

# SPARK EUROPE WEBINAR SERIES 2021

SPARK Europe  
Education

SPARK  
POLAND

## Value Proposition and Pitching

Dr. Karolina Dzwonek

27 Oct 2021 | 16-17 (CET)  
Online Webinar



### Looking for a business partnership for your research?

- Want to find out how to get potential business partners interested in your solution?
- What do they pay most attention to when you introduce your idea?
- What questions do you need to answer when preparing a value proposition for a pitch deck?

In this webinar, **Dr. Karolina Dzwonek** sharing her broad experience and providing real case studies will guide us on how to adjust the message to the recipient and how to engage the investor with your idea via business presentation.

Karolina Dzwonek, PhD, is a molecular biologist by training and an experienced manager in both academic (Nencki Institute, Medical University of Warsaw) and industrial environments. She has over 10 years experience in successful execution of drug discovery projects (Celon Pharma, OncoArendi Therapeutics). In 2020 her team's project resulted in one of the biggest biotech deals in the polish market. As an external expert, she also advised on increasing the applicability of research and development of biotechnology in Poland. She is an alumni of the Leadership Academy for Poland.

Online via Zoom | Please register [here](#).

SPARK is an initiative created at Stanford University, to overcome challenges associated with translation of academic discoveries.

In unforeseen cases, the organizers may change and update topics and speakers.

SPARK  
TEL AVIV

SPARK FLI

SPARK  
FINLAND

SPARK  
POLAND

SPARK  
BIH

BIH Innovations  
The Technology Transfer Office of BIH and Charité