

CONNECTS Entrepreneurship Seminar Series: Fall 2017

Cybersecurity <i>Dr. Earl Crane, Emergent Network Defense</i>		Wed, Sept 13 12:30-2 pm	Tepper Room 322
Protecting Your Company's IP Assets <i>George Dickos & Lauren Shuttleworth Murray, K&L Gates</i>	START SMART	Thurs, Sept 14 5:30-7 pm	University of Pittsburgh Barco Law Building
Customer Discovery: How to Know if Your Idea is Good <i>Kit Needham, CMU Swartz Center</i>		Tues, Sept 19 12:30-2 pm	Tepper Room 322
Design Thinking Through Understanding People <i>Dan Lockton, CMU School of Design; Director of Imaginaries Lab</i>		Wed, Sept 20 12:30-2 pm	Gates Hillman Center 8102
Creating a Successful Student Startup Team <i>Kit Needham, CMU Swartz Center, & Bill Courtright, CMU</i>		Thurs, Sept 21 12:30-2 pm	Gates Hillman Center 4405
Top Ten Tech Trends Driving M&A <i>Ivan Ruzic, Corum Group Ltd.</i>		Tues, Sept 26 12:30-2 pm	Newell Simon Hall 3305
Franchise Opportunities <i>Chris Cynkar, FranChoice</i>		Wed, Sept 27 12:30-2 pm	Newell Simon Hall 3305
Contract Basics <i>David Lehman & Susan Altman, K&L Gates</i>	START SMART	Thurs, Sept 28 5:30-7 pm	Gates Hillman Center 6115
Lean Startup <i>Dave Mawhinney, CMU Swartz Center</i>		Tues, Oct 3 12:30-2 pm	Newell Simon Hall 3305
Agile Product Development <i>Sean Ammirati, Birchmere Ventures & Labs</i>		Wed, Oct 4 12:30-2 pm	Newell Simon Hall 3305
Business Model Canvas <i>Dave Mawhinney, CMU Swartz Center</i>		Thurs, Oct 5 12:30-2 pm	Gates Hillman Center 4405
How to Access Resources from the Government <i>Tim McNulty, CMU</i>		Tues, Oct 17 12:30-2 pm	Gates Hillman Center 4405
Contracts Part II <i>David Lehman & Mike Pavlick, K&L Gates</i>	START SMART	Tues, Oct 17 5:30-7	University of Pittsburgh Barco Law Building
Digital Marketing: Its All About the Numbers <i>Eric Boduch, Pendo</i>		Wed, Oct 18 12:30-2 pm	Gates Hillman Center 4405
Splitting the Equity Pie <i>Frank Demmler, Innovation Works</i>		Thurs, Oct 19 12:30-2 pm	Newell Simon Hall 3305
The Art of the Pitch <i>Des O'Connor, Innovation Works</i>		Tues, Oct 24 12:30-2 pm	Gates Hillman Center 4405
Financial Modeling <i>Phil Compton, SingleSource Property Solutions</i>		Wed, Oct 25 12:30-2 pm	Newell Simon Hall 3305
Entrepreneurship Through Acquisition <i>Eric Close, TrueLearn</i>		Thurs, Oct 26 12:30-2 pm	Newell Simon Hall 3305
Raising Capital <i>David Lehman, K&L Gates</i>	START SMART	Thurs, Oct 26 5:30-7 pm	University of Pittsburgh Barco Law Building
Startups' Option to Manage Supply-Chains from Japan <i>Nobuhiro Seki, FabFoundry</i>		Tues, Oct 31 12:30-2 pm	Gates Hillman Center 4405
Finding the Right Lawyer for Your Startup <i>Kit Needham, CMU Swartz Center & Stephanie Dangel, Pitt Law School</i>	START SMART	Tues, Oct 31 5:30-7 pm	Gates Hillman Center 4405
Overcoming Fear, Finding Success and Building a More Women-Friendly Startup Community <i>Dr. Lynn C. Yanyo, De Novo Ground</i>		Wed, Nov 1 12:30-2 pm	Newell Simon Hall 3305
Intellectual Property <i>Meg Brindle, PhD, George Washington University</i>		Thurs, Nov 2 12:30-2 pm	Newell Simon Hall 3305
Design for Manufacturability <i>Elijah Wiegmann, Founder of Base Design Studio</i>		Tues, Nov 7 12:30-2 pm	Newell Simon Hall 3305
Go to Market Planning <i>Mary Beth Green, University of Pittsburgh</i>		Wed, Nov 8 12:30-2 pm	Newell Simon Hall 3305
Creating a Successful Video Pitch <i>Brian Staszal, CMU</i>		Thurs, Nov 9 12:30-2 pm	Gates Hillman Center 6115
Structuring 3rd Party Relationships <i>David Lehman, K&L Gates</i>	START SMART	Tues, Nov 14 5:30-7 pm	Newell Simon Hall 3305