

**PARTIAL SCHOLARSHIPS
FOR OUTSTANDING STUDENTS FROM INDIA**

JUNE 28–JULY 23, 2017



**TEL AVIV
UNIVERSITY
SUMMER INSTITUTE
2017**

BUSINESS ENTREPRENEURSHIP IN THE START-UP NATION AND THE CHANGING MIDDLE EAST

The Tel Aviv University Business Entrepreneurship in the Start-Up Nation and the Changing Middle East summer program offers an outstanding opportunity for students to analyze business entrepreneurship in the context of a world in constant revolution.

Beyond the two top level academic courses, students will participate in an exciting social and cultural program.

BUSINESS ENTREPRENEURSHIP: ISRAEL AS A CASE STUDY

Dr. Gil Avnimelech (4 credits)

The purpose of this course is to explore the many dimensions of new innovative venture creation, development and financing. We will deal with issues such as sources of ideas, type of opportunities, idea development, IP protection, business plan writing, business model design, stages of start-up development, lean startup approach, and sources of finance for new innovative ventures. The examples and cases presented in the course will be taken from the Israeli context. **The course will include guest lecturers from the Israeli high tech industry.**

In the introduction module we present the entrepreneur's role in the global economy as an agent of change and accelerator of innovation and economic development. This module will build the theoretical

foundation of the course. The second module deals with sources of ideas, opportunity identification, and idea development. The third module deals with market analysis, business planning, and business model design. The fourth module discusses the unique characteristics of start-up companies and its implications on development and strategy. In this module we will introduce the lean startup approach. The last module presents the venture capital market including business angles, crowdfunding platforms,

accelerators and technological incubators, venture capital funds, and corporate VC. We will discuss the characteristics of each type of investor, the advantages and disadvantages for the start-ups of being financed by different types of investors.

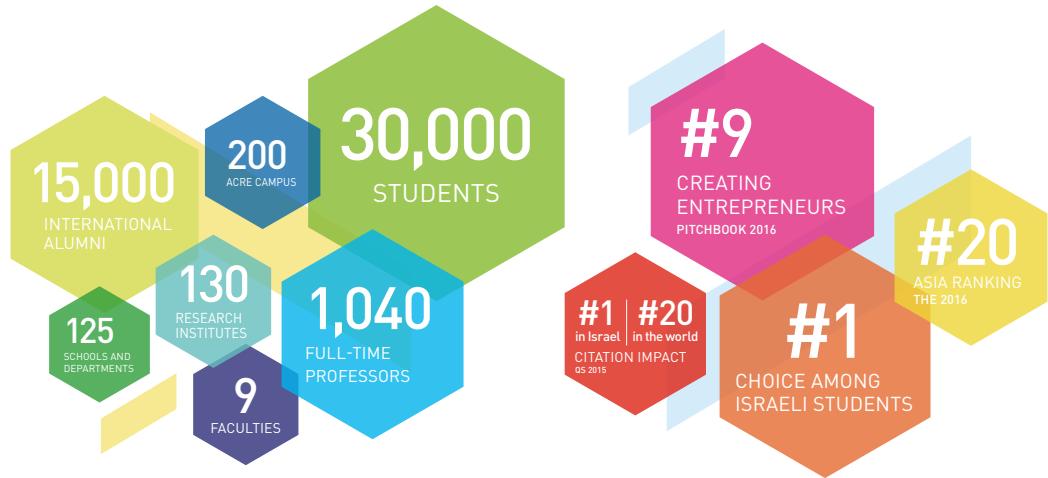
Courses are subject to change. For information and updated dates please refer to our website.

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ADMISSION AND SCHOLARSHIP

The following will have to be submitted:

- Official transcript and a grade point average of 80% and above
- Two academic recommendation letters
- Demonstrated Command of English exams: TOEFL test results (minimum score: written 582, computer-based 223, or iBT 89) or the IELTS test (minimum score: 6.5)
- Scholarships are only offered to currently enrolled students in a university in India
- Application fee of \$60

Under a unique Israeli Government Sponsorship, excellent students from India will receive a Partial Scholarship, covering most of the fees.

APPLICATION DEADLINE APRIL 30, 2017

ABOUT TEL AVIV UNIVERSITY

Tel Aviv University is Israel's largest and most comprehensive university, attracting talented students and renowned faculty from around the globe. Scoring high in global rankings, the university has a strong interdisciplinary focus and collaborates closely with many leading institutions in the USA and Europe. The campus is located in Tel Aviv, the financial and technological capital of Israel – which is known for its entrepreneurial atmosphere and large number of start-up companies. With the growth of high-tech industries, the Tel Aviv metropolis has become an international hotspot for business and innovation – an ideal setting for an enriching study experience.

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