

AEIC Event Calendar

FALL 2025														
Month	Se	Date	Day	Facilitation	Topic Details	Level	Need	✓	Speakers / Guests	Session Type	Session Mode	Duration	Time	Session Type
Sep (5)	1	4	Thursday	Mindsets of a Creator		Level 3 INCUBATION	Guest Speaker	✓	Dr. Charmaine Gangen	Speaker session / Seminar	Online	30 min	3:20-3:50 pm	Stand-alone
	2	9	Tuesday	Storytelling & Pitchatheon	Meet Your Mentor	Level 3 INCUBATION	Panel of Evaluators	✓	Mr. Salman Jaffrey, Dr. Rassel Kassem	Workshop	Online	30 min	3:00-4:15 pm	Stand-alone
	3	11	Thursday	Brainstorming & Prototyping	Think of quick prototypes to convey your idea.	Level 3 INCUBATION	Panel Discussion	✓	Dr. Charmaine Gangen, Ms. Dipika Mallya	Speaker session / Seminar	Face to Face & Online	30 min	3:20-3:50 pm	Stand-alone
	4	18	Thursday	Evidence of Opportunities	You can identify opportunities and prioritize the most promising to pursue.	Level 3 INCUBATION	Guest Speaker	✓	Dr. Charmaine Gangen, Ms. Dipika Mallya	Speaker session / Seminar	Face to Face & Online	30 min	3:20-3:50 pm	Stand-alone
	5	30	Tuesday	The Dynamics of Teams	Core Values,Roles & Responsibilities,Org anization Needs Mapping	Level 3 INCUBATION	Guest Speaker	✓	Dr. Charmaine Gangen	Speaker session / Seminar	Face to Face & Online	30 min	3:20-3:50 pm	Stand-alone
Oct (7)	6	2	Thursday	Pitch Day -Customer	PITCH your customer validation to Advisory Board of Class Industry Mentors for Feedback	Level 3 INCUBATION	Evaluation Panel	✓	Dr. Charmaine Gangen, Ms. Dipika Mallya, Mr. Salman Jaffrey, Dr. Rassel Kassem, Mr. Ahmad Hassan	Workshop	Online	30 min	3:00-4:15 pm	Stand-alone
	7	14	Tuesday	Websites	Bring your laptop	Level 3 INCUBATION	Technical Expert	✓	Kevin Farah	Workshop	Online	30 min	3:20-3:50 pm	Stand-alone
	8	16	Thursday	Entrepreneurial Vision, Mission and Strategy	ENT Series Guest Speaker Session	Level 1 Mindset	Guest Speaker	✓	Ms. Keren Jadhav	Speaker session / Seminar	Face to Face / Online	30 min	2:00-2:30 pm	During Class
	9	21	Tuesday	Graphics	Bring your laptop	Level 3 INCUBATION	Panel Discussion	✓	Laura Bakalka	Workshop	Online	30 min	3:20-3:50 pm	Stand-alone
	10	23	Thursday	Lean Startup Methods I	ENT Series Guest Speaker Session	Level 1 Mindset	Guest Speaker	✓	Mr. Cosmin Manea	Speaker session / Seminar	Face to Face / Online	30 min	2:00-2:30 pm	During Class
	11	28	Tuesday	Designing a Business Model	Identify how your will make money with Capturing Value: Price and Revenue Model and do Sketch Your Business Model	Level 3 INCUBATION	Guest Speaker	✓	Mr. Ryden Arango	Speaker session / Seminar	Online	30 min	3:20-3:50 pm	Stand-alone
Nov (8)	12	30	Thursday	Build Day Prototype	Mentors and instructors available for feedback	Level 3 INCUBATION	Panel of Evaluators	✓	Charmaine, Dipika, Ruchi, Dr. Vinod Pangracious, Mr. Salman Jaffrey, Dr. Rassel Kassem	Workshop	Online	30 min	3:00-4:15 pm	Stand-alone
	13	4	Tuesday	Pitch Day Prototype	PITCH your prototype to Advisory Board of Class Industry Mentors for Feedback	Level 3 INCUBATION	Panel of Evaluators	✓	Ayman, Charmaine, Ruchi, Dr. Vinod Pangracious, Mr. Salman Jaffrey, Dr. Rassel Kassem	Workshop	Online	30 min	3:20-3:50 pm	Stand-alone
	14	6	Thursday	Sources of Capital for Entrepreneurs	ENT Series Guest Speaker Session	Level 1 Mindset	Panel Members	✓	Dr. Charmaine Gangen, Mr. Salman Jaffrey	Panel Discussion	Face to Face	30 min	2:00-2:30 pm	During Class
	15	6	Thursday	Financial Statements	Impact of Unit Economics and Financials	Level 3 INCUBATION	Guest Speaker	✓	Dr. Ruchi	Speaker session / Seminar	Online	30 min	3:20-3:50 pm	Stand-alone
	16	13	Thursday	Legal Matters in Startups	ENT Series Guest Speaker Session	Level 1 Mindset	Guest Speaker	✓	Mr. Ayman	Speaker session / Seminar	Face to Face / Online	30 min	2:00-2:30 pm	During Class
	17	13	Thursday	Sales & Marketing	Introduction to Sales & Marketing	Level 3 INCUBATION	Panel Members	✓	Dr. Charmaine Gangen, Mr. Ayman Al Awadhi	Speaker session / Seminar	Online	30 min	3:20-3:50 pm	Stand-alone
	18	18	Tuesday	Online Marketing	Bring your laptop	Level 3 INCUBATION	Guest Speaker	✓	Dr. Charmaine Gangen	Workshop	Online	30 min	3:20-3:50 pm	Stand-alone
	19	25	Tuesday	Go-To-Market Plan	Delivering Value	Level 3 INCUBATION	Guest Speaker	✓	Dr. Charmaine Gangen	Speaker session / Seminar	Face to Face / Online	30 min	3:20-3:50 pm	Stand-alone
Dec (2)	20	27	Thursday	Mapping Customer Touchpoints	Marketing Jumpstart	Level 3 INCUBATION	Guest Speaker	✓	Dr. Charmaine Gangen	Speaker session / Seminar	Face to Face / Online	30 min	3:20-3:50 pm	Stand-alone
	21	9	Tuesday	Designing for Communication	Bring your laptop	Level 3 INCUBATION	Guest Speaker	✓	Dr. Charmaine Gangen	Workshop	Online	30 min	3:20-3:50 pm	Stand-alone
	22	16	Tuesday	Pitch Day-Market	Startups will present their prototypes to the steering community consisting of VCs, & investors where startups will get opportunities to raise funds.	Level 3 INCUBATION	Panel of Evaluators	✓	Dr. Charmaine Gangen, Mr. Ayman Al Awadhi, Mr. Salman Jaffrey, Dr. Rassel Kassem, Mr. Ahmad Hassan	Workshop	Online	30 min	3:00-4:15 pm	Stand-alone