

How Much Funding Do You Need to Raise?

An HBS Accelerate Workshop

Workshop Timing

This provides an at-a-glance overview of timing for hosts to print this in advance and refer to during the workshop.

NOTE: Only abbreviated descriptions of activities appear below. To understand and complete activities, participants should read the direction sheet for each activity.

Description	Duration	Cumulative
Introductions: Host and Participants Host advances slides to slide 2, welcomes group and reviews workshop purpose & outcomes.	5 min	5 min
Video 1: Host plays video 1.	2 min	7 min
Activity 1: How Much Would You Raise Right Now? Host makes sure all participants have activity sheets. Participants choose partner. Host starts 1 st timer embedded on Activity 1 slide. Start 2 nd timer at appropriate time. <ul style="list-style-type: none"> ● 2 min All participants complete all parts of #1 on the “What If?” scenario sheet. ● 1 min 1st person verbally shares answers. ● 1 min Reverse so 2nd person shares answers. ● 1 min Each person quickly answers #2 on “What If” sheet. Partners quickly discuss their answers to #2 and any questions they have for one another. 	6 min	13 min
Regroup: Host invites participants to reassemble, advances slide to Video 2.	< 1 min	18 min
Video 2: Host plays video 2	8 min	26 min
Activity 2: Identifying Value Inflection Points: Addressing Uncertainties Effectively Host advances slide to Activity 2, ensures that all participants have activity sheets. Participants work with same partners and identify who will act as Founder first. Host starts 1 st timer embedded on Activity 2 slide. <p>PART 1</p> <ul style="list-style-type: none"> ● 3 min All participants answer Part 1. ● 2 min 1st Founder explains uncertainties (Part 1) they identified while Investor listens. ● 1 min Investor completes feedback sheet while Founder adds to Part 1. Don't share feedback yet. ● 2 min Reverse roles so 2nd Founder explains uncertainties. ● 1 min Investor completes feedback sheet; Founder adds to Part 1. ● 2 min Swap feedback sheets and partners discuss (1 min for each) <p>PART 2</p> <ul style="list-style-type: none"> ● 4 min Working alone, all participants answer each Part 2. ● 2 min 1st Founder shares their 3 ideas (#2 on sheet) with Investor. ● 1 min Investor completes feedback sheet. Founder adds to Part 2. Don't share feedback yet. ● 2 min Reverse roles so 2nd Founder shares answers to #2 on sheet. ● 1 min Investor completes feedback sheet. Founder adds to Part 2. ● 2 min Swap feedback sheets and quick discussion among partners (1 min for each) 	23 min	49 min

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Workshop Timing (continued)

Description	Duration	Cumulative
Regroup: Host invites participants to re-assemble and advances slide to Video 3.	<1 min	50 min
Video 3: Host plays video.	6 min	56 min
<p>Activity 3: Mapping Your Proof to Stage.</p> <p>Host advances slide to Activity 3, ensures that all participants have activity sheets. Participants work with same partners and choose one person to share answers first. Host starts timer embedded on Activity 3 slide.</p> <ul style="list-style-type: none"> • 6 min All participants complete “Mapping Your Proof to Stage” sheet. • 2 min 1st person shares answers. Partner offers verbal feedback. • 2 min 2nd person shares answers. Partner offers verbal feedback. 	10 min	66 min
Regroup: Host invites participants to re-assemble and advances slide to Video 4.	< 1 min	67 min
Video : Host plays video.	5 min	72 min
<p>Closing Practical Application Beyond the Workshop</p> <ul style="list-style-type: none"> • Host advances to slide summarizing the “How Much Do You Need Hack” and necessary work participants should do beyond the workshop. • Host advances to thank you slide, encourages participants to take the survey. 	3 min	75 min
<p>After the Workshop</p> <ul style="list-style-type: none"> • Host sends link to Workshop Survey. • Host shares link to Accelerate site so participants can access materials. 		