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SAPIENTIA INTERNATIONAL

Sapientia International Courses

Harvard Innovation & Entrepreneurship Summer 2022

The Harvard University Innovation and Entrepreneurship Summer Camp course draws on the essence of Harvard Business School's teaching and educate future leaders through immersive classrooms. The program aims to inspire students' creativity to keep pace with the times, develop critical thinking, and improve the necessary communication skills



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Program Introduction

In the conference room of a Boston hotel in the early morning of August 11, 2019, 31 students were still making their final efforts for the next day's group presentation. Their two-week business plan is about to be finalized and will be presented in the next day Harvard Business School *Intelligent Innovation and Entrepreneurship* class. It would be tested by professors and many investment and consulting industry professionals. It was in the meeting room of this hotel that the portable UV disinfection lamp was born. In 2020, in the face of the sudden epidemic, the product was successfully launched on an e-commerce platform, creating a sales volume of 200,000 pieces a year, satisfying people's urgent need for "zero residue" disinfection and sterilization during the epidemic.

Under the tide of Entrepreneurship, practitioners from all background are eager to try, trying to find new models, new methods, new ways, and new hot spots. Professional entrepreneurial knowledge, entrepreneurial thinking, and entrepreneurial plans are the basis for successful entrepreneurship. The landing of a good idea requires in-depth market insights, meticulous implementation plans, strong network resources, outstanding leadership and strong execution. Based on the problems and bottlenecks faced by most young start-up entrepreneurs, the teaching team of Sapientia International has joined forces with Harvard Business School to develop a two-week summer camp "Harvard Innovation and Entrepreneurship" for college and high school students with entrepreneurial dreams. The course of "Harvard Innovation and Entrepreneurship" draws on the essence of the education of Harvard University Business School, a top-ranked American school, and truly immersive classrooms to cultivate "future leaders", inspire creativity that keeps pace with the times, and exercise critical thinking that challenges the "truth", and improve the necessary communication skills. During the study period, the students will visit start-ups in the Boston

area, conduct field investigations to experience "educate in practice", and feel the business entrepreneurial thinking of "theory is based on practice, and practice perfects the theory". After nearly two weeks of study, the professor will draw up the theme based on the current business development status. The students will complete the "Exploration · Innovation · Growth" business case competition according to the requirements of the topic. Sapientia International will invite professors and industry professionals to jointly serve as judges and select the winning team. The judges will carefully comment on the business plan of each group and give suggestions for improvement. The teaching assistant team will also provide post-match coaching to the students based on the suggestions given by the judges to ensure that the students truly grasp and understand the feedback from the judges. At the end of the program, the professor will make meticulous assessments and suggestions on four to five outstanding students. Sapientia International will also select four to five outstanding students based on their comprehensive performance to conduct further training and guidance and organize Lead them to participate in the World Youth Innovation and Entrepreneurship Competition. During the project, the teaching team will make observation records based on the students' learning situation and will give a detailed personal evaluation report after the end of the project. Students who perform well will receive a recommendation letter from a Harvard professor. Sapientia International values great implementation of good ideas. We encourage students to implement their own business ideas. We will continue to provide excellent business ideas with guidance and assistance in commercial implementation and even after the program.

Our Advantages

1、The world's top faculty and small class size

Sapientia International adheres to the concept of "world's superb university education". The course of "Harvard Innovation and Entrepreneurship" draws on the essence of the education of Harvard University Business School, and it is a truly immersive classroom to cultivate "future leaders". In order to ensure the quality of teaching and maximize the gains

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of students, we adopt a small-class teaching model, and the number of students in each class is limited to 12-15. In addition, each teaching class will be equipped with student assistants from famous schools to follow up the students' learning progress and tutor students' after-school homework to ensure that any questions are answered in a timely manner.

2、Industrial networks and resources sharing

Sapientia International values the implementation of good ideas. We encourage students to implement their own business ideas. We will continue to provide guidance and assistance in commercial implementation even after the program. We can help students with good projects to match resources from all aspects of capital, management, technology, production, sales, etc., and provide angel funds, professional managers, private equity, OEM production, sales channels, and other support for the project.

3、The industry's leading education achievements

Sapientia International has become a peer leader with its quality and reputation. Since its establishment in 2015, Sapientia International has helped more than 100 previous students to improve their background in a targeted manner, allowing them to fully explore and exercise their personal potential, and at the same time determine academic and professional goals that meet their personal ideals and interests, and break through the mindset to seize the key opportunity, which made them successfully enter their dream schools at home and abroad, and pursue further studies in undergraduate, master, doctoral and other degrees. According to our follow-up survey, our students successfully entered Harvard University, Yale University, Columbia University, New York University, Massachusetts Institute of Technology, Stanford University, Princeton University, Fordham University, Rutgers University, Boston University, Boston College, University of California at Los Angeles, University of California at Berkeley, University of Southern California and other well-known universities for bachelor, master, and doctorate degrees.

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Previous Students Cases

2017

Sapientia International "Harvard · Innovation and Entrepreneurship" program encourages students to implement excellent business ideas. Our teaching team will provide continuous follow-up and assistance. In 2017, a high school student from Zhengzhou, Henan Province, during the study period, fully explored and demonstrated his "shared library" concept with Harvard professor and our teaching team, and formulated a clear business development plan. The plan sees that the resources of public libraries in China's second and third-tier cities and towns cannot meet the needs of niche categories. The student broke the limitations of book resources, and use "shared thinking" cleverly developed a set of business combined with social warfare. This idea also provides a reasonable supplement to the existing public book resources. Since the project was launched, the membership and business volume has increased steadily. At present, the project has completed the angel round of investment.

2018

With the rise of the photovoltaic power generation industry, photovoltaic pollution has gradually been paid attention to. Although solar energy is considered a clean energy source, the manufacture of solar power generation equipment will output a large amount of pollutants to the environment. The five university students of this group began by examining the principles of photovoltaic power generation, clarifying all aspects of the photovoltaic power generation process, and using the MECE analysis method to find many key points that can save manufacturing materials. The students utilized the existing technological level, with the help of computer simulation modeling, and through the design improvement and upgrade of the shape, angle, and material of the existing solar panels, they successfully realized the reduction of 50% of environmental pollution in manufacturing photovoltaic equipment under the conditions of the same generation power. This project has important practical significance for the healthy development of the photovoltaic industry. After the project, the students

return to China to continue to polish their designs and products. Under the joint guidance of domestic undergraduate school professors and our team, they actively participate in that year's The Lee Kuan Yew Global Business Competition (LKYGBPC), and stood out from over 300 participating teams around the world and won the Infinite Prize. The five students participating in the project entered Yale University, Harvard University, Stanford University, Columbia University and New York University to study for master's degree.

2019

Have you ever had this trouble: you have to touch public goods, but you are worried about hygiene; you want to use alcohol for disinfection, but it is inconvenient, and you are worried about being seen by others? In 2019, students from a certain group of the "Harvard · Innovation and Entrepreneurship" project successfully grasped this pain point and were inspired by the hospital's ultraviolet disinfection lamp to develop a "portable ultraviolet disinfection lamp". Under the guidance of the professor, the students in this group consulted many relevant materials and process standards, and successfully designed a prototype that is only half the size of a mobile phone. Through rigorous biological experiments, the sterilization efficiency of the portable ultraviolet disinfection lamp is confirmed, that is, within 10 seconds of ultraviolet irradiation, it can kill almost all the pathogenic activity on the surface of common objects in life. It is truly efficient, portable, safe without residue. Entrusted by the students, Sapientia International helped to match resources from all aspects of funding, management, technology, production, sales, etc., for the project, and provided angel funds, professional managers, private equity, OEM production, and sales channels for the project. With the support of all aspects, the product was successfully sold on a well-known domestic e-commerce platform after about a year of commercial operation. In the face of the sudden covid-19 pandemic in 2020, this product is even more popular. At present, the students of this project are still constantly updating existing products and expanding the relevant product chain through continuous innovation, and they will soon release their portable female underwear disinfection machine. The five students participating in the project successfully entered Harvard University, Stanford University, Duke University, University of Pennsylvania, and Columbia University to study for the master's degree.

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Sapientia International Harvard Innovation and Entrepreneurship Summer 2022 Teaching Schedule

Teaching Schedule*			
Date	AM	PM	Evening
The First Day	After a brief opening ceremony and introduction of precautions, the students will officially start the 14-day Harvard camp.	• Introduction to Summer Camp Course Arrangement • The summer camp course officially started	On the evening of the first day, students are advised to take a good rest, adjust the jet lag.
The 2nd to 5th Days	• The first week of class learning will focus on the basic knowledge of robot design. The students will learn *Economy and Trade, Management Science, Business Strategy, Data Model and Decision, Organizational Behavior* and other general and basic related courses. • The instructor will lead the students to carry out not less than 2 hours of physical activity per week.		• Self-study • Tutoring and Q&A • Fun fact contest① •Journal Club② • Special lectures on further studies and industry ③
Weekends of First Week	The students will visit start-up companies in the Boston area under the organization of the Sapientia International teaching team, and students will have the opportunity to have dialogues with the company's senior management. We encourage students to make full use of the weekend evening time to study and recharge. However, considering the specific situation of the students, we do not make mandatory attendance requirements for evening self-study on weekend nights.		
The 8th to 13th Days	• The second week of courses will further involve special courses on business innovation, including courses such as *Entrepreneurship Ideas and Market Evaluation, Business Prototypes and Market Research, Finance and Financing, and Public Speaking*. • The students will work as a team to prepare for the Business Case Competition in a week. The teaching team will also provide supplementary tutoring to the students in related fields such as *business creative positioning, market research, business planning writing, real case analysis*, etc.		• Self-Study • Tutoring and Q&A • Group study

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The 14th Days	**"Exploration · Innovation · Growth" Business Case Competition** Each participating team will go through team self-introduction, business plan presentation, Q&A. The professor will select the best group based on the overall performance and present, and awards to the students of the group. *The judges will make detailed comments on the business planning of each group and give suggestions for improvement. The teaching assistant team will also provide post-match coaching to the students according to the suggestions given by the judges to ensure that the students truly grasp and understand the feedback of the judges' opinion. At the end of the project, the professor will make meticulous assessments and suggestions on four to five outstanding students. Sapientia International will also select four to five outstanding students based on their comprehensive performance to conduct further training and guidance and organize Lead them to participate in the World Youth Innovation and Entrepreneurship Competition. During the project, the teaching team of Sapientia International will make observation records based on the students' learning curve and will give a detailed personal evaluation report after the end of the project. Students who perform well will receive a recommendation letter from a Harvard professor. We encourage students to implement their own business ideas. We will continue to provide excellent business ideas with guidance and assistance in commercial implementation even after the program.
Note	*This teaching arrangement and planning may be adjusted appropriately according to the learning situation of the students. • ① Sapientia International will carry out interesting extracurricular activities related to the learning curriculum, such as fun fact/knowledge contests. • ② The teaching team of Sapientia International will select 1-2 cutting-edge or representative papers or case study reports related to robot design and production. Students will spend about a week of reading time, understand thoroughly, carry out reading reports under the leadership of teaching assistants, dig in-depth academic information and knowledge points, and conduct reasonable academic evaluations and extended thinking on the content of the papers. • ③ Sapientia International will invite professionals from related industries to give lectures on the frontier development of robotics and intelligence; prestigious school admissions interview teachers, senior students of prestigious schools, etc. will give lectures on students' application and planning.



Physical Education and Social Education

A good health is an important prerequisite for adapting to the high-intensity school life. In the face of heavy schoolwork pressure, the concept of exercising while squeezing time has rooted into the hearts of the students at prestigious schools. In fact, the gymnasiums of prestigious schools are well-equipped, and the equipment and facilities are not inferior to or even surpassing professional gyms. Columbia University, located in Manhattan, has established a complete five-story gymnasium on the campus, and scientifically and rationally divides different fitness venues, including trails, basketball courts, yoga halls, fencing halls, judo halls, swimming pools, etc. , to ensure that students can exercise unimpededly and train competitive sports skills. To meet the high requirements of sports such as rugby, baseball, and tennis, Columbia University has invested 12 million US dollars to build a professional stadium outside the campus, covering an area of more than 61 acres. In fact, physical exercise is not only a means for students from prestigious schools to maintain their health. Physical activity, with its irreplaceable social attributes, is also a magic weapon to maintain campus social interaction and the spirit of the alma mater. The annual recruiting season of student clubs, sports clubs registration and participation can be very popular. Physical exercise is an important weapon to stimulate fighting spirit and temper personal qualities. In major sports events such as the Olympics, many medal winners of the US delegation come from college students, and the annual National Sports Tour is a carnival for students. Outside the campus, sports culture also runs through the daily life of American society and is the basic medium for local people to socialize. Sapientia International is committed to the comprehensive development of the students' comprehensive quality, embedding physical education courses while studying in school. Special physical education classes are set up according to the differences of the students' gender, physical fitness, specialty and hobbies. In addition to traditional American sports such as basketball, rugby, and baseball, students will also have the opportunity to experience yoga, Zumba, lacrosse, tennis and other sports activities. Outside the campus, Sapientia International also regards social networking as an important platform for comprehensive quality improvement. Apart from school work on weekends, we will organize students to visit museums and important historical and cultural relics; watch musicals, concerts, sports events; watch art exhibitions and other activities。



Safety and Itinerary

Sapientia International puts the safety of students in the most important position. We will conduct strict pre-departure safety training for students to ensure that they have a more comprehensive understanding of local social security and other aspects. The team of Sapientia International will prepare commonly used drugs for the students and accompany the progress of the entire project. In the event of a student's illness or any health emergencies, our team members will accompany them to see a doctor as soon as possible. We will put safety at the top of the entire summer camp program in the United States, scientifically and rationally arrange the food, clothing, housing, and transportation of the students and provide advice on booking tickets. We will give priority to school dormitories, international student apartments, and qualified family dormitories as the students' first accommodation option to ensure the safety and stability of the accommodation area. In case of outings and visits, we will act in a unified manner under the leadership of the teaching team. According to the geographical location and conditions of the visiting place, we will choose the best travel plan such as public transportation or chartered bus to eliminate the worries of students and parents.

