

**Students Boot Camp Programme**  
**Thursday 18 September - Friday 19 September**

<b>Thursday 18th September</b>		
Time	Programme Content	Location
10.00 – 12.30	<p style="text-align: center;"><b>Introductions</b></p> <p style="text-align: center;"><b>Discovery session – inside out and outside in perspectives</b></p>	<b>Studio 4</b>
12.30 – 13.30	Lunch break	<b>upstairs foyer</b>
13.30 – 18.00	<p style="text-align: center;"><b>Business canvas</b></p> <ul style="list-style-type: none"> <li>• <b>Audiences/customers and value proposition</b></li> <li>• <b>Content: what you are doing, resources needed, partnerships</b></li> <li>• <b>Channels to market</b></li> <li>• <b>Revenues and cost structure</b></li> </ul>	<b>Studio 4</b>
19.30	Dinner	Canteen
<b>Friday 19th September</b>		
10.00 – 12.30	<b>Networking and practice pitches</b>	<b>Studio 4</b>
12.30 – 14.00	Lunch break	<b>upstairs foyer</b>
14.00 - onwards	Students join the conference	