

Visiting Technopreneur Program:

Mr. Neelesh Bhatia

Centre Director, SPINOFF

Entrepreneurship Centre, Singapore Polytechnic



The Visiting Professor Program

is one of the segments of the venture "Foundation of South Luzon Hub for Technopreneurship and Innovation (TechHub)", which is supported by the Commission on Higher Education - Institutional Development and Innovation Grants (CHED-IDIG).

The goal of the program is to prepare Technopreneurship facilitators and redesign their insights on the field of innovation, start-up industry and on Technopreneurship and to learn the teaching method that they will then incorporate in class.

On March 11-14, the Visiting Professor Program was held at BatStateU Pablo Borbon Main I. The program which was dubbed, "Visiting Technopreneur: Train the Trainers Program", was a 4-day intensive workshop session with the visiting technopreneur, **Mr. Neelesh Bhatia**, Center Director for SPINOFF from the Entrepreneurship Center, Singapore Polytechnic.

Participants who attended the training program were faculty members in Main Campus I, Main Campus II, Malvar Campus and Nasugbu Campus.

His lecture topics included:

- Entrepreneurial Mindset vs. Entrepreneurship
- Business idea vs. Identifying a problem
- Problem vs. Need statements
- Validation Process
- Opportunity into Idea
- Lean + ET&A
- Ideation and Solution
- Business Model Canvas
- Customer Journey Maps
- Validation Process
- Prototyping
- Marketing & Branding Fundamentals
- Validation Process
- Entrepreneurial Finance
- Funding & Exits
- Legal Aspects of a Startup
- Designing a Pitch Deck
- Pitching for Investment
- Evaluation & Assessment Rubrics

