



Fri 26 August
12:00pm – 1:00pm
AEST

Opportunity Assessment: how to pick winners and manage risk

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How do you assess whether an opportunity is likely to be successful? Is high risk/high reward worth the gamble? Should risk be avoided at all costs? This webinar cover:

- Technology push vs market pull
- Opportunity vs scientific results
- What is risk - upside and downside risk - is risk all bad?
- Types of risk - strategic, operational, technological, market
- Weighting and rating opportunity and risk
- Managing risk in projects using a portfolio approach
- Picking winners, avoiding losers and rewarding both
- Processes: Stage gates, diagnostics and decision points

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Meet your Presenter:



Simon Williams
Campus Plus Partner
South Australia

Simon has extensive national and international experience in all aspects of sourcing, evaluating, funding and developing business opportunities. He has been a company director, investor, small business owner and has worked in large corporations. Simon's previous roles include CEO of Itek (UniSA's commercialisation company), State Manager of the Australian Institute for Commercialisation, and founded several small businesses. His directorships include six companies in the fields of clean technology, biotechnology and ICT. Simon has a background in finance and brings know-how in managing equity, knowledge transfer, intellectual property and negotiating partner agreements across research organisations and industry sectors both nationally and internationally.