

# CONNECTS

## Entrepreneurship Seminar Series Fall 2023

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

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

### \*McGinnis Venture Competition Focused Seminars

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

Thurs, Sept 14	<b>Business Model Canvas: A Practical Guide</b> Craig Markovitz, CMU Swartz Center	Tues, Oct 10	<b>Revenue Model &amp; Pricing</b> Laura Forth, Go Further, LLC
Tues, Sept 26	<b>Customer Discovery: Is My Idea a Good One?</b> Kit Needham, Project Olympus, Swartz Center	Tues, Oct 24	<b>How to Win Friends and Influence Judges: the lost art of the Question &amp; Answer experience</b> Adam Paulisick, maad labs/CMU
Wed, Sept 27	<b>Uncovering Ideas with Strategic Design</b> Megan Guidi, The ViB Group/CMU	Thurs, Oct 26	<b>I'll fix it in Post! Editing Your Pitch Video</b> Brian Staszal, CMU

### START SMART LAW Seminar Series: Fall 2023

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

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