

Entrepreneurial Fellows Class

2026 Curriculum

Friday January 30, 2026 8:00 AM – 5:00 PM (All-day session)	Building a Strategic Foundation is the Key to Success
Wednesday February 18, 2026 12:00 Noon (Lunch) 1:00 – 5:00 PM	Developing Confidence in Communications
Wednesday March 4, 2026 8:00 AM – 5:00 PM (All-day session)	Financial Metrics and Dashboards that Work
Wednesday April 8, 2026 12:00 Noon (Lunch) 1:00 – 5:00 PM	Leadership Competency: Practices and Styles
Wednesday May 13, 2026 8:00 AM – 5:00 PM (All-day session)	Human Resources Management for Competitive Advantage
Wednesday June 10, 2026 12:00 Noon (Lunch) 1:00 – 5:00 PM	Marketing Strategies for Your Business
Wednesday September 16, 2026 12:00 Noon (Lunch) 1:00 – 5:00 PM	Legal Business Overview: What You Must Know to Keep Your Business Running Smoothly
Wednesday October 14, 2026 12:00 Noon (Lunch) 1:00 – 5:00 PM	Understanding Technical Business Decision Making
Wednesday November 11, 2026 8:00 AM – 5:00 PM (All-day session)	Developing the Ultimate Sales Machine
*Wednesday December 9, 2026 12:00 Noon (Lunch) 1:00 – 5:00 PM 5:00 PM – 7:00 PM	Organizational Development Graduation Dinner and Ceremony

All classes are held at:

Hotel Indigo Pittsburgh University–Oakland
329 Technology Drive, Pittsburgh, PA 15219

Parking is readily available.

THE INSTITUTE FOR
ENTREPRENEURIAL
EXCELLENCE

THE POWER TO PROSPER™



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Curriculum Overview

The EFC curriculum takes a wide-angled view of business throughout the year, covering topics integral to the successful operation of any business. Instructed by practiced experts in their fields, these sessions help prepare business leaders for growth and success. But don't just take our word for it...

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

Developing the Ultimate Sales Machine

DECEMBER

Organizational Development

Post-session Participant Survey Feedback

“It was motivational and gave me some tools to begin leadership/delegation as my company is taking a huge growth step.”

“The session with [the instructor] were instrumental in my understanding of what is necessary and possible to run a financially viable business.”

“Very informative, helpful information and resources to look to. Makes you think about how you currently lead and how to improve.”

“The HR/Law module gave me immediate, impactful changes for my employee handbook.”

“[The instructor] was great; he was energetic and extremely knowledgeable. All very practical. Great sales tools but also how to be a better person to have more genuine interactions.”