

The 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:

- Approximately 16 hours of online work in advance of the first, four-day session at Babson College
- Program participants will then have an “intersession” (Blocks 7 – 10) where they spend around 8-10 hours per week from home completing online coursework and engaging in group learning sessions (approximately 3-5 of these hours will be individual work)
- The second, and final, face-to-face session 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 and implement your tailored plan for growth
- Provide networks and mentors to help you focus on your most critical business issues and increase business capacity

Spring 2016 Class Schedule

Onboarding	Online	Technology Onboarding	Feb. 22 – Mar. 4	
Orientation	Online	Growth Group Introductions Financial Statements Workshop	Mar. 7 – Mar. 13	
Block 1	Online	Diagnostics & Skillsets	Mar. 14 – Mar. 20	
Block 2	Online	Financial Statement Construction	Mar. 21 – Mar. 26	
Block 3	At Babson College	You and Your Business*	Mar. 29	Mar. 30
Block 4	At Babson College	Building Out Opportunities*	Mar. 30	Mar. 31
Block 5	At Babson College	Markets and Marketing*	Mar. 31	Apr. 1
Block 6	At Babson College	You Are the Leader*	Apr. 1	Apr. 2
Block 7	Online	Opportunity Readiness and Evaluation	Apr. 4 – Apr. 10	
Independent Growth Plan Work Week #1: April 11 th – April 17 th				
Block 8	Online	Taking Stock	Apr. 18 – Apr. 24	
Block 9	Online	Forecasting for Growth	Apr. 25 – May 1	
Block 10	Online	Understanding and Selling Value	May 2 – May 8	
Independent Growth Plan Work Week #2: May 9 th – May 15 th				
Block 11	At Babson College	It's the People*	May 17	May 18
Block 12	At Babson College	Operations and Processes*	May 18	May 19
Block 13	At Babson College	Action for Growth*	May 19	May 20
Block 14	At Babson College	Action for Growth*	May 20	May 21
*Four sections will be run concurrently at Babson College for Blocks 3-6 and 11-14. Scholars will be assigned sections accordingly upon acceptance into the program.				

Schedule Details

- **General Information**
 - Scholars will be assigned sections and growth groups upon acceptance
 - Section assignments will be considerate of time zones
 - All Online WebEx sessions and Face-to-Face on campus sessions are mandatory!
- **Weekly schedule**
 - Every block will kick off on Monday, with a scheduled WebEx session in the afternoon or evening
 - Every block will end on Friday with a scheduled WebEx session in the afternoon or evening
 - 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 Wednesday
 - Scholars are expected to be active on the discussion boards Wednesday and Thursday
 - 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
- **Independent Growth Plan Work Weeks**
 - At the start of designated growth plan work weeks, each Business Advisory/Growth Coach will conduct a growth group session (likely on Monday evenings)
 - Work weeks also include independent meetings with Business Advisors