

CONNECTS Entrepreneurship Seminar Series: Fall 2018

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| Design Thinking Through New Metaphors <i>Dan Lockton, CMU School of Design; Director of Imaginaries Lab</i> | Tues, Sept 11 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Overview of Startup Legal Issues <i>David Lehman, K&L Gates</i> | START SMART Tues, Sept 11 5:30-7 pm | Gates Hillman Center 4405 |
| Entrepreneurship Through Acquisition <i>Eric Close, Flash Surgical Inc and Forest Lane Capital</i> | Wed, Sept 12 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| The Lean Startup <i>Dave Mawhinney, CMU Swartz Center</i> | Tues, Sept 18 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Connecting the Best Startup with the Best Talent <i>Nav Talent</i> | Wed, Sept 19 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Agile Product Development <i>Sean Ammirati, Birchmere Ventures</i> | Mon, Sept 24 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Business Model Canvas <i>Dave Mawhinney, CMU Swartz Center</i> | Tues, Sept 25 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Customer Discovery <i>Kit Needham, CMU Swartz Center</i> | Wed, Sept 26 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Splitting the Founder's Pie <i>Frank Demmler, 2 X Frank Entrepreneurial Yoda-for-Hire</i> | Thurs, Sept 27 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| How to Shop for (And Work With) a Lawyer <i>Kit Needham, CMU Swartz Center; Stephanie Dangel, Pitt Law School</i> | START SMART Thurs, Sept 27 5:30-7 pm | Newell Simon Hall 3305 |
| Digital Marketing: Its All About the Numbers <i>Eric Boduch, Pendo</i> | Thurs, Oct 4 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| How to Structure Your Business Entity <i>David Lehman, K&L Gates</i> | START SMART Thurs, Oct 4 5:30-7 pm | University of Pittsburgh |
| Setting Up Your Series A Financing <i>Chris Olsen, Drive Capital</i> | Tues, Oct 9 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Financial Modeling <i>Phil Compton, SingleSource Property Solutions</i> | Tues, Oct 10 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| What Entrepreneurs Need to Know for their Banking Relationship <i>Justin Krauss, Chase</i> | Thurs, Oct 11 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Design for Manufacturability <i>Elijah Wiegmann, Founder of Base Design Studio</i> | Tues, Oct 16 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| IP Management from the Entrepreneur Perspective <i>Will Kaigler, CMU Swartz Center</i> | Wed, Oct 17 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Startups' Option to Manage Supply-Chains from Japan <i>Nobuhiro Seki, FabFoundry</i> | Thurs, Oct 18 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Insurance for Startups <i>Paul Malone, USI Insurance</i> | Mon, Oct 22 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| How to Structure Your Capital Raise (Part 1) <i>David Lehman, K&L Gates</i> | START SMART Tues, Oct 23 5:30-7 pm | Gates Hillman Center 4405 |
| Licensing Technology: Both Sides of the Coin <i>Will Kaigler & Craig Markovitz, CMU Swartz Center</i> | Wed, Oct 24 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Franchise Opportunities <i>Chris Cynkar, FranChoice</i> | Tues, Oct 30 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| How to Handle Your (And Other's) IP <i>George Dickos & Lauren Murray, K&L Gates</i> | START SMART Tues, Oct 30 5:30-7 pm | University of Pittsburgh |
| Building a Successful Team <i>Kit Needham, CMU Swartz Center</i> | Thurs, Nov 1 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| Effective Investor Presentations <i>Jim Jen, Innovation Works/AlphaLab</i> | Tues, Nov 6 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |
| How to Negotiate a Term Sheet for Your Capital Raise <i>David Lehman & Henry Snyder, K&L Gates</i> | START SMART Tues Nov 6 5:30-7 pm | University of Pittsburgh |
| Creating a Successful Video Pitch <i>Brian Staszal, CMU</i> | Thurs, Nov 8 12:30-1:30 pm | Swartz Center for Entrep Tepper Quad, 3rd Floor |