| Introduction                    | Why we are here What are we going to talk about                            | 5mins   | Slides 1-3   |
|---------------------------------|--|---------|--------------|
|                                 | Who am I And why am I delivering this lecture                              |         |              |
|                                 | ,  |         |              |
| My audience introduction – DICE | Show the working notes and introduce the audience.                         | 10mins  | Slides 4-9   |
| & Guinness bottle               | Explain how I studied the audience and                                     |         |              |
| exercise                        | what questions they asked during the                                       |         |              |
|                                 | client interview (what they wanted   |         |              |
|                                 | from us).  |         |              |
|                                 | Remind: I will ask you to introduce your audience when we discuss your     |         |              |
|                                 | interactivity ideas.   |         |              |
| Ask yourself                    | Explain what questions we are thinking                                     | 5-8mins | Slides 10-15 |
|                                 | about while preparing for the audience                                     |         |              |
|                                 | and how to incorporate them into the                                       |         |              |
|                                 | workshop. I will give examples for how we answered those questions and     |         |              |
|                                 | implement them during the workshop.  |         |              |
|                                 | My example: including all of their   |         |              |
|                                 | questions under the agenda slide (they                                     |         |              |
|                                 | know what is coming) and adding fun  |         |              |
|                                 | patent images (law is boring comment)                                      |         |              |
|                                 | Instagram question (try it with the students) – making it simple relatable |         |              |
|                                 | example  |         |              |
| How to test the                 | Emphasis on adding the interactive   | 5mins   | Slides 16-17 |
| interactivity                   | elements to the script and solicitor                                       |         |              |
|                                 | review.  |         |              |
|                                 | Dress rehearsal – emphasis on  |         |              |
|                                 | rehearsing to be comfortable with the material.                            |         |              |
|                                 | Show the script.   |         |              |
| Back to Ask yourself            | Showcasing how we made the   | 5mins   | Slides 17-24 |
| examples                        | workshop tailored to the engineering                                       |         |              |
|                                 | students and kept it simple and  |         |              |
|                                 | tailored.  |         |              |
|                                 | Heavy topics – assignment and licensing – putting an image and             |         |              |
|                                 | explaining it by using a case metaphor.                                    |         |              |
| Kiddie and the                  | Brief explanation of why we added the                                      | 10mins  | Slide 25-26  |
| comparison table                | case and what we discussed.  |         |              |
|                                 | Explain why there is a comparison table                                    |         |              |
|                                 | on the slide and how to navigate when                                      |         |              |
|                                 | the audience asks you to include another topic to your workshop:           |         |              |
|                                 | 1- Discuss it with your teammates  |         |              |
|                                 | 2- Discuss it with your solicitor – is                                     |         |              |
|                                 | it too far off? Is it giving   |         |              |
|                                 | tailored legal advice?   |         |              |

|                                   | 3- How can you land it and connect it with the main topic?  |  |              |
|-----------------------------------|---|--|--------------|
| Group activity                    | Test the interactive example.  5mins in groups of three Explain the difference for those of you who don't know IP – it is better considering that the audience is engineers and they learn it during the workshop too. List patentable innovations and designs for a car. Most listed wins. | 3mins to explain 5 mins in groups 2 mins to debrief and discuss how they felt (10mins) | Slides 26-28 |
| Their interactivity ideas (& Q&A) | Group discussion: 1- Their interactivity ideas 2- Possible challenges 3- Solutions  If there are no ideas yet, then just take questions. They can ask questions during the discussion.  | 10mins   | Slide 29-30  |