Kauffman FastTrac™ NewVenture
For Aspiring and Early Stage Entrepreneurs

Program Schedule
Date: 13-14 Oct (Thu, Fri) and 20-21 Oct 2016 (Thu, Fri)
Time: 9:30 am - 5:00 pm

Who should attend
Aspiring and early stage entrepreneurs

Benefits
Get the best from one of America’s leading entrepreneurial learning programs that are written by entrepreneurs, facilitated by entrepreneurs, for entrepreneurs.

FastTrac® NewVenture™ is a flexible, 30-hour course with a proven framework to help support aspiring entrepreneurs start businesses and begin their journeys to success. Certified FastTrac Affiliates teach the courses in an interactive, group-oriented environment where participants are encouraged to network with one another to bolster their business ideas.

Presented By
Nanyang Technopreneurship Center
Nanyang Technological University, Singapore
Kauffman FastTrac® NewVenture
For Aspiring and Early Stage Entrepreneurs

Program Objectives

Get the best from one of America’s leading entrepreneurial learning programs that are written by entrepreneurs, facilitated by entrepreneurs, for entrepreneurs. Nanyang Technopreneurship Center is honoured to present the Kauffman FastTrac® NewVenture Programme that provides a proven framework to help support aspiring entrepreneurs start businesses and begin their journeys to success.

Program Background

Created by the Ewing Marion Kauffman Foundation, the largest foundation to focus on entrepreneurship, FastTrac® is one of America’s leading entrepreneurial learning programs and remains on the cutting edge by providing programs that are written by entrepreneurs, facilitated by entrepreneurs, for entrepreneurs. Over the years, FastTrac® has served more than 350,000 existing and aspiring entrepreneurs in the United States.

Nanyang Technological University (NTU) has achieved the rare accolade of being Asia Pacific’s first overseas Kauffman Campus and Nanyang Technopreneurship Center (NTC) is privileged to be the authorized licensee of the prestigious FastTrac® program in Singapore. Taught by Kauffman certified facilitators, the Singapore version of FastTrac® NewVenture programme aims to help participants to hone the skills needed to create, manage, and grow a successful business.
Program Overview

By taking the FastTrac® NewVenture™, course, you will:

- Discover how your business concept matches your personal vision.
- Align your business concept with a real market opportunity.
- Learn how to set realistic financial goals for your business.
- Determine the unique features and benefits of your product/service.
- Find your target market and discover your competitive advantage.
- Define your company’s brand.
- Learn how to manage business functions and develop an organizational culture.
- Determine the steps to profitability.
- Identify potential sources of funding for your business.
- Find the available resources in your community for ongoing business planning

Program Format

- Interactive seminars and small-group exercises
- Delivered by US trained Kauffman FastTrac certified facilitators
- Guest speakers will be invited to share their experience
- Built in business coaching elements to enhance learning
- Action plan and roadmap for business venture

Guest Speakers

- network expanding
- experience sharing

30 hrs of Content

- practical curriculum
- hands-on approach

Visits

- Ecosystem Exposure
- Integrated approach
Program Benefits

- Practical, hands-on curriculums that are easy to grasp
- Ready to use templates and guides to facilitate learning
- Lifelong access to Kauffman online valuable resources and toolkit
- Enriched content with Asian perspectives
- Knowledge and insights, skills and stories from successful entrepreneurs
- Catalysed experiential learning within a contemporary, practical learning environment
- Access to FastTrac®’s private LinkedIn community with over 1000 global entrepreneurs
- Certificate from NTC and Kauffman FastTrac®
# Kauffman FastTrac® NewVenture

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| **Morning** 9:30-12:30 | FastTrac NewVenture  
- Exploring entrepreneurship  
- Understanding customer development  
- Guest speaker sharing | FastTrac NewVenture  
- Planning the product/service  
- Researching and analysing the market  
- Guest speaker sharing | FastTrac NewVenture  
- Building the organisation and team  
- Setting financial goals  
- Guest speaker sharing | FastTrac NewVenture  
- Implementing next steps  
- Visit LaunchPad |
| Lunch | Lunch | Lunch | Lunch | Lunch |
| **Afternoon** 14:00-17:00 | FastTrac NewVenture  
- Business model generation  
*Business model Canvass exercise* | FastTrac NewVenture  
- reaching the market  
- marketing for new venture | FastTrac NewVenture  
- Managing Cash and Operating your business  
- Identifying funding and working with investors | FastTrac NewVenture  
- Reiteration and Summary  
- Presentation of your plan |
| Evening | | | | Graduation Celebration + Casual Dinner |

**The schedule above is subject to teaching availability and conditions. NTC reserves the right to change the above schedule should the circumstances require.**
Key facilitator’s Profile

(All facilitators are certified by Kauffman FastTrac® in the USA)

Assoc Prof Boh Wai Fong

Associate Professor
Kauffman Global Faculty
Certified Kauffman FastTrac Programme Facilitator
Division of Information Technology and Operations Management
College of Business (Nanyang Business School)
Nanyang Technological University

Mr. Tang Shuih Huei

Adjunct Instructor, Nanyang Technopreneurship Center
Certified Kauffman FastTrac Programme Facilitator
Founder, S H Tang & Associates
MSc. Technopreneurship and Innovation (NTU-UW)
Bachelor of Laws (Honours) (London)

Mr. Roderick Chia

Adjunct Instructor, Nanyang Technopreneurship Center
Certified Kauffman FastTrac Programme Facilitator
Managing Director, IDM Venture Capital
MSc. Technopreneurship and Innovation (NTU-UW)
Bachelor of Engineering (Honours) (NTU)
Program Fee

Usual fee $3800 per pax

$1400
After 50% discount for 2016 participants and SkillsFuture Credit rebate $500*

Includes:
1. Course Materials and Notes
2. Certification and Memento
3. Lifelong access to Kauffman® FastTrac™ online database
4. Exclusive invite to Kauffman LinkedIn global community
5. Casual celebration dinner
6. Applicable GST
7. Tea break refreshments

*SkillsFuture application procedures apply

Note: The class will only commence if there are at least 15 participants.
Proven results of Kauffman FastTrac® Programs

How much did your revenue grow after taking a FastTrac course?

- 56% started a business
- 41% reported revenue growth
- 25% reported no increase in revenue

Percentage of entrepreneurs who took either FastTrac NewVenture or FastTrac TechVenture and started a business.*

* Some entrepreneurs said they didn’t like their business idea and are busy working on another one. Many said the course taught them that they were not entrepreneurs after all, but rather intrapreneurs. Several of them went to small businesses to help those entrepreneurs be successful.

4 full-time positions + 2 part-time positions

On average, those entrepreneurs who reported jobs created added more than 4 full-time positions and more than 2 part-time positions per startup.

Courses delivered

Number of entrepreneurs who took FastTrac courses in 2011.

* Some entrepreneurs took more than one course in 2011.

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Fasttrac@ntu.edu.sg
About Kauffman Foundation

The late entrepreneur and philanthropist Ewing Kauffman established the Ewing Marion Kauffman Foundation as the first foundation to focus on entrepreneurship as one of its primary areas of interest.

An epitome of American entrepreneurship, Kauffman saw business enterprise as one of the most effective ways to unleash human potential and stir the economy to life. He viewed entrepreneurship as the most powerful strategy to help individuals gain economic independence and serve as a catalyst for creating jobs and wealth in society.

Today, the Kauffman Foundation is devoted to advancing entrepreneurship as one of the fundamental aspects of life in the United States. Focusing on research, education, technical assistance, and policy, the Kauffman Foundation works to increase the number and success rate of individuals engaged in the process of starting or growing their own business or idea. The Foundation works with partners to design programs based on the proven principles, techniques, and leadership tactics that make starting and growing a business a more common choice for Americans of all walks of life. The Foundation is based in Kansas City, Mo. and has around $2 billion in assets.
Fastest-rising Asian university in the world’s top 50

World’s No.1 Young University

NTU is the fastest-rising Asian university among the world’s top 50 universities. Ranked 41st in the world, it is also placed 2nd globally among young elite universities. In the most recent QS Asian University rankings, NTU is ranked Asia’s seventh best university.

The university has colleges of Engineering, Business, Science, Humanities, Arts, & Social Sciences, and an Interdisciplinary Graduate School. It also has a medical school, Lee Kong Chian School of Medicine, set up jointly with Imperial College London.

NTU provides a high-quality global education to about 33,000 undergraduate and postgraduate students. The student body includes top scholars and international Olympiad medallists from the region and beyond.

Hailing from more than 70 countries, the university’s 3,800-strong teaching, and research staff bring dynamic international perspectives and years of solid industry experience.
As a multi-disciplinary university-level center, the Nanyang Technopreneurship Center, since 2001, serves as the focal point of technology entrepreneurship development within the University and the region, where creativity and entrepreneurship will thrive, leading to the creation of new business ventures that will provide the new engine of growth for Singapore.

Mounting global competition and rapid technological changes mark the dawn of Nanyang Technopreneurship Center (NTC). The world economy and the way businesses are run are being transformed by major driving forces - namely globalization, technological change and technopreneurship. The rapid changes are unsettling not only for businesses, but also for governments, employers, workers and societies in general.