

CONNECTS

Entrepreneurship Seminar Series Fall 2023

All CONNECTS Seminars are held from 12:30 - 1:30 p.m. EST

Wed, Sept 13	Designing a Product Culture Brad Eiben, Carnegie Mellon University	Tues, Oct 10	Science vs. Art in Pricing and Revenue* Laura Forth, Go Further, LLC
Thurs, Sept 14	Business Model Canvas: A Practical Guide* Craig Markovitz, CMU Swartz Center	Wed, Oct 11	The Lean Startup Dave Mawhinney, CMU Swartz Center
Tues, Sept 19	Valuation and Capitalization: It's Not Fake News Matt Kirmayer, Pillsbury Winthrop Shaw Pittman LLP	Thurs, Oct 12	Financial Modeling Phil Compton, Locomation
Tues, Sept 26	Customer Discovery: Is My Idea a Good One?* Kit Needham, Project Olympus, Swartz Center	Tues, Oct 24	How to Win Friends and Influence Judges: the lost art of the Question & Answer experience* Adam Paulisick, maad labs/CMU
Wed, Sept 27	Uncovering Ideas with Strategic Design* Megan Guidi, The ViB Group/CMU	Wed, Oct 25	Splitting the Founder's Pie & Other Aspects of Equity Compensation Frank Demmler, Startup Whisperer
Thurs, Sept 28	Entrepreneurship Through Acquisition Len Caric, Carnegie Mellon University	Thurs, Oct 26	I'll fix it in Post! Editing Your Pitch Video* Brian Staszal, CMU
Tues, Oct 3	Exploring Eight Types of Entrepreneurship Laurie Barkman, M&A Advisor/CMU	Tues, Nov 7	You Have a Term Sheet from a Potential Investor on the Table. Now What? Matthew Weinbaum & David Kalson, Dentons
Wed, Oct 4	Pitching Innovation to the C-Suite Melissa Murphy, CMU	Wed, Nov 8	Recent Trends in Venture Capital and B2B AI Cindy Padnos, Illuminate Ventures
Thurs, Oct 5	Agile Product Development Sean Ammirati, Birchmere Ventures	Thurs, Nov 9	To Trust or Not to Trust: What Every Startup Needs to Know about Privacy and Cybersecurity John Funge, DataTribe

*McGinnis Venture Competition Focused Seminars

Applying for the McGinnis Venture Competition? Attend these seminars to help prepare

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START SMART LAW Seminar Series: Fall 2023

All START SMART LAW seminars begin at 5:00 p.m. and are virtual.

Thurs, Sept 21	Introduction to Startup Law David Lehman & Stephanie Dangel	Thurs, Oct 26	How to Form your StartUp Company Part 1 - The Basics David Lehman & Stephanie Dangel
Thurs, Oct 5	How to Handle Your (and Others') Intellectual Property David Lehman, George Dickos, Lauren Murray & Reed McManigle	Thurs, Nov 2	How to Form Your Startup Company Part 2 - Workshop David Lehman & Stephanie Dangel