Scanford University				
Technology Entrepreneurship Part 2 powered by ¥NovoEd				
Home	Lectur	es Assignments Team Commu	inity =	_
		Karen West tudent Progress Page		Back to Profile
Expand All Hide color key				
	Acid T	est for Entrepreneurs	Completed Action Items Remaining	Deadline Passed / Not Yet Released
	<u></u>	View: Acid Test for Entrepreneurs		
	Watch: Acid Test for Entrepreneurs			
	•	Watch: Entrepreneur's insight: Focal Labs		
	>	➤ Watch: How to Start a Startup - Lecture 1		
	≣	Complete: Interview an Entrepreneur Was Due Apr 16		
	≣	Complete: Form or join a team! Was Due Apr 19		
	≣	Complete: Find and recruit a mentor Was Due Apr 19		
	Business Models			
	View: Business Models			
	>	Watch: Business Models		
	>	Watch: Entrepreneur's Insight: Andy Bechtolsheim		
	>	Watch: Entrepreneur's Insight: David Cheriton		
	>	Watch: How to Start a Startup - Lecture 2		
	≣	Complete: Create a Business Model Canvas Was Due Apr 22		
	\Diamond	Complete: Peer Evaluation: Create a Business Model Canvas Was Due May 5		
	Market analysis, marketing, and sales			
	View: Market analysis, marketing, and sales			
	>	Watch: Market analysis and positioning		
	•	Watch: Marketing, Demand Creation and Sales		
	>	Watch: Entrepreneurial Sales		

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Watch: How to Start a Startup - Lecture 3 Complete: Marketing Page and Sales Experiments Was Due May 3 Complete: Peer Evaluation: Marketing Page and Sales Experiments Was Due May 10 Complete: Marketing Page and Sales Experiments Analysis Was Due May 10 Complete: Peer Evaluation: Marketing Page and Sales Experiments Analysis Was Due May 17 **Partnerships and Distribution** View: Partnerships and Distribution Watch: Partnerships and Distribution: the example of TrialPay Watch: Experimenting on someone else's dime Financing View: Financing Watch: Venture Finance (1) Watch: Venture Finance (2) Watch: Venture Finance (3) Watch: Thematic video: Seeking Investors in an Emerging Economy Watch: Entrepreneur's Insight: Domainr Course wrap-up View: Course wrap-up Watch: Summary Watch: Stanford Commencement 2014 Bill and Melinda Gates Complete: Opportunity Execution Project (OEP) Was Due May 17 Complete: Peer Evaluation: Opportunity Execution Project (OEP) Was Due May 24

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