

Goldman Sachs *10,000 Small Businesses* National Cohort

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 15-20 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 15-20 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 2020 Class Schedule

Onboarding	Online	Technology Onboarding	Aug. 24 - Aug. 30	
Orientation	Online	Growth Group Introductions Financial Statement Workshop I	Aug. 31 - Sept. 6	
Block 1	Online	Diagnostics & Skillsets	Sept. 7 - Sept. 13	
Block 2	Online	Financial Statement Workshop II	Sept. 14 - Sept. 20	
Block 3	At Babson College	A Mindset for Growth	Sept. 21	Sept. 22
Block 4	At Babson College	Growth & Opportunities	Sept. 22	Sept. 23
Block 5	At Babson College	Markets & Selling*	Sept. 23	Sept. 24
Block 6	At Babson College	You Are the Leader*	Sept. 24	Sept. 25
Independent Growth Plan Work Week #1: Sept. 28 - Oct. 4				
Block 7	Online	Feasibility & Risk Assessment	Oct. 5 - Oct. 11	
Block 8	Online	Understanding Your Market & Customer	Oct. 12 - Oct. 18	
Block 9	Online	Forecasting for Growth	Oct. 19 - Oct. 25	
Independent Growth Plan Work Week #2: Oct. 26 - Nov. 1				
Block 10	Online	Operations & Processes	Nov. 2 - Nov. 8	
Independent Growth Plan Work Week #3: Nov. 9 - Nov. 15				
Block 11	At Babson College	It's the People*	Nov. 16	Nov. 17
Block 12	At Babson College	Operations & Valuation*	Nov. 17	Nov. 18
Block 13	At Babson College	Advocacy & Action for Growth I*	Nov. 18	Nov. 19
Block 14	At Babson College	Action for Growth II*	Nov. 19	Nov. 20

* Four sections will run concurrently at Babson College for Blocks 3-6 and 11-14.

Sections 1 and 2 will run Monday through Thursday. Sections 3 and 4 will run Tuesday through Friday. 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