

# Hong Kong Deep-Tech Lab Business Executives Program

## Course Syllabus Overview

(Scientists Track & Business Leaders Track)

Week	Topics	Learning Outcomes
1	<b>Deep Tech Ventures and Ecosystems</b>	Understand the deep tech landscape - its unique challenges, key stakeholders and their roles in the ecosystem
2	<b>Business Models and Commercialization Strategies</b>	Understand business models options for deep tech ventures, navigate the commercialization process, align technical development with commercial milestones, develop GTM strategies and execution road map for deep tech products
3	<b>Fundraising and Scaling Deep Tech Ventures</b>	Understand the fundraising landscape and pitch effectively to investors, develop strategies for scaling deep tech ventures, synthesize learning into a comprehensive venture road map
4	<b>Leadership and Team Dynamics in Deep Tech Ventures</b>	Develop leadership strategy, build effective teams to effectively lead deep-tech ventures to success to navigate through the high uncertainties