) Cost and Cost Accounting for Small Businesses and Business Plan Elements in Finance and Cash Flow

Session07 – Business Financing and Structuring General Remarks about Financing Your Business, Concepts in Venture Financing and Strategies for Creating a formal Business Entity

Session08 – Personal Skills in Entrepreneurship Personal Salesmanship, Presentation Skills and Crafting Your “Elevator Pitch”

Plan Your Program

- 1) Contact Far Sight Skills Development today to plan your in-house program with Dale. Contact details below.
- 2) Dale will work with you to develop a unique syllabus to meet your specific needs and participant profile. A multi-day program can be designed for on-line or in-person delivery or a combination of both.
- 3) Let's set the time and place (!)

About your Program Director

Dale C. Gyure, Ph.D., PrEng,
Business Transformation and Change
Far Sight Skills Development
P.O. Box 64 Elgin, Grabouw 7180
072 986 7719 (mobile)
dalegyure@gmail.com
www.farsightcoaching.com

Learn more about Dale on LinkedIn [linkedin.com/in/dale-gyure-16675a92](https://www.linkedin.com/in/dale-gyure-16675a92)

A little more about Dale...

- A seasoned technical and managerial professional who makes better the spot where he is planted.
- Has played pivotal roles in make-or-break business transformations in commercial biotech, pharmaceuticals and related areas.
- Has worked with many early stage entrepreneurs on business and strategic planning while an Executive Portfolio Manager for LIFElab (folded into TIA in 2010).
- An Associate Professor Extraordinary in the Department of Process Engineering at the University of Stellenbosch and part-time lecturer at CPUT. Several prior faculty positions.
- Independent consultant since 1996, inventor, author and a Member/Director of Far Sight
- Ph.D. chemical engineering with 30+ years in corporate life.