

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>

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"

Step 4

- Scroll down and select "Delaware SBDC Courses"

Step 5

- Click "Enroll"

Visit us online or contact your local office and get started on your path to success today:

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