



## Western University Graduate Student Innovation Scholars (GSIS)

The Graduate Student Innovation Scholars (GSIS) program promotes and endorses skill development for graduate students across all disciplines, creation and development of new ideas, personal entrepreneurship, continued career growth, as well as work ethic and business accomplishments. The GSIS program will equip graduate students with improved access to, and opportunity to prepare for, a variety of post-graduate careers, including the broad range of careers beyond academia.

### The Objective

- 1) Be introduced to intellectual property and have a basic understanding of the different forms
- 3) Know what the intellectual property policy at the institution is and the six step commercialization process followed by WORLDDiscoveries
- 4) Be exposed to how technologies are assessed for commercial potential and how to determine patent novelty
- 5) In teams work on preparing and submitting assignments for grading including non-confidential technology summaries, Market Research, IP Strategy, and a Business Plan
- 6) Gain an understanding of how investors evaluate technology companies
- 7) Learn and practice an entrepreneur elevator pitch for potential investors

### Attendance

You are required to attend all sessions in this program. However, circumstances may arise which make it impossible for you to attend (e.g., conflicting course schedule, health-related reasons). As a matter of professional courtesy, you are expected to inform Rebecca Gould [rebecca.gould@uwo.ca](mailto:rebecca.gould@uwo.ca) about your absence in advance.

### Assignments

In addition to lecture sessions, students will be split into pre-determined groups and complete the following assignments with their groups over the course of the term:

1. Non confidential summary/workplan summary
2. Market Research
3. Commercialization/Business Plan
4. Final Pitch

## FALL 2025 SYLLABUS **DRAFT**

<b>DATE</b>	<b>TIME</b>	<b>TOPIC</b>	<b>PRESENTER</b>	
Tuesday, Sept 9 <sup>th</sup>	2:30 – 4:30 p.m.	Meet & Greet	<ul style="list-style-type: none"> <li>• Program Staff</li> <li>• alumni speak</li> </ul>	ISP boardroom, Mogenson Centre 100 Collip Circle, Suite 200 (breakouts with BDMs in second hour)
Tuesday, Sept 16 <sup>th</sup>	3:00 – 4:30 p.m.	Commercialization Process & Tech Assessment	Tristan Harrison	ISP boardroom, Mogenson Centre, 100 Collip Circle, Suite 200
Tuesday, Sept 23 <sup>rd</sup>	3:00 – 4:30 p.m.	Product – Market – Fit	Colin Macaulay	ISP boardroom, Mogenson Centre, 100 Collip Circle, Suite 200
Tuesday, Sept 30 <sup>th</sup>	3:00 – 4:30 p.m.	Go-To-Market Strategy	Deniz Edwards	ISP boardroom, Mogenson Centre, 100 Collip Circle, Suite 200
Tuesday, Oct 7 <sup>th</sup>	3:00 – 4:30 p.m.	Technology Commercialization	Colin Macaulay	ISP boardroom, Mogenson Centre, 100 Collip Circle, Suite 200
October 13 <sup>th</sup> – 17 <sup>th</sup>		READING WEEK (no sessions)		
Tuesday, Oct 21 <sup>st</sup>	3:00 – 4:30 p.m.	Investor Due Diligence	Eric Morse	TBD
Tuesday, Oct 28 <sup>th</sup>	3 :00 – 4:30 p.m.	IP 101	Tyler Lougheed	ISP boardroom, Mogenson Centre, 100 Collip Circle, Suite 200
Tuesday, Nov 4 <sup>th</sup>	3:00 – 4:30 p.m.	A Founder’s Story	TBD	TBD
Tuesday, Nov 11 <sup>th</sup>	3:00 – 4:30 p.m.	Financials	Sarah Brooks	ISP boardroom, Mogenson Centre, 100 Collip Circle, Suite 200
Tuesday, Nov 18 <sup>th</sup>	3:00 – 4:30 p.m.	Pitch Workshop	Colin Macaulay	ISP boardroom, Mogenson Centre, 100 Collip Circle, Suite 200
Tuesday, Nov 25 <sup>th</sup>	3:00 – 4:30 p.m.	Practice Pitch Sessions	All BDMs	ISP boardroom, Mogenson Centre, 100 Collip Circle, Suite 200
Tuesday, Dec 2 <sup>nd</sup>	2:00 - 3:30 p.m.	Final Pitch Event	All	TBD