

# Training School 4- Commercialization and career building.

May 5-9, 2025, Dresden University of Technology, Werner Hartmann Bau, Nöthnitzer str 66, 01187, Dresden, Germany

Monday, May 5<sup>th</sup>

## Workshop on business creation by Dresden-exists

9:00-10:15	Characteristics of a successful business idea
10:15-10:30	Coffee Break
10:30-12:00	How to evaluate ideas for commercial exploitation
12:00-13:30	Lunch Break
13:30-15:15	What ways of commercializing your idea are available?
15:15-15:30	Coffee Break
15:30-1700	How to develop a business model for a start-up

Tuesday, May 6<sup>th</sup>

## Workshop on Intellectual Property Rights by the White-IP group.

8:30-9:00	Arrival and Welcome Coffee
9:00-10:45	Introduction to patent law and application procedures
10:45-11:00	Coffee Break
11:00-12:30	Patent claims, Novelty and inventive steps.
12:30-13:30	Lunch Break
13:30-15:00	Interactive workshop: Claim Drafting, Prior Art Search, Freedom to Operate (FTO) Analysis
15:00-15:15	Coffee Break
15:15-16:30	Patent Landscapes, Monetization Strategies, and Identifying Corporation Partners.
16:30-17:00	Closing Remarks and Q&A

Wednesday, May 7<sup>th</sup>

**Start-up day conducted by Andreas Richter**

9:00-10:15	<b>Lectures and insights for how to building start-ups</b>
10:15-10:30	<b>Coffee Break</b>
10:30-12:00	<b>Time schedule for idea to product and commercialization</b>
12:00-13:30	<b>Lunch Break</b>
13:30-15:15	<b>Planning your own Start-up</b>
15:15-15:30	<b>Coffee Break</b>
15:30-17:00	<b>Pitch practise session for your own start-ups</b>
17:00	<b>Andreas's house for grill and socializing</b>

Thursday, May 8<sup>th</sup>

**Visit to Gesim. Meetup at 8am. Location: TBA**

9:00-12:00	<b>Gesim lab tour and their history and their state-of-the-art 3D printers.</b>
12:00	<b>Transfer to Sächsische Sweiz national Park</b>
13:00-17:00	<b>Hiking and excursion in the Sächsische Sweiz.</b>
17:00	<b>Return to Dresden and Gala Dinner</b>

Friday, May 9<sup>th</sup>

**Workshop in CV building and job hunting by Heidi Störr**

9:00-10:30	<b>Seminar Introduction</b> <ul style="list-style-type: none"><li>- Including a short self-introduction training for participants</li></ul> <b>How to get job Ideas</b> <ul style="list-style-type: none"><li>- Introduction of common work roles for PhD in companies</li><li>- Criteria for employer selection</li></ul>
10:30-10:45	<b>Coffee break</b>
10:45-12:15	<b>How to Write a convincing CV</b> <ul style="list-style-type: none"><li>- Recommendation for the content of a CV</li><li>- Examples for a design of a CV</li><li>- Tips for matching a CV with a job ad</li></ul>
12:15-13:30	<b>Lunch Break</b>
13:30-14:30	<b>AI Tools for applications</b> <ul style="list-style-type: none"><li>- Presentation of AI use cases for the job search, applications and job interview.</li><li>- Tips for formulating prompts</li></ul>
14:30-15:00	<b>Seminar closing</b> <ul style="list-style-type: none"><li>- Reflection of seminar learnings</li><li>- Participants questions</li><li>- Exchange of tips and experiences between the participants</li></ul>

**15:00 conference ends students can return home.**