



Entrepreneurial Fellows Class 2020 Curriculum

<p>Wednesday January 22, 2020 8:00 AM – 5:00 PM (Special all-day session)</p>	<p>Getting Ready for Prime Time <i>Building a Strategic Foundation is the Key to Success</i></p>
<p>Wednesday February 19, 2020 12:00 Noon (Lunch) 1:00 – 5:00 PM</p>	<p>Where the Rubber Meets the Road <i>Moving from Strategic Planning to Implementation</i></p>
<p>Wednesday March 4, 2020 8:00 AM – 5:00 PM (Special all-day session)</p>	<p>Keeping Your Finger on the Pulse of Your Business <i>Financial Metrics and Dashboards that Work</i></p>
<p>Wednesday April 8, 2020 12:00 Noon (Lunch) 1:00 – 5:00 PM</p>	<p>Great Leaders Do Great Things <i>Leadership Competency: Practices and Styles</i></p>
<p>Wednesday May 6, 2020 12:00 Noon (Lunch) 1:00 – 5:00 PM</p>	<p>Building and Growing Your Dream Team <i>Your Ultimate Competitive Advantage</i></p>
<p>Wednesday June 3, 2020 12:00 Noon (Lunch) 1:00 – 5:00 PM</p>	<p>Marketing and Beyond: Setting Your Strategy Apart from the Rest <i>Find Your Marketing Niche</i></p>
<p>Wednesday September 16, 2020 12:00 Noon (Lunch) 1:00 – 5:00 PM</p>	<p>Meyer, Unkovic & Scott LLP <i>Legal</i></p>
<p>Wednesday October 14, 2020 8:00 AM – 5:00 PM (Special all-day session)</p>	<p>Developing the Ultimate Sales Machine <i>Building Effective Sales Processes</i></p>
<p>Wednesday November 18, 2020 12:00 Noon (Lunch) 1:00 – 5:00 PM</p>	<p>Diversity and Inclusion the Competitive Advantage <i>Strategy for Leveraging Diversity in your Organization</i></p>
<p>*Wednesday December 9, 2020 12:00 Noon (Lunch) 1:00 – 5:00 PM</p>	<p>Ready for Prime Time <i>Understanding Technology Business Decision Making</i></p> <p>Graduation Dinner and Ceremony 5:00 PM – 8:00 PM</p>

Program Location: All classes are held at **The Rivers Club**, One Oxford Centre, 301 Grant Street, Downtown Pittsburgh. Parking is readily available. *The December 9th class and graduation will be held at the Fairmont, Downtown.*