

Entrepreneurial Fellows Class 2017 Curriculum

Thursday January 26, 2017 8:00 AM – 5:00 PM (Special all-day session)	Getting Ready for Prime Time <i>Building a Strategic Foundation is the Key to Success</i>
Thursday February 23, 2017 12:00 Noon (Lunch) 1:00 – 5:00 PM	Where the Rubber Meets the Road <i>Moving from Strategic Planning to Implementation</i>
Wednesday March 15, 2017 8:00 AM – 5:00 PM (Special all-day session)	Keeping Your Finger on the Pulse of Your Business <i>Financial Metrics and Dashboards that Work</i>
Wednesday April 12, 2017 12:00 Noon (Lunch) 1:00 – 5:00 PM	Great Leaders Do Great Things <i>Leadership Competency: Practices and Styles</i>
Wednesday May 10, 2017 12:00 Noon (Lunch) 1:00 – 5:00 PM	Building and Growing Your Dream Team <i>Your Ultimate Competitive Advantage</i>
Wednesday June 7, 2017 12:00 Noon (Lunch) 1:00 – 5:00 PM	Marketing and Beyond: Setting Your Strategy Apart from the Rest <i>Find Your Marketing Niche</i>
Wednesday September 13, 2017 12:00 Noon (Lunch) 1:00 – 5:00 PM	Meyer, Unkovic & Scott LLP <i>Legal</i>
Wednesday October 11, 2017 8:00 AM – 5:00 PM (Special all-day session)	Developing the Ultimate Sales Machine <i>Building Effective Sales Processes</i>
Wednesday November 1, 2017 12:00 Noon (Lunch) 1:00 – 5:00 PM	The Six Powers of Purpose: Breaking Through the Entrepreneurial Ceiling <i>Moving from Chaos to Sustainability</i>
Wednesday December 6, 2017 12:00 Noon (Lunch) 1:00 – 5:00 PM	Ready for Prime Time <i>How Does This All Fit Into My Life?</i> Graduation Dinner and Ceremony 5:00 PM – 8:00 PM

**Please note these dates are subject to change. A full academic schedule will be forthcoming.*

Program Location: All classes are held at **The Rivers Club**, One Oxford Centre, 301 Grant Street, Downtown Pittsburgh. Parking is readily available.