

## 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

### Spring 2021 Class Schedule

<b>Onboarding</b>	Online	<b>Technology Onboarding</b>	Feb. 1 - Feb. 7	
<b>Orientation</b>	Online	<b>Orientation and Financial Statement Workshop</b>	Feb. 8 - Feb. 14	
<b>Block 1</b>	Online	<b>Diagnostics &amp; Skillsets</b>	Feb. 15 - Feb. 21	
<b>Block 2</b>	Online	<b>Financial Statement Construction (FSC)</b>	Feb. 22 - Feb. 28	
<b>Block 3</b>	At Babson College	<b>A Mindset for Growth/FSC*</b>	Mar. 1	Mar. 2
<b>Block 4</b>	At Babson College	<b>Growth &amp; Opportunities/FSC*</b>	Mar. 2	Mar. 3
<b>Block 5</b>	At Babson College	<b>Markets &amp; Selling/FSC*</b>	Mar. 3	Mar. 4
<b>Block 6</b>	At Babson College	<b>You Are the Leader*</b>	Mar. 4	Mar. 5
<b>Independent Growth Plan Work Week #1: Mar. 8 - Mar. 14</b>				
<b>Block 7</b>	Online	<b>Feasibility &amp; Risk Assessment</b>	Mar. 15 - Mar. 21	
<b>Block 8</b>	Online	<b>Understanding Your Market &amp; Customer</b>	Mar. 22 - Mar. 28	
<b>Block 9</b>	Online	<b>Forecasting for Growth</b>	Mar. 29 - Apr. 4	
<b>Independent Growth Plan Work Week #2: Apr. 5 - Apr. 11</b>				
<b>Block 10</b>	Online	<b>Operations &amp; Processes</b>	Apr. 12 - Apr. 18	
<b>Independent Growth Plan Work Week #3: Apr. 19 - Apr. 25</b>				
<b>Block 11</b>	At Babson College	<b>It's the People*</b>	Apr. 26	Apr. 27
<b>Block 12</b>	At Babson College	<b>Operations &amp; Valuation*</b>	Apr. 27	Apr. 28
<b>Block 13</b>	At Babson College	<b>Advocacy &amp; Action for Growth I*</b>	Apr. 28	Apr. 29
<b>Block 14</b>	At Babson College	<b>Action for Growth II*</b>	Apr. 29	Apr. 30

\* 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