

DIVINC Validation Bootcamp

Start Date: Oct 19, 2021

End Date: Dec 2, 2021

Time	Week 1	Week 2	Week 3	Week 4	Week 5	Holiday Week	Week 6	
0:00 0:15 0:30 0:40 1:00 1:40 1:55	Overview, Foundations	Business Modeling	Effectiveness/Market modeling	Bringing it Together	Experiment Sprint !	No Sessions!	Final Week	
	Session 1 - Tues 10/19	Session 3 - Tues 10/26	Session 5 - Tues 11/2	Session 7 - Tues 11/9	Do your Experiment!! (No sessions this week)	Take a break. No Sesssions this week	Possible Extra Session - Tues Nov 30 -- Optional session - check in, share experiment results	
	Welcome! Introductions	Welcome back!	Welcome back!	Welcome back!				
	Stages of a Startup	Discussion on Interviews	Discuss Interviews	Discussion and review				
		Intro to Business Modeling:	Principles of Effective Action	The Investor Offer (investor offer as organizing principle)				
	Parts of the Offer	Lean Canvas						
HomeWork - Watch videos, read articles								
One Day Break on Wednesdays								
	Session 2- Thurs 10/21	Session 4- Thurs 10/28	Session 6- Thurs 11/4	Session 8- Thur 11/11			Last Session - Thur 12/2	
0:00	Welcome back!	Welcome back!	Welcome back!	Welcome back!			Welcome back!	
0:10	Job to be done Framework	Discussion on Business Model	Discuss Homework	Discuss Homework			Learnings, review, discussion.	
0:30	Exercise: Download your thoughts on customer segments and your offer	Customer Factory - A systems thinking approach to business modeling	Core Strategy Framework	Managing the earlystage - Assumptions, experiments, and how to keep it on track.				
0:40								
1:00								Interviews/Customer Forces Canvas
1:40								Operational Distinctions: "I love that company!"
1:55	Home work	Home work	Home work					
							Next steps for you	