

Goldman Sachs *10,000 Small Businesses* at Babson College Curriculum

The *10,000 Small Businesses* at Babson curriculum focuses on developing skills that you can apply immediately to address the issues most critical to growing your business. The curriculum is broken down as follows:

- Week one is technology onboarding where scholars will learn about the systems they will be using in the program and booking their flights for the in-person sessions at Babson College
- The next three weeks (Orientation and Blocks 1-2) of the program scholars will spend 10-12 hours per week from home completing online coursework and engaging in group learning sessions
- Participants will next attend the first of two four-day sessions (Blocks 3-6) at Babson College
- Program participants will then return to online work (Blocks 7-10) where they spend around 10-12 hours per week from home completing online coursework and engaging in group learning sessions
- The second, and final, face-to-face session (Blocks 11-14) at Babson College will also be four days and include presentation of growth plans/graduation

In addition to the classroom experience, the Goldman Sachs *10,000 Small Businesses* program will:

- Provide one-on-one advisory services to help you develop your tailored plan for growth
- Provide networks through outside volunteers participating as panelists, pitch advisors and legal experts

Fall 2017 Class Schedule

Onboarding	Online	Technology Onboarding	Week of August 21 st	
Orientation	Online	Growth Group Introductions Financial Statements Workshop	Week of August 28 th	
Block 1	Online	Diagnostics & Skillsets	Sept. 5 – Sept. 10	
Block 2	Online	Financial Statement Construction	Sept. 11 – Sept. 17	
Block 3	At Babson College	You and Your Business*	Sept. 19	Sept. 20
Block 4	At Babson College	Building Out Opportunities*	Sept. 20	Sept. 21
Block 5	At Babson College	Markets and Marketing*	Sept. 21	Sept. 22
Block 6	At Babson College	You Are the Leader*	Sept. 22	Sept. 23
Independent Growth Plan Work Week #1: September 25th – October 1st				
Block 7	Online	Opportunity Readiness and Evaluation	Oct. 2 – Oct. 8	
Block 8	Online	Understanding and Creating Value	Oct. 9 – Oct. 15	
Independent Growth Plan Work Week #2: October 16th – October 22nd				
Block 9	Online	Forecasting for Growth	Oct. 23 – Oct. 29	
Block 10	Online	Taking Stock	Oct. 30 – Nov. 5	
Independent Growth Plan Work Week #3: November 6th – November 12th				
Block 11	At Babson College	It's the People*	Nov. 14	Nov. 15
Block 12	At Babson College	Operations and Processes*	Nov. 15	Nov. 16
Block 13	At Babson College	Action for Growth*	Nov. 16	Nov. 17
Block 14	At Babson College	Action for Growth*	Nov. 17	Nov. 18
*Four sections will run concurrently at Babson College for Blocks 3-6 and 11-14. Sections 1 and 2 will run Tuesday through Friday. Sections 3 and 4 will run Wednesday through Saturday. Scholars will be assigned sections upon acceptance into the program.				

Schedule Details

- **General Information**
 - Scholars will be assigned sections and growth groups upon acceptance
 - All Online WebEx sessions and Face-to-Face on campus sessions are mandatory!
 - Scholars will need computers with camera, microphone or headset, and Internet access. Laptops at in-person sessions is strongly encouraged.
- **Weekly schedule**
 - Every block will kick off on Monday, with a scheduled WebEx session in the afternoon or evening (the time of the session depends on the section you are assigned – WebEx start times are 5:00pm, 5:30pm, 6:30pm, and 7:00pm EST)
 - Every block will end on Friday with a scheduled WebEx session in the afternoon or evening (the time of the session depends on the section you are assigned)
 - During the week, scholars will work at their own pace, with the goal of completing assignments for the Friday closing session
 - Exercises for discussion will be available on Tuesday
 - Scholars are expected to be active on the discussion boards Tuesday through Friday
 - Often on Saturdays, many scholars will continue to discuss the work for the week among their peers, and continue to work on their growth plans
 - Work weeks may also include independent meetings with your assigned Virtual Business Advisor
- **Independent Growth Plan Work Weeks**
 - At the start of designated growth plan work weeks, each Virtual Business Advisor will conduct a growth group session on Monday evening (the time of the session depends on the section you are assigned)
 - Work weeks also include independent meetings with your Virtual Business Advisor