

Semester SPRING 26	MINOR DEEPTech ENTREPRENEURSHIP
Coordinator	Nicolas Bruno
Coordinator's title / affiliation / lab	Pedagogical Coordinator of UniCA Entreprendre
Coordinator's email	<a href="mailto:Nicolas.BRUNO@univ-cotedazur.fr">Nicolas.BRUNO@univ-cotedazur.fr</a>
Format	Online synchronous sessions+Asynchronous
Location	online
Capacity (nb of DS4H students)	70
Prerequisites	English: B2
Additional information	
Web page	<a href="https://ds4h.univ-cotedazur.eu/education/minor-deeptech-entrepreneurship-1">https://ds4h.univ-cotedazur.eu/education/minor-deeptech-entrepreneurship-1</a>

## Lecturers

- **Florent Genoux:** Management of innovative projects, Bpifrance
- **Michel Callois:** Head of Department Business Development, CCI Nice Côte d'Azur
- **Virginia Corvino:** Strategic Manager of Information System, CNAF
- **Galena Pisoni:** Innovation and Entrepreneurship (I&E) coordinator, Université Côte d'Azur
- **Antoine Lazarus, Florian Blot :** Managing Partners, 1906 CONSEIL
- **Sophie Monteil:** Project Manager, Incubateur Provence Côte d'Azur
- **Nelly Farrugia:** Independent consultant in Effectuation and Design Thinking, certified by ISMA360.
- **Dimitri Taile:** Project Manager, Incubateur Provence Côte d'Azur

## Learning Outcomes

- Consider start-up creation like a path of scientific research valorisation
- Understand the issue of disruptive innovation
- Understand the links between industry and research
- Know how to assess the economic potential of a scientific asset
- Master the keys of academic spin-off
- Master the essentials issues of intellectual property
- Communicate about your project and funding issues
- Train managers able to evolve in highly technological environment
- Apprehend the territory in the development of its Deeptech ecosystem
- Train managers able to manage an agile company

## Summary

In the last few years, the public and private sectors have been heavily investing in innovative projects by stimulating ecosystems that generate innovations. In this context, disruptive innovations come mainly from scientific research. Considering that highly technological projects are the probable basis for a new cycle of significant growth, generating employment and economic sustainability, it seems relevant to densify exchanges between the worlds of research and business.

The challenge we wish to take up here is to contribute to this dynamic by training managers to be capable of evolving in uncertain and changing technological environment. The Deeptech innovative projects are logically particularly risky, as they last over a long period of time, with often unidentified markets, and require heavy investments. These projects require specific knowledge and skills to emerge, raise money and grow. The purpose of this courses is to train managers able to understand and deal with this complex world and these new issues.

The purpose of this program is to introduce the participants to the world of entrepreneurship, increase entrepreneurial spirit without distinction of discipline.

A focus is given on Deeptech (or deepscience) in order to address the most complex challenges and the newest issues related to entrepreneurship.

## Schedule

**Reminder :**

*Fall semester is from mid-October to mid-December. Spring semester is from mid-February to mid-April.*

*Synchronous session MUST be on Thursday mornings.*

*In case of asynchronous courses, live tutorial sessions should be settled on evenings.*

Date	Time	Course title	Lecturer	Location
19/02/2026	9AM – 12PM	Deeptech Entrepreneurship Overview	Florent Genoux	online
05/03/2026	9AM – 12PM	Project Management for disruptive innovation	Virginia Corvino	online
12/03/2026	9AM – 12AM	Intellectual Property Strategy	Michel Callois	online
19/03/2026	9AM – 12PM	Production Challenges	Dimitri Taile	online
26/03/2026	9AM – 12PM	Financing Your Startup	Antoine Lazarus, Florian Blot	online
02/04/2026	9AM – 12PM	Developing relevant and innovative business model	Galena Pisoni	online
09/04/2026	9AM – 12PM	Identify the right market for your Innovation	Nelly Farrugia	online
16/04/2026	9AM – 12PM	Creating a Pitch	Sophie Monteil	online

## Evaluation

*Please add as many rows as necessary. Dates of evaluation sessions may not be known when you first complete this form. Please specify at least the type of evaluation planned.*

Type of evaluation	Date or Submission deadline		Time	Location (for on-site exams)	% of the final grade
Multiple-choice questionnaire	Submission deadline	23/04/2026	30 min	Online	100

## Bibliography

- Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers Wiley Desktop Editions. Authors Alexander Osterwalder, Yves Pigneur. John Wiley & Sons, 2010
- The Startup Owner's Manual: The Step-by-Step Guide for Building a Great Company, Volume 1. Authors Steven G. Blank, Bob Dorf. K&S Ranch Publishing LLC, 2012
- Ries, E. (2011). The lean startup: How today's entrepreneurs use continuous innovation to create radically successful businesses. Currency.
- Website of the World Intellectual Property Organisation :  
<https://www.wipo.int/about-ip/en/>
- Report on global innovation :  
[https://www.wipo.int/edocs/pubdocs/en/wipo\\_pub\\_gii\\_2021.pdf](https://www.wipo.int/edocs/pubdocs/en/wipo_pub_gii_2021.pdf)
- PMBOK: Project Management Body of Knowledge