1-Week Business Startup Bootcamp: From Idea to Launch

9 – 13 May 2027
Doha (Qatar)



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Why This Course

Starting a business requires more than a good idea. Entrepreneurs need to understand the market, validate customer needs, build a practical business model, manage finances, develop products, attract investors, and create a clear path for launch and growth.

Many startup ideas fail not because they lack potential, but because they are not tested, planned, funded, or positioned effectively. A successful startup requires structure, discipline, creativity, and the ability to turn uncertainty into informed action.

This intensive 1-week business startup training course is designed to help aspiring entrepreneurs transform ideas into viable business opportunities. Through practical tools, guided exercises, market research activities, financial planning, and pitching practice, participants will build a strong foundation for launching and growing their startups with confidence.

What You'll Learn and Practice

By joining this program, you will:

- Understand the fundamentals of entrepreneurship and startup ecosystems.
- Generate, evaluate, and validate startup ideas.
- Develop a comprehensive business plan for your startup concept.
- Use the Business Model Canvas and Value Proposition Design tools.
- Conduct market research and competitor analysis.
- Identify target customers and develop clear buyer personas.
- Create financial projections and understand startup costs.
- Explore funding options, including bootstrapping, angel investment, and venture capital.
- Build a compelling pitch deck for investors and partners.
- Develop an MVP and validate your business concept.
- Apply digital marketing and branding strategies for startup growth.
- Build essential leadership, team management, and startup culture skills.



The Program Flow

Day 1: Ideation and Business Planning

- Introduction to entrepreneurship and startup ecosystems.
- Understanding what makes a startup idea viable.
- Idea generation, screening, and validation techniques.
- Business Model Canvas and Value Proposition Design.
- Defining customer problems, solutions, and unique value.
- Crafting a practical and comprehensive business plan.
- Workshop: Developing the first draft of your startup business model.

Day 2: Market Research and Customer Discovery

- Conducting market research and industry analysis.
- Identifying target customers and market segments.
- Creating buyer personas and customer profiles.
- Competitor analysis and positioning strategies.
- Customer discovery interviews and feedback collection.
- Using customer feedback to refine the business concept.
- Practical exercise: Designing a customer discovery and validation plan.

Day 3: Financial Planning and Funding

- Understanding startup costs, revenue streams, and pricing models.
- Building startup financial projections.
- Basics of cash flow, break-even analysis, and funding needs.
- Exploring funding options: bootstrapping, angel investors, venture capital, and partnerships.
- Investor expectations and startup funding readiness.
- Pitch deck structure and investor communication.
- Workshop: Creating financial assumptions and pitch deck content.

Day 4: Product Development and Marketing

- Minimum Viable Product development strategies.
- Validating the product or service with real users.
- Agile methodologies and iterative product design.
- Digital marketing fundamentals for startups.
- Building a brand identity and clear startup story.
- Creating go-to-market messages for early customers.
- Practical exercise: Developing an MVP and marketing launch outline.



Day 5: Launch Strategies and Growth Hacking

- Legal considerations and business registration basics.
- Team building and startup culture development.
- Defining roles, responsibilities, and early-stage leadership practices.
- Growth hacking techniques for customer acquisition and scaling.
- Building a roadmap for product development and market entry.
- Pitching practice and structured feedback sessions.
- Final activity: Presenting your startup pitch and launch roadmap.

Individual Impact

- Gain confidence in transforming ideas into practical business concepts.
- Build skills in business planning, market research, and customer validation.
- Improve understanding of startup finance and funding options.
- Develop stronger pitching and investor communication skills.
- Learn how to build and validate an MVP.
- Strengthen entrepreneurial leadership and decision-making capability.

Work Impact

- Improve the quality and readiness of startup ideas before launch.
- Reduce risks through structured planning and market validation.
- Strengthen financial clarity and funding preparedness.
- Improve product-market fit through customer discovery and MVP testing.
- Support faster and more focused market entry.
- Build a stronger foundation for sustainable startup growth.

Training Methodology

This program is highly practical and designed around real startup development. Participants will work on their own ideas throughout the course and gradually build the key components needed for launch. Learning methods include:

- Interactive entrepreneurship discussions.
- Startup case studies and success/failure analysis.
- Business Model Canvas and value proposition workshops.
- Market research and customer discovery exercises.
- Financial modeling and funding readiness activities.
- Pitch deck development and presentation practice.
- Peer feedback, mentor-style guidance, and action planning.



Beyond the Course

Upon completion, participants will have a stronger foundation to launch, test, and grow their startups. They will return ready to:

- Develop a fully structured business plan for implementation.
- Present a polished pitch deck to potential investors and partners.
- Conduct market validation and customer discovery with confidence.
- Build an MVP and test the business concept in the market.
- Create a roadmap for product development and market entry.
- Connect with fellow entrepreneurs and mentors for continued learning and support.

