Lowering Tech Venture Risk & Attracting Technology Investors

Are you an entrepreneur looking to attract technology investors?

**Video Series Summary**: This series of short (10-15 minute) videos is aimed at the 1st-time tech startup founder(s), particularly ones with science backgrounds. The videos are designed to break down the complex process of starting-up into manageable chunks of work centered on retiring the entrepreneur’s three big risks: technology, market, and management. The content is drawn from today’s tech thought-leaders, investors, and entrepreneurs, and is meant to be a hands-on reference guide as you build your venture over many years.

**Course Topics Include:**

Retiring Technology Risk
- IP Basics & Innovation Models
- IP Valuation & Startup Checklists
- Ideal Stage 1 Investors

Retiring Market Risk
- Lean Principles: Achieving Product - Market Fit
- Positioning & Competitive Landscape
- Ideal Stage 2 Investors

Scaling - Retiring Management Risk
- Business Plan Basics
- Stage 3 is All About Recruiting
- Growth = Sales & Marketing
- Company Metrics
- Fundraising Tips

**How to Access the Free Courses:**

- **Step 1**: Go to this URL: [https://dsbdc.globalclassroom.us/portal](https://dsbdc.globalclassroom.us/portal)
- **Step 2**: Enter your login information. If you do not have an existing account, register for an account. You will be asked to verify your account via the email you provide.
- **Step 3**: Once you log into the system, you will be taken to your dashboard. At the top of the page, you will see tabs. Click "Single Courses"
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- **Step 5**: Click "Enroll"

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DelawareSBDC.org
302-831-1555
delaware-sbdc@udel.edu