WINTER 2021 SCHEDULE

WEEK 1:
CORE CURRICULUM

SATURDAY, JANUARY 23
12:15–12:45pm
Registration & Orientation

1–2:15pm
Critical Thinking & Argumentation
Ramon Lecuona

2:30–5pm
Business Analytics I & II
Laurens Debo

SUNDAY, JANUARY 24
1–2pm
Business Analytics III & IV
Laurens Debo

2:15–3:15pm
Introduction to the Entrepreneurship Project
Steve Kahl

2:15–3:15pm
Introduction to the Entrepreneurship Project
Steve Kahl

3:30–4:45pm
Business Interpersonal Skills
Courtney Pierson

4:45–5pm
Business Presentation Skills
Courtney Pierson

WEEK 2:
ABLE CONCENTRATION

SUNDAY, JANUARY 31
1–1:45pm
Intro to the Process and Team Building
Steve Kahl

1:45–3pm
One-Minute Pitch and Build Teams
Steve Kahl

3:15–5pm
Strategy
Ron Adner

5:30–8pm
Value Proposition Exercise Preparation and Group Work
Steve Kahl/Eesha Sharma

WEDNESDAY, FEBRUARY 3
6:30–7:45pm
Introduction to Social Entrepreneurship
Curt Welling/Andrew Samwick

All classes are held live virtually; times listed are in EST.
<table>
<thead>
<tr>
<th>WEEK 3:</th>
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<tbody>
<tr>
<td><strong>ABLE CONCENTRATION</strong></td>
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<td><strong>SUNDAY, FEBRUARY 7</strong></td>
<td><strong>SUNDAY, FEBRUARY 14</strong></td>
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<tr>
<td><strong>1–2pm</strong></td>
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<tr>
<td>Value Proposition Presentation</td>
<td>Product Development Presentation</td>
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<td>Steve Kahl/Courtney Pierson</td>
<td>Steve Kahl/Eesha Sharma</td>
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<td><strong>6:30-7:45pm</strong></td>
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<tr>
<td>Nature of a Social Problem and the Theory of Change</td>
<td>Market Sizing and Exercise</td>
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<td>Curt Welling/Andrew Samwick</td>
<td>Eesha Sharma</td>
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<td><strong>2:15–3:15pm</strong></td>
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<td>Product Development</td>
<td>Framework for Designing a Social Enterprise and the Social Lean Canvas</td>
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<td>Alva Taylor</td>
<td>Curt Welling/Andrew Samwick</td>
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<td><strong>3:45–5pm</strong></td>
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<td>Product Development Exercise</td>
<td>Marketing/Commercial</td>
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<td>Alva Taylor</td>
<td>Eesha Sharma</td>
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<td><strong>4–5pm</strong></td>
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<td>Commercial Group Work</td>
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<td>Eesha Sharma</td>
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<td><strong>5:30–7:30pm</strong></td>
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<tr>
<td>Product Development Fair and Debrief, prepare for presentation</td>
<td>Commercial Group Work</td>
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<td>Eesha Sharma</td>
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<td><strong>6:30–7:45pm</strong></td>
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<td><strong>BONUS CLASS</strong></td>
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<td><strong>WEDNESDAY, FEBRUARY 10</strong></td>
<td><strong>WEDNESDAY, FEBRUARY 17</strong></td>
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<td><strong>6:30–7:45pm</strong></td>
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<td><strong>LIBERAL ARTS AND BUSINESS</strong></td>
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<td><strong>THE MAGNUSON CENTER FOR ENTREPRENEURSHIP AT DARTMOUTH</strong></td>
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### WEEK 5: ABLE CONCENTRATION

**SUNDAY, FEBRUARY 21**

1–2pm  
Commercial Presentation  
*Eesha Sharma*

2:15–3:45pm  
Financial Intro and Exercise  
*Jordan Schoenfeld*

4–5pm  
Financial Intro II  
*Jordan Schoenfeld*

5:30–6:30pm  
Financial Exercise  
*Jordan Schoenfeld*

6:30–7:30pm  
Career Panel  
*TuckLAB Associates*

### WEEK 6: ABLE CONCENTRATION

**SUNDAY, FEBRUARY 21**

1–2pm  
Financials Presentation  
*Jordan Schoenfeld*

2:15–3:15pm  
Entrepreneurship and Ethics  
*Ernie Parizeau*

3:15–4pm  
Entrepreneurs Panel

### FINAL PITCH CHALLENGE

**SUNDAY, FEBRUARY 27**

1–2pm  
Final Presentations to Community, Q&A

2:15–3:15pm  
Group Photo/Break

3:20–3:50pm  
Awards

**SUNDAY, FEBRUARY 28**

1–3pm  
Final Presentation Preparation

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