Scope, calendar, staffing and delivery checklist

What a Foundiro delivery contains, how long it takes, who it needs, and what the university prepares before the first session.

Scope

Programme	Lessons	Stages	Ends with
Core programme	68	Stage 0 Explore an opportunity; 1 Founder and opportunity; 2 Customers and value; 3 Solution and value; 4 Business model; 5 Prototype and tests; 6A Go-to-market and sales; 6B Formation, AI and launch	The G6 launch decision and a defended AI workflow
Advanced continuation	16	Stage 7 Traction and operations; Stage 8 Growth readiness	G7 early traction; G8 growth readiness

The advanced continuation is for ventures that are trading, because its lessons need at least three months of real operating data. It is scheduled separately, usually with the institution's incubator or alumni programme, and is not part of the 30-week core calendar.

Each lesson has a reading, a worked example on a fictional case, a guided practice with a model answer, knowledge checks with explanations, a worksheet applied to the student's own venture, and AI support with its limits. Every lesson has an equal route without AI.

A shorter engagement is possible: one stage, or the Stage 2 customer evidence sprint inside an existing course. The scope reduction is agreed in writing, remapped against the calendar and the lesson hours, and never implies the full programme's certificate.

The 30-week core calendar

Thirty programme weeks in two blocks of fifteen. University breaks are additional elapsed time placed by the institution; they should not fall inside the Stage 5 experiment chain (weeks 16 to 22).

Programme weeks	Stage	Human review at the end
1 to 3	Stage 0 Explore an opportunity	Entry check by the end of week 3: ready or not yet
3 to 5	Stage 1 Founder and opportunity	G1 in week 5
6 to 9	Stage 2 Customers and value (customer evidence sprint)	G2 in week 9
10 to 12	Stage 3 Solution and value	G3 in week 12
13 to 15	Stage 4 Business model	G4 in week 15, end of block one

Programme weeks	Stage	Human review at the end
16 to 22	Stage 5 Prototype and tests, including the 48-hour build-and-test lab in week 18	G5 in week 22
22 to 25	Stage 6A Go-to-market and sales, with the sales practice week in week 23	Feeds G6
25 to 29	Stage 6B Formation, AI and launch, with the AI workflow redesign lab in week 28	G6 launch defence in week 29
30	Completion: transfer challenge, completion and review records	Records issued
About 33	Re-review of any G6 CONDITIONAL, after the programme; the institution names the reviewer and the window before the cohort starts	Re-review

Hours

Measure	Planning estimate
Student hours for the core, including pilot work and reviews	About 300 to 325 in a team; about 335 to 355 working alone
Of which contact, review and lab hours	About 117 in stage sessions; about 131 with the Decision Studios, bridge and transfer
Typical week	About 10 to 12 hours; the lab week is heavier

These are author estimates calculated lesson by lesson, not measured timings. These ranges assume the Decision Studios, bridge and transfer challenge are taught in addition, one three-week pilot and one targeted completion after a conditional review. No cohort has yet been taught. The first cohorts keep time diaries and the calendar is revised from them.

Staffing

Role	Needed	Notes
Facilitator	At least one per cohort, present at every session	Teaches, runs the practice, reads and answers every worksheet within the week. In the first deliveries Kalle Sarraj leads with university staff alongside
Reviewers for stage decisions	Named people for each of G1 to G6, agreed in the delivery record	The facilitator may review; a second reviewer is recommended for G5 and G6. Review capacity is counted by ventures and by individual students before the cohort starts; a stage review examines a fixed submission per venture
Mentors	Optional	Practitioners who give context; they never write student work or decide a stage

Role	Needed	Notes
Local adviser	One, named in the country addendum	Confirms the local points on research permission, selling, data and licensing that the global curriculum cannot settle
Delivery record owner	One member of staff	Completes and keeps the institution delivery record

Cohort size is the institution's decision. The constraint is review capacity, not room size: every worksheet is read by a person and every stage review examines one submission per venture, so a facilitator's weekly reading load grows with the number of ventures.

Facilitator preparation. Before independent delivery a facilitator teaches an observed complete lesson, guides a difficult exercise, assesses shared cases consistently with other facilitators, keeps the three records apart, and handles the AI fabrication, privacy and negative-demand cases. The evidence and the assessor's feedback are recorded. Attendance alone does not earn recognition, and no external accreditation is claimed.

Research floors

Before a stage review, a venture's customer research must reach a learning floor that depends on the venture type: ten valid in-segment interviews for a consumer venture; eight for a business or public-sector customer, including at least three people who pay or decide; six per side for a marketplace; eight beneficiaries plus three payers or funders for an impact venture; six in-segment plus two experts for a regulated or expert field. These floors are learning requirements, never proof by themselves, and a facilitator may record a reasoned accommodation.

Delivery checklist

The institution delivery record lists the items below with a named owner, evidence and a date. Global concepts and fictional case practice can be taught while local items are still being prepared; customer-facing regulated activity, payments, recording and registration wait for the relevant permission.

1. Academic timetable mapped to the 30-week calendar, with cohort and venture counts and the weekly student workload
2. Named reviewers for each stage decision, and the reviewer and window for a G6 CONDITIONAL re-review
3. Country addendum adopted and dated, local adviser named, institution-specific facts completed
4. Rooms, field-visit arrangements, reviewer capacity and specialist availability
5. Participant age, safeguarding and accessibility arrangements
6. Research ethics, note-taking and recording permissions
7. Data storage, retention, withdrawal and the list of approved AI services, or the decision that no AI is used

8. AI access supplied by the programme, or a permitted alternative, or the no-AI route for everyone
9. Registration and licensing triggers and the route to a qualified adviser
10. Contracts, intellectual property, marketing claims and public quotation permission
11. Customer payments, deposits, refunds and payment-provider eligibility for student ventures
12. Sector obligations for food, health, physical products and other regulated areas
13. Local funding, support services and responsible referrals
14. Student appeals, targeted completion and individual assessment rules
15. Licence scope, named facilitators, current materials and fees
16. Final print and projector check and a staff rehearsal

Figures and weeks come from the programme calendar and the facilitator operating guide in the classroom package, both dated 29 October 2026 and corrected in November 2026.