

**South Dakota School of Mines & Technology**  
**RESEARCH AFFAIRS**  
**Office of Economic Development**

**AGENDA**

2021 NRT Entrepreneurial Bootcamp	June 25, 2021
Location: <a href="https://sdsmt.zoom.us/j/97423356754">https://sdsmt.zoom.us/j/97423356754</a>	8:00 am – 11:00 am MDT

**Sessions:**

8:00 a.m. – 9:00 a.m. MDT	<p><b><u>Entrepreneurship and the Business Model Canvass</u></b></p> <p>Darren Haar Brief Bio: Darren is a visionary business leader with a proven track record of driving growth and managing change in a diverse set of business environments in Asia, Europe, and the Americas. Able to quickly establish strategic direction, identify areas for growth, reduce cost, and develop a strong leadership team. Demonstrated success in restoring profitability to struggling businesses and pushing new growth in existing businesses. Global experience with acquisitions, integrations, and joint ventures. Respected for ability to engage and motivate people at all levels of the organization. Darren was the Global Business Director Microcircuit Materials for DuPont before leaving to focus on his own ventures. Darren chairs the three Black Hills Regional Angel Funds. He also runs his own real estate investment company.</p>
9:00 a.m. – 10:00 a.m. MDT	<p><b><u>Intellectual Property &amp; Other Legal Considerations of a Start-Up</u></b></p> <p>Joseph Wright Brief Bio: Joseph is the Associate Vice President for Research at The South Dakota School of Mines and Technology where he is responsible for the Office of Economic Development. Under his leadership the Office of Economic development has successfully launched several innovative programs including a student business plan competition.</p> <p>With stints at the University of Kansas's Office of Intellectual Property and Technology Transfer and The Siouxland Initiative, Joseph understands the potential impact institutions of research can have in driving innovation and entrepreneurship. Joseph earned a B.S. in Biology/Chemistry from Utah Valley University and a J.D. from the University of Kansas.</p>
10:00 a.m. – 11:00 a.m. MDT	<p><b><u>Value Proposition</u></b></p> <p>Dan James Brief Bio: For the last 10 years Dan James has lead Jamesolutions, Inc. a company focused on Sales Excellence; he joined the Black Hills Regional Angel Fund. Immediately prior to this, Dan concluded his 43-year career with the DuPont Company (E.I. du Pont de Nemours &amp; Company Inc.) where he acted as Chief Sales Officer for the \$30+ Billion Corporation. While in this newly created role, Dan led a global team that delivered innovative compensation, sales management, recognition; negotiation and basic professional selling skills programs that enabled substantially improved Sales and Earnings results.</p> <p>Prior to this role, he was Global Sales Director for DuPont Chemical Solutions (DCSE), a multibillion-dollar producer of Specialty and Industrial chemicals. He held positions in the United States as Market and Business Director for the Clean and Disinfect portfolio of businesses; and he was the Six Sigma Champion for DCSE. Dan lived in Hong Kong and was Managing Director of DuPont Specialty Chemicals/Asia Pacific from 1993-1999. From 1991 to 1993, he served as Group Managing Director for all of DuPont's businesses in the ASEAN region. While residing in Singapore, Dan served as a Director on the Singapore Economic Development Board.</p>