

# EFC Entrepreneurial Fellows Class



## ENTREPRENEURIAL FELLOWS CLASS (EFC)

offers a competitive, year-long certificate program open to CEOs, founders, and family business leaders looking to enhance their knowledge and expertise in managing and growing their businesses. EFC Fellows benefit from custom-designed programs and materials, individually matched expert mentorship, and opportunities for peer learning and sharing—all while building leadership skills for sustained success.

## ADMISSION REQUIREMENTS

- From companies achieving at least \$1MM in annual revenue
- Designed for CEOs, Executives, and Family Business Leaders
- Non-competitive within industries. *Class size is limited*
- All-inclusive fee of \$5,500 is due upon acceptance (*discount available for IEE members*)

“ The EFC program allowed me to hear experts across the business world relate stories of their personal successes and failures. This perspective is not the typical academic one we often hear as students. It was refreshing and unique. The financial topics have proven especially useful as we navigate the uncertainty of [the pandemic]. ”

JOSHUA ANDREYO, EFC '19

Director of Operations, Gateway Engineers

More than **25 years** of established leadership programming.

# ENTREPRENEURIAL FELLOWS CLASS

**Today's business leaders face numerous challenges in sustaining success within their companies. Fortunately, you do not have to face these challenges alone.**

## PROGRAM COMPONENTS

**Custom Curriculum.** Our curriculum provides the necessary tools for fellows to continue to grow their businesses despite the economic and competitive challenges they face every day. Content is designed to help entrepreneurs become more productive, high-impact leaders. Fellows obtain the latest subject knowledge, practice solution creation, and work on individual implementation plans. Faculty is carefully chosen for each class based on a proven track record of teaching entrepreneurs and business leaders.

**Expert Mentorship.** Mentoring is a powerful tool for personal and professional development. EFC offers a custom mentor match at the start of the year to complement the classroom experience, help guide fellows through broader day-to-day challenges, and provide a trusted individual to extend professional networks.

**Peer Learning.** Fellows participate in peer learning activities that promote interaction between fellows, mentors, and program faculty to explore ideas and help solve actual day-to-day business problems. The result is a network in every sense of the word.

**Graduation.** During a formal graduation ceremony and celebration, a certificate of academic achievement is awarded by the University to all fellows completing the program.



THE INSTITUTE FOR  
**ENTREPRENEURIAL  
EXCELLENCE**

THE POWER TO PROSPER<sup>SM</sup>

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## 2024 CLASS SCHEDULE

### January

Building a Strategic Foundation is the Key to Success

### February

Negotiation: Effectively Working Toward Optimal Outcomes

### March

Financial Metrics and Dashboards that Work

### April

Leadership Competency: Practices and Styles

### May

Human Resources Management for Competitive Advantage

### June

Organizational Development

### September

Legal Business Overview: What You Must Know to Keep Your Business Running Smoothly

### October

Understanding Technical Business Decision Making

### November

Building Effective Sales Processes

### December

Marketing Strategies for Your Business

For information on  
admission requirements,  
application procedures, and  
contact information, please visit:

**[entrepreneur.pitt.edu/efc](http://entrepreneur.pitt.edu/efc)**