

# CONNECTS

## Entrepreneurship Seminar Series

### Fall 2016 — CONNECTS

<b>Business Model Canvas</b> <i>Dave Mawhinney, CMU Swartz Center</i>	Wed, Sept 14 12:30-2 pm	Newell Simon Hall 3305
<b>Service Design Thinking</b> <i>Cameron Tonkinwise, CMU Design</i>	Fri, Sept 16 3-4:30 pm	Newell Simon Hall 3305
<b>Customer Discovery: How to Know if Your Idea is Good</b> <i>Kit Needham, CMU Swartz Center</i>	Wed, Sept 21 12:30-2 pm	Newell Simon Hall 3305
<b>Contract Basics</b> <span style="background-color: #800000; color: white; padding: 2px;">START SMART</span> <i>David Lehman &amp; Susan Altman, K&amp;L Gates</i>	Thurs, Sept 22 5:30-7 pm	Newell Simon Hall 3305
<b>Creating a Successful Student Startup Team</b> <i>Kit Needham, CMU Swartz Center, &amp; Bill Courtright, CMU</i>	Wed, Sept 28 12:30-2 pm	Newell Simon Hall 3305
<b>Protecting Your Company's IP Assets</b> <span style="background-color: #800000; color: white; padding: 2px;">START SMART</span> <i>George Dickos &amp; Lauren Shuttleworth Murray, K&amp;L Gates</i>	Thurs, Sept 29 5:30-7 pm	University of Pittsburgh Barco Law Building, 109
<b>Design for Manufacturability</b> <i>Elijah Wiegmann, Founder of Base Design Studio</i>	Fri, Sept 30 3-4:30 pm	Gates 6115
<b>Franchise Opportunities</b> <i>Chris Cynkar, FranChoice</i>	Wed, Oct 5 12:30-2 pm	Newell Simon Hall 3305
<b>Contracts Part II</b> <span style="background-color: #800000; color: white; padding: 2px;">START SMART</span> <i>David Lehman &amp; Mike Pavlick, K&amp;L Gates</i>	Thurs, Oct 6 5:30-7 pm	University of Pittsburgh Barco Law Building, 109
<b>Lean Startup</b> <i>Dave Mawhinney, CMU Swartz Center</i>	Wed, Oct 12 3-4:30 pm	Newell Simon Hall 3305
<b>How Time Based Advertising Works</b> <i>Marc Guldemann, Parsec</i>	Fri, Oct 14 3-4:30 pm	Gates 4405
<b>Agile Product Development</b> <i>Sean Ammirati, Birchmere Ventures &amp; Labs</i>	Tues, Oct 18 3-4:30 pm	Newell Simon Hall 3305
<b>Financial Modeling</b> <i>Phil Compton, Malcovery Security</i>	Wed, Oct 19 12:30-2 pm	Newell Simon Hall 3305
<b>Raising Capital</b> <span style="background-color: #800000; color: white; padding: 2px;">START SMART</span> <i>David Lehman, K&amp;L Gates</i>	Thurs, Oct 20 5:30-7 pm	Newell Simon Hall 3305
<b>How to Access Resources from the Government</b> <i>Tim McNulty, CMU</i>	Fri, Oct 28 3-4:30 pm	Gates 4405
<b>Splitting the Equity Pie</b> <i>Frank Demmler, Innovation Works</i>	Wed, Nov 2 12:30-2 pm	Newell Simon Hall 3305
<b>Finding the Right Lawyer for Your Startup</b> <span style="background-color: #800000; color: white; padding: 2px;">START SMART</span> <i>Kit Needham, CMU Swartz Center &amp; Stephanie Dangel, Pitt Law School</i>	Thurs, Nov 3 5:30-7 pm	Newell Simon Hall 3305
<b>The Art of the Pitch</b> <i>Des O'Connor, Innovation Works</i>	Fri, Nov 4 3-4:30 pm	Newell Simon Hall 3305
<b>Entrepreneurship Through Acquisition</b> <i>Eric Close, TrueLearn</i>	Wed, Nov 9 12:30-2 pm	Newell Simon Hall 3305
<b>Creating a Successful Video Pitch</b> <i>Brian Staszal, CMU</i>	Thurs, Nov 10 3-4:30 pm	Newell Simon Hall 3305
<b>Structuring 3rd Party Relationships</b> <span style="background-color: #800000; color: white; padding: 2px;">START SMART</span> <i>David Lehman &amp; Mike Pavlick, K&amp;L Gates</i>	Tues, Nov 15 5:30-7 pm	Newell Simon Hall 3305

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