

ENTREPRENEURIAL FELLOWS CLASS 2027

EFC is 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.

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.

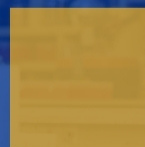
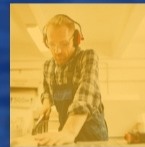
Peer Learning. Fellows participate in peer learning activities that promote interaction between fellows, mentors, and program faculty to explore ideas and help solve actual day-to-day business problems. The result is a network in every sense of the word.

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



University of
Pittsburgh®

Institute for Entrepreneurial
Excellence



ENTREPRENEURIAL FELLOWS CLASS



Refer a colleague!



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*)

FELLOW 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."*



Institute for Entrepreneurial Excellence



For information on admission requirements, application procedures, and contact information, please visit:
entrepreneur.pitt.edu/efc

CURRICULUM SCHEDULE

JAN 20 Building a Strategic Foundation is the Key to Success **FULL DAY SESSION**

FEB 10 Six Keys to Clarify, Simplify and Achieve your Vision: An introduction to the Entrepreneurial Operating System (EOS) **NEW COURSE**

MAR 3 Leadership Competency: Practices and Styles

APR 14 Human Resources Management for Competitive Advantage **FULL DAY SESSION**

MAY 12 Designing Collaborative Organizations **NEW COURSE**

JUN 16 Strategic Financial Insight for Business Leaders **NEW INSTRUCTOR**
FULL DAY SESSION

SEP 15 Understanding Technical Business Decision Making

OCT 13 Developing the Ultimate Sales Machine **FULL DAY SESSION**

NOV 10 Legal Business Overview: What You Must Know to Keep Your Business Running Smoothly

DEC 8 Marketing Strategies for Your Business
+ Graduation Dinner & Ceremony

All classes are held at Hotel Indigo, 329 Technology Dr., Pittsburgh, PA 15219. Parking is available.