Innovation and Entrepreneurship Training for Graduate Students

Dal Innovates Lab2Market program provides training and support to students and faculty looking to commercialize research emerging from Canadian Universities.

The Program
The Lab2Market Program is a 16 week program to help researchers validate their ideas with the purpose of finding business/commercial value. The program is based on similar programs that have found success in other parts of the world, but with a Canadian twist.

Benefits
- Develop innovation and entrepreneurial skills
- Improve odds for commercial success
- Validate practical uses for your technology
- Build your professional network
- Establish product-market fit
- $15,000 in funding

What you’ll learn
- Become introduced to the customer development process, the Lean Startup, and Business Model Canvas.
- Present your findings from the customer development process to peers.
- Spend time ‘out of the lab’ talking to customers, partners, and competitors, and testing hypotheses.
- Receive guidance and determine next steps for growth with support from mentors and facilitators.

Lab2Market provides researchers with a space to transition from the academic world into the entrepreneurial world. If you’re considering your own product in a new industry, you should consider Lab2Market for a safe and well mentored transition.

— Dinah Saleh, McGill University

Team Composition
- Entrepreneurial Lead: Graduate Student or Post-Doctoral Fellow
- Technical Lead Principal: Investigator/Academic Supervisor
- Business Mentor: Assigned or Provided Industry Member

Lab2Market.ca/apply
I first heard of the L2M program from my supervisor and when I looked into the opportunity, I decided I would apply. I found the application process straightforward and the communication throughout the program exceptional. The course instructors are very engaged in the whole customer discovery process and help startups at various stages of market readiness. They have an established network of subject matter experts in intellectual property and to provide guidance for the regulatory pathway. This course will not leave anyone behind. It was a helpful and focused journey which helped focus us and advance our business knowledge.

— Alexander Baker, University of Toronto

Lab2Market is a great program to help shape your business idea. The knowledge you acquire throughout the program will add value to your project and guide you to achieve fundamental milestones.

— Rafaela Andrade Vieira, Dalhousie University