

Date	Location and Time	Innovation Fellows 2019-2020 Schedule (schedule subject to change)		Deliverables/ Readings
		Topic	Speaker	
July 16	GHC 4405 12-1	Kickoff meeting, Fellows and faculty attend	N/A	N/A
July 30	GHC 8102 12-1	Open meeting	N/A	N/A
August 27	GHC 5117 12-1:30	Building a Team/Advisors Founder's Equity	Kit Needham	<i>Building a team – Startup Briefs</i>
September 10	GHC 7501 12-1:30	Business Model Canvas	Randy Eager	Formulate hypothesis, create list of customer research questions, list of interviewees
September 19	GHC 6501 5-7	I-Corps Meeting – Customer Discovery and Competitive Analysis	Kit Needham	<i>Read Business Model Tools – Startup Briefs</i>
September 24	GHC 7501 12-1:30	Forming Strategic Partnerships	Randy Eager	N/A
September 26	GHC 6501 5-7	I-Corps Meeting – Market Research and Optimizing LinkedIn	Ryan Splenda and Reed McManigle	N/A
October 8	GHC 7501 12-1:30	Forming Strategic Partnerships 2	Caren Tobin	~ 15 customer interviews completed
October 22	GHC 4513 12-1:30	Progress Check in	N/A	
November 5	Swartz Center 12:30 -1:30	CONNECTS SBIR/STTR Funding	N/A	
November 12	Pitt Law School 5:30-7:30	Start Smart – Company Formation	David Lehman, K&L Gates	N/A
November 19	GHC 7501 12-1:30	Communications – Elevator Pitch, Brochure, Product Pitch practice or review	N/A	
December 3	GHC 7501 12-1:30	Communication Skills	Chuck Goldstone (via Skype)	30 customer interviews (total) completed
December 17	GHC 7501 12-1:30	Focus Study with Eberly Center	N/A	