

ENTREPRENEURIAL FELLOWS CLASS

Entrepreneurial Fellows Class (EFC) is the IEE's 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.

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. 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. Instructors are carefully chosen for each class based on their proven track records of teaching entrepreneurs and business leaders.

Expert Mentorship. Mentoring is a powerful tool for personal and professional development. EFC offers a custom mentor match 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 from the University is awarded to all fellows completing the program.



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

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

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)

FELLOWS FEEDBACK

*"Very valuable and practical content. Most of the knowledge is something that I can **apply immediately in my business.**"*

*"The information is beneficial for any professional. You'll gain knowledge to grow personally and **become a more valued asset to your organization.**"*

*"I **learned a lot about my own leadership skills** in this class and hope to be able to apply them to my work and personal life immediately."*

2026 CLASS SCHEDULE

January

Building a Strategic Foundation is the Key to Success

February

Developing Confidence in Communication

March

Financial Metrics and Dashboards that Work

April

Leadership Competency: Practices and Styles

May

Human Resources Management for Competitive Advantage

June

Marketing Strategies for Your Business

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

Organizational Development



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

entrepreneur.pitt.edu/efc