



## Entrepreneurial Fellows Class 2018 Curriculum

<b>January 2018</b> 8:00 AM – 5:00 PM (Special all-day session)	<b>Getting Ready for Prime Time</b> <i>Building a Strategic Foundation is the Key to Success</i>
<b>February 2018</b> 12:00 Noon (Lunch) 1:00 – 5:00 PM	<b>Where the Rubber Meets the Road</b> <i>Moving from Strategic Planning to Implementation</i>
<b>March 2018</b> 8:00 AM – 5:00 PM (Special all-day session)	<b>Keeping Your Finger on the Pulse of Your Business</b> <i>Financial Metrics and Dashboards that Work</i>
<b>April 2018</b> 12:00 Noon (Lunch) 1:00 – 5:00 PM	<b>Great Leaders Do Great Things</b> <i>Leadership Competency: Practices and Styles</i>
<b>May 2018</b> 12:00 Noon (Lunch) 1:00 – 5:00 PM	<b>Building and Growing Your Dream Team</b> <i>Your Ultimate Competitive Advantage</i>
<b>June 2018</b> 12:00 Noon (Lunch) 1:00 – 5:00 PM	<b>Marketing and Beyond: Setting Your Strategy Apart from the Rest</b> <i>Find Your Marketing Niche</i>
<b>September 2018</b> 12:00 Noon (Lunch) 1:00 – 5:00 PM	<b>Meyer, Unkovic &amp; Scott LLP</b> <i>Legal</i>
<b>October 2018</b> 8:00 AM – 5:00 PM (Special all-day session)	<b>Developing the Ultimate Sales Machine</b> <i>Building Effective Sales Processes</i>
<b>November 2018</b> 12:00 Noon (Lunch) 1:00 – 5:00 PM	<b>The Six Powers of Purpose: Breaking Through the Entrepreneurial Ceiling</b> <i>Moving from Chaos to Sustainability</i>
<b>December 2018</b> 12:00 Noon (Lunch) 1:00 – 5:00 PM	<b>Ready for Prime Time</b> <i>How Does This All Fit Into My Life?</i>  <b>Graduation Dinner and Ceremony</b> 5:00 PM – 8:00 PM

**\* 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.