



## LECTURES

[Acid Test for Entrepreneurs](#)[Business Models](#)[Market analysis, marketing,  
and sales](#)[Partnerships and Distribution](#)[Financing](#)[Course wrap-up](#)

## COURSE INFORMATION

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## Statement of Accomplishment Criteria

Participants will be graded based on their completion of assignments and contributions to the class.

Specifically:

- A certificate will be issued if all core assignments (see below to know which assignments are considered core) are completed
- A certificate with distinction will be issued upon completion of all core assignments, completion of at least 5 peer reviews, successful formation of a team and participation in the forum

For Technology Entrepreneurship II the following assignments are recognized as core:

- Creating a business model canvas
- Marketing page and sales experiments
- Marketing page and sales experiments Analysis
- Opportunity Execution Project

For any question on the Statement of Accomplishment please contact teaching assistants Yoni Dayan or Spike Morelli.

