

# Entrepreneurs Bootcamp™



Are you an entrepreneur or individual with an innovative business targeting the global market? Have you developed a business plan and are planning your next steps? The University of San Francisco Entrepreneurs Bootcamp™ provides access to the unique Silicon Valley entrepreneurial ecosystem, the birthplace of the computer microchip and hub of innovation in biotechnology, clean tech, renewable energy applications and many other fields. Designed and taught by industry thought leaders, this program gives you the footing needed to transform knowledge, scientific discoveries and technological innovations into commercial products and services in the global market.

## Groups That Should Participate

- Entrepreneurs
- University science and/or technology spin-offs
- Mentors and coaches
- Staff of business incubators and accelerators

## Program Description

The Entrepreneurs Bootcamp™ is specifically designed to support individuals who have completed a business plan and are developing their ventures. The program is an intensive 3-days experience that provides entrepreneurs the necessary tools to succeed in pitching their new venture to potential investors and business partners. The curriculum is delivered through individual and group exercises, and extensive coaching to develop key business tools that can be immediately utilized to pitch your business. In addition, keynotes are given by renowned faculty focusing on new venture creation, risk capital financing, and global scalability. Upon completion of the program, you will have the knowledge, tools, and network to advance your business to the next level and the opportunity to pitch your business to a panel of faculty and VCs who specialize in venture development and fundraising.



## Program Benefits

**INTERPRET** success secrets from Silicon Valley entrepreneurs and adapt them to your needs

**REFINE** key business skills in a learn-by-doing environment

**ACQUIRE** practical, hands on training that will strengthen knowledge of bringing a concept to market

**DEVELOP** business pitches and presentations

**COMMUNICATE** your business value proposition in a way that captures attention, buy-in, and support

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## Sample Program

<b>DAY 1</b>	Globalization of Micro-multinationals	Business Planning the Silicon Valley Way	Workshop: Industry & Competitive Research	Workshop: Hands-On Business Planning
<b>DAY 2</b>	Crossing the Chasm Creating Go-to-Market Success at every stage of a Company	Communicating Value	Workshop: Investor Pitches and One-Pager	Coaching Session: Business Plan and Pitches <i>Optional: site visit or networking event</i>
<b>DAY 3</b>	Venture Finance	Coaching Session: Business Plan and Pitch	Business Pitch Presentation and Evaluation	Closing Ceremony

## International and Executive Programs At USF

### SILICON VALLEY IMMERSION PROGRAM™

Participants master academic fundamentals in classes taught by faculty while also learning real world lessons from executives in Silicon Valley on-site at their companies. Four unique tracks tailored for specific audiences:

- Executive and Managers track
- Innovation & Entrepreneurship Faculty track
- Students in Business and Management track
- Students in Science and Engineering track

### ENTREPRENEURS BOOTCAMP™

An intensive 3-day experience providing entrepreneurs the necessary tools to succeed in pitching their new ventures.

### GLOBALIZATION PROGRAM

A practical curriculum for starting or extending a global business in emerging economies.

### UNIVERSITY SPIN-OFFS

Learn how to support the creation, development and commercialization of new technologies created as a result of scientific and academic research.

### U.S. HISPANIC MARKET IMMERSION

Learn about current developments in multicultural marketing, near-shoring, financial services, and micro-lending, and how to leverage these developments to create new ventures that serve ethnic minorities.

### INTERNATIONAL BUSINESS PLAN COMPETITION


Teams of graduate students from recognized universities across the globe gather annually to compete by pitching their ideas to a prestigious panel of Silicon Valley venture capitalists and business executives.

## Contact information

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*“The elevator pitch practice was both practical and immediately useful. It’s not easy to summarize and present a business idea in 90 seconds. We practiced identifying the key business factors and communicating the necessary points.”*

— Karl Silly

*“The USF School of Business and Professional Studies is incredibly competitive in the entrepreneur field and many professors that teach here have taken many companies public.”*

— The Princeton Review