

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 WTTO (Western Technology Transfer Office)
- 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 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:

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

WINTER 2026 SYLLABUS - draft

<u>DATE</u>	<u>TIME</u>	<u>TOPIC</u>	<u>PRESENTER</u>	<u>LOCATION</u>
January 13, 2026	3:30 – 4:30 p.m.	Meet & Greet	All	ISP boardroom, Mogenson Building, 100 Collip Circle, Suite 200
January 20, 2026	3:00 – 4:30 p.m.	Commercialization Process & Tech Assessment	Tristan Harrison	ISP boardroom, Mogenson Building, 100 Collip Circle, Suite 200
January 27, 2026	3:00 – 4:30 p.m.	Product – Market – Fit	Colin Macaulay	ISP boardroom, Mogenson Building, 100 Collip Circle, Suite 200
February 3, 2026	3:00 – 4:30 p.m.	Go-to-Market Strategy	Tristan Harrison	ISP boardroom, Mogenson Building, 100 Collip Circle, Suite 200
February 10, 2026	3:00 – 4:30 p.m.	IP 101	Tyler Lougheed	ISP boardroom, Mogenson Building, 100 Collip Circle, Suite 200
February 16-20, 2026	_____	READING WEEK (no sessions)	_____	_____
February 24, 2026	3:00 – 4:30 p.m.	Investor Due Diligence	Eric Morse	Rm 2230, Schmeichel Entrepreneurship and Innovation Bldg.
March 3, 2026	3:00 – 4:30 p.m.	A Founder’s Story	TBD	Rm 2230, Schmeichel Entrepreneurship and Innovation Bldg.
March 10, 2026	3:00 – 4:30 p.m.	Financials	Sarah Brooks	ISP boardroom, Mogenson Building, 100 Collip Circle, Suite 200
March 17, 2026	3:00 – 4:30 p.m.	Pitch Workshop	Colin Macaulay	ISP boardroom, Mogenson Building, 100 Collip Circle, Suite 200
March 24, 2026	3:00 – 4:30 p.m.	Practice Pitch Sessions	All BDMs	ISP boardroom, Mogenson Building, 100 Collip Circle, Suite 200
March 31, 2026	2:00 - 3:30 p.m.	Final Pitch Event	All	Rm 2230, Schmeichel Entrepreneurship and Innovation Bldg.