

# Dec. 2-3 Online overseas training by Startup Navigators



**[Date] Dec. 2 9:00-12:00**

**[Participants] Trainees 11 people (UTokyo teacher 3, Graduate 4, Corporate 4) 5 teams**

**[Schedule for Dec. 2]**

**Silicon Valley, startups and the ecosystem**

- What is it like in Silicon Valley?
- Relationship between GAFAs and startups
- Notable tech trends
- Startup examples – competitors and other related startups for each team

**[Date] Dec. 3 9:00-12:00**

**[Participants] Trainees 10 people (UTokyo teacher 3, Graduate 3, Corporate 4) 5 teams**

**[Schedule for Dec. 3]**

**What is Lean Startup?**

- Background and how it is used in Silicon Valley
- How to apply it to non-software business
- Lean Startup Essentials
- Develop and prioritize hypothesis
- Validate problem and solution hypotheses
- MVP, Pivot
- Road to Product Market Fit
- How to utilize the validation of hypotheses
- How to pitch like Silicon Valley startups