

TU Munich US Venture Program

Palo Alto, September 25-29, 2023

	Time	Event
Monday	10.00am - 10.30am	Kick-off
	10.30am - 1.00pm	Panel “How US Expansion Drives Scale and Global Success”
	1.00pm - 2.00pm	Lunch Networking (provided by TUM) - Invite German startups, German mentors, GE team
	2.00pm - 5.00pm	Silicon Valley Tour
Tuesday	10.00am - 10.30am	Getting Settled
	10.30am - 12.00pm	Workshop 1 – Doing Business in the US vs Germany (Culture)
	12.00pm - 1.30pm	Lunch (not provided)
	1.30pm - 4.30pm	Group Pitch Practice
Wednesday	10.00am - 10.30am	Getting Settled
	10.30am - 12.00pm	Workshop 2 – Sales: Negotiating and Closing \$1m Deals (Joshua Armani)
	12.00pm - 1.30pm	Lunch (not provided)
	1.30pm - 4.30pm	1:1 Pitch Training
Thursday	10.00am - 10.30am	Getting Settled
	10.30am - 12.00pm	Workshop 3 - Landing, Leading, Taking Off (Petra Chequer)
	12.00pm - 1.30pm	Lunch (not provided)
	1.30pm - 4.30pm	Group Pitch Practice
Friday	10.00am - 10.30am	Getting Settled
	10.30am - 12.00pm	Legal Workshop and Q&A by Sigmar Pohl
	12.00pm - 1.30pm	Lunch (not provided)
	1.30pm - 5.30pm	Pitch Event Dry-Run
	5.30pm - 7.30pm	Community Pitch Event (Palo Alto or San Francisco)