



## **ENTREPRENEURSHIP IN THE LIFE SCIENCE SECTOR (0466.4016)**

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

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

**Date of Submission:** August 15, 2019 | 9:00-11:00

**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**

<b>Sunday, July 7 (Day 1) – Lecturer: Dr. Tomer Cohen</b>	
08:30-08:45	Welcome and Introductions
08:45-10:00	<b>Meet the industry</b> – The AgTech industry in Israel and worldwide, major players within the value chain
10:00-10:30	Break
10:30-12:00	<b>From idea to product</b> – Major considerations before establishing an AgTech Startup company
12:00-12:15	12:00-12:15
12:15 -13:00	<b>Intellectual Property</b> – The importance of IP and the significant steps need to be taken in order to gain strong IP (From the laboratory until investment).
<b>Monday, July 8 (Day 2) – Lecturer: Dr. Zeev Dvashi</b>	
08:30-10:00	<b>The agricultural and food tech arena in Israel and worldwide</b> – What is Startup company? Applicative tools while establishing such a company and the team recruiting. The different type of Startup companies
10:00-10:30	Break

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10:30-11:30	<b>From the laboratory bench to company</b> – 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.
1130:12:00	<b>Guest lecturer</b> – Life in a Tech Transfer Office
12:00-12:15	Break
12:15-13:00	<b>The business potential</b> – Business and technological lines during the due diligence process. Evaluating the business potential prior to company establishment
<b>Tuesday, July 9 (Day 3) – Lecturer: Dr. Tomer Cohen</b>	
08:30-10:00	<b>Business plan and Budget</b> – How to make an attractive business plan and how to prepare the right budget prior to investment
10:00-10:30	Break
10:30-12:00	<b>Fund raising for Startup Company</b> – Who can we raise money from? The different type of investment, dilutive vs non-dilutive funds. Company value evaluation before and after an investment round. Major investors in the food tech arena.
12:00-12:15	Break
12:15-13:00	<b>Fund raising for Startup Company</b> – How to raise fund for a company? Success probability and the things need in manner of technology and business material while you raise fund
<b>Wednesday, July 10 (Day 4) – Lecturer: Tomer Cohen &amp; Zeev Dvashi</b>	
<b>Tour to food tech incubator</b> <b>Guest lecturer</b> – CEO of Israeli Startup company/VC representor	
<b>Thursday, July 11 (Day 5) – Lecturer: Zeev Dvashi</b>	
08:30-10:00	<b>Exit Strategy</b> – What is an “Exit”? “Exit” in the life science and food tech industry.
10:00-10:30	Break
10:30-12:00	<b>Case studies</b> – 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