

TECHNION GNAM WEEK 2022

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THE ECO-SYSTEM OF  
ENTREPRENEURSHIP:  
THE CASE OF ISRAEL

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MONDAY 14TH OF MARCH - THURSDAY 17TH OF  
MARCH

[HTTPS://TECHNION.ZOOM.US/J/99646707815](https://technion.zoom.us/j/99646707815)

# MONDAY 14/3/22

14:30 - 14:45

**Prof. Miriam Erez**

OPENING GREETINGS AND  
INTRODUCTION TO THE PROGRAM

14:45 - 15:30

**Saul Orbach - MBA Entrepreneurship  
Instructor**

GETTING TO KNOW EACH OTHER

15:45 - 16:30

**Uri Gabai- CEO SNC**

THE ECHO SYSTEM OF  
ENTREPRENEURSHIP  
THE CASE OF ISRAEL (SPEAKER -  
STARTUP NATION CENTRAL)

16:40 - 18:15

**Saul Orbach**

GROUP DISCUSSION AND TEAM  
PROJECT ASSIGNMENT (HANDS ON).  
ANALYZING WHETHER TO INVEST IN  
STARTUPS

\*THERE MAY BE MINOR CHANGES IN HOURS

# TUESDAY 15/3/22

14:30 - 15:30

**Shelly Lev – Consultant and PhD student**

EFFECTIVE WORK IN CULTURALLY DIVERSE TEAMS

15:40 - 16:30

**Lior Hanuka – CEO Hi-Center**

INVESTMENT DECISIONS BY VENTURE CAPITAL AND ANGELS - HOW TO DECIDE WHETHER TO INVEST OR NOT?

[HTTPS://HICENTER.CO.IL/EN/](https://hicenter.co.il/en/)

16:40 -17:45

**Dr. Sharon Tal-Itzkovitz**

MARKET CONSIDERATIONS

17:45 18:45

WORKING ON THE TEAM PROJECT IN ZOOM BREAKOUT ROOMS

WEDNESDAY 16/3/2022

14:30 - 15:30

**Dr. Barak Ben-Avinoam**

IMPACT INVESTMENT IN  
SUSTAINABILITY AND SOCIAL  
ENTREPRENEURSHIP



15:40 - 16:10

**Nati Hazut - Former Founder & CEO of  
Polyrize, acquired by Varonis**

STARTUP ACQUISITIONS BY A  
MULTINATIONAL COMPANY -  
THE STARTUP PERSPECTIVE

[HTTPS://WWW.VARONIS.COM/](https://www.varonis.com/)

16:10-16:40

**David Bass - Exec VP:  
Engineering/CTO, Varonis**

ACQUISITION OF STARTUP BY A  
MULTINATIONAL COMPANY  
THE MNC PERSPECTIVE



16:50- 17:30

**Ohad Yaniv - Technion Biztec  
Manager**

PREPARING FOR APPROACHING AN  
INVESTOR

[HTTPS://T-HUB.TECHNION.AC.IL/BIZ-  
TEC-EN/](https://t-hub.technion.ac.il/biz-tec-en/)

17:30- 18:30

WORKING ON THE TEAM PROJECT IN  
ZOOM BREAKOUT ROOMS &  
GETTING FEEDBACK FROM MENTORS

\*THERE MAY BE MINOR CHANGES IN HOURS

# THURSDAY 17/3/2022

14:30 - 15:30

**Prof. Miriam Erez**

NATIONAL CULTURE AS PART OF  
THE ENTREPRENEURIAL

15:45 - 16:45

**SAUL ORBACH**

TEAM PROJECT FINAL PREPARATION  
IN ZOOM BREAKOUT ROOMS

17:00 - 18:15

**Saul Orbach &**

**Adi Seifert - CEO LAMU**

TEAM PROJECT PRESENTATIONS

[HTTPS://WWW.DRINKLAMU.COM/](https://www.drinklamu.com/)

18:15 - 18:30

**Prof. Miriam Erez**

**"FAREWELL PARTY"**