



ENTREPRENEURSHIP IN THE LIFE SCIENCE SECTOR (0466.4016)

Course Instructors: Dr. Zeev Dvashi and Dr. Tomer Cohen

Date & Time: July 7-11, 2019 | Mon, Tue, Thur 8:30-13:30 / Sun, Wed 14:00-18:30

Date of Submission: August 15, 2019 | 9:00

Location: Room TBA

This course is part of the Food Safety and Security Summer Institute.

Pre-requisites & Intended Audience

Students from the science disciplines

The course is intended for Master's and PhD level students or above.

Academic Credit & Course Requirements

2 Academic Credits (4 ECTS). Participants must pass the final assignment with a grade of 60 (D). Noncredit participants will receive a certification of participation and are not required to take the final assignment, but are expected to participate. The final assignment accounts for 100% of the course grade.

Course Description

The one-week, intense course will provide theoretical and applicative knowledge regarding the path and challenges for entrepreneurs within the food tech and AgTech sector. During the course/workshop the students will pass through all food tech industry value chain steps and will gain applicative tools that will enable them to better understand this industry and to become better entrepreneurs.

Course Timetable

Sunday, July 7 (Day 1) – Lecturer: Dr. Tomer Cohen	
1400 - 1415	Welcome and Introductions
1415 - 1500	Meet the industry – The AgTech industry in Israel and worldwide, major players within the value chain
1500 -1515	Break
1515 -1615	GMO or not GMO? – Ethics issues in the AgTech industry (Guest lecturer)
16:15 -1645	Break
1645 -1730	From idea to product – Major considerations and challenges before establishing an AgTech Startup company
1730 -1830	Intellectual Property – The importance of IP and the significant steps need to be taken in order to gain strong IP (From the laboratory research until investment).
Monday, July 8 (Day 2) – Lecturer: Dr. Zeev Dvashi	
08:30-10:00	The agricultural and food tech arena in Israel and worldwide – What is Startup company? Applicative tools while establishing such a company and the team recruiting. The different type of Startup companies

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10:00-10:30	Break
10:30-11:30	From the laboratory bench to company – What is TTO (Tech Transfer Offices)? What are the steps until getting a use license from the university? Applicative negotiation tools with the TTO. Investor/PI/Entrepreneur Dilemma.
11:30-12:00	Guest lecturer – Life in a Tech Transfer Office
12:00-12:15	Break
12:15-13:00	The business potential – Business and technological lines during the due diligence process. Evaluating the business potential prior to company establishment
Tuesday, July 9 (Day 3) – Lecturer: Dr. Zeev Dvashi & Dr. Tomer Cohen	
	Tour to food tech & AgTech Startups Guest lecturer – CEO of Israeli Startup company Guest lecturer – Research manager/CTO from Israeli Startup
Wednesday, July 10 (Day 4) – Lecturer: Dr. Tomer Cohen	
1400 - 1530	Business plan and Budget – How to make an attractive business plan and how to prepare the right budget prior to investment
1530 – 1600	Break
1600 -1730	Fund raising for Startup Company – from who we can raise funding? The different type of investment, dilutive vs non-dilutive funds. Company value evaluation before and after an investment round. The challenges and opportunities in the AgTech/Food Tech arena.
1730 - 1745	Break
1745 - 1830	Fund raising for Startup Company - . Major investors in the food tech arena. How to raise fund for a company? Success probability and the things need in manner of technology and business material while you raise fund
Thursday, July 11 (Day 5) – Lecturer: Zeev Dvashi	
08:30-10:00	Exit Strategy – What is an “Exit”? “Exit” in the life science and food tech industry.
10:00-10:30	Break
10:30-12:00	Case studies – Establishing a life science company - Stories of success and failure and Technological and business analysis of food tech /AgTech company
12:00-12:15	Break
12:15-13:00	Summary and Conclusions