

CE 4571 Syllabus Details

Week	Date	Objective	Lectures	Class Activity	Assigned Work	Assignments Due	Readings due	Discussion
			<i>Each class will have a time for lecture.</i>	<i>Each class has working time, which may or may not be structured.</i>		<i>Assignments due that day.</i>	<i>If readings are due for a class, that means there will be questions and discussion time in the class for that reading.</i>	<i>What is the objective and description of this week? This syllabus assumes class meetings are once a week, 3 hours a week.</i>
1	6-Sep	Introduction to Course and Objectives	* Introduction and Overview of the Course. * Intro to the 4 Challenge areas: Water, Energy, Food, Distribution, including videos of Challenge areas.	* A way to introduce each other (name tag exercise)	*Attend the Open House Sept 9. * Make choice for challenge/team after discussions with other classmates and past students. * FlipGrid video - Poor Economics (what, so what, now what). * Reading Assignment - Read an Acara Business Plan, write a summary. * Read Acara Challenge Handbook.	* A short intro video on FlipGrid.		The opening session covers the structure of the course, how the collaboration works, what the students are expected to deliver at the end of the course. In addition other things covered include interaction/cultural guidelines with India, ethical topics, and resources available. This class should give students a better understanding of the course, to enable them to make better decisions on challenge selection, teaming, mentor choices.
2	13-Sep	Team Selection and Discovery Process	Framework for starting (create the question, how to look for answers). Discovery Process - Toby Nord Social Venture Case studies - models that work.	* Team selection, * Mentor selection. * Give students the interview template for their India teammates and mentors. * Team meeting	* Set up and have the first interviews with India students and mentor (s). * Set up a Grunt Fund for each team. * Set up the Business Model Canvas online for each team. * Read an Acara Plan, write a summary. * FlipGrid video - Poor Economics	* Challenge choice ranking, and potential teammates, due end of day on Wednesday prior to class. * FlipGrid video discussing Poor Economics reading. B-Ch 1. (what, so what, now what) * Acara Business Plan review.	* Acara Student Handbook * Poor Economics (Beginning - Ch1, page 18) * One Acara Business Plan.	Teams will be assigned based on their choice rankings. Mentors will be selected/assigned and guidelines given for interaction with mentors. Give students a few tools to help with the structure to look at their chosen challenge. Some basic discussion of Poor Economics, and examples of social ventures.
3	20-Sep	High Level Ideation	Insight Sharing- Toby Nord	Design activity (structured and facilitated).	* Read and Create a summary of one previous Acara plan. * FlipGrid video - Poor Economics	* Grunt Fund set up * BMC online set up * FlipGrid video discussing Poor Economics reading Ch 2-5. (what, so what, now what) * Acara Plan Summary	* Poor Economics (Ch 2-5, pp 19-132) * One Acara Plan	The objective of this class is to introduce the concept of design thinking. Since students are not doing primary design research, they should get some guidance on how to do reflective secondary research and how to assess input they get from India.
4	27-Sep	Social Value Proposition	Social Value Proposition	Work session. Define the social value proposition for your idea.	* Create a 5 min presentation of the problem you have identified. * Read value prop canvas material * 1 page summary of a randomized control trial (RCT) for your problem area	* Review of one previous Acara plan * FlipGrid video discussing Poor Economics reading Ch 6-8. (what, so what, now what) * Prepared for Ideation Session * Acara Plan summary	* Poor Economics (Ch 6-8, pp 133 - 204) * Business Model Generation--first section on canvas. * One Acara Plan	This class is to talk about social value proposition, social impact, and what makes a social venture different from a "regular" venture.

5	4-Oct	Define a Value Proposition	Value Proposition map (Fred) and Ideation Session (Toby)	Student present their problems they have identified..	* Reading on social value proposition	* First pass on value proposition canvas * Presentation (5 min) of problem area targeted * 1 page summary of an RCT	* Poor Economics (Ch 9 - end, pp 205 - end) * One Acara Plan	Use their research to begin a value proposition canvas. Lecture on what a value proposition is, how to use the empathy map, etc. Ideation session
6	11-Oct	Business Models	Review of social venture models.	Creation of online Business Model template. Discussion of problem/solution.	* Create a 5 min presentation on the solution you have identified. * Schedule 2nd interview/review with India	Summary log of interactions with India teammates and mentors.	none	Fit in Scott Nelson into one of these weeks.
7	18-Oct	Business Models	Business Models, Business plans, Opportunity Analysis Framework - Toby Nord	Work session on BMC		* 5 min presentation of proposed solution.	Business Model Generation (remainder of book)	This class is an introduction to business models, the business model canvas and its components. Students should have read the Business Model Generation book by this class. The class will focus on the main points of value proposition, market segment and customer relationship.
8	25-Oct	Effective presentations	Effective Presentations and venture pitching - Toby Nord	Work session		* Summary of review with Indian partner team.		The focus is on making good presentations.
9	1-Nov	Finance for Entrepreneurs	Finance for Entrepreneurs- John Stavig, CSOM (tentative)	Student practice presentations on their solutions	* Prepare 15 minute mid term presentation.			A speaker about financial considerations for the plan.
10	8-Nov	Mid Term Presentations	Students give their mid term presentation	Mid term presentations		Mid term presentation - 15 min	none	Mid term presentation to outside group (Carlson Venture MBA students, others). The objective of the mid term is to a) force putting ideas on paper; b) getting substantial feedback from others.
11	15-Nov	Review Feedback	Review feedback from mid term reviewers.	Work session	* Schedule final review with India.	none	none	Review feedback from mid term panel and others.
12	22-Nov	Practice, Review	No lecture planned. Class discussion as needed.	Work session	* Final Business plan.	none	none	Small group discussions with instructors. Lecture or reading on topics as needed.
13	6-Dec	Practice, Review	Final day of class discussion, practice presentations	Practice presentations	Final Presentation.	* Final Business Plan * Final Grunt Fund * Final Business Model Canvas * Summary of final review with India	none	Final practice presentations, discussion.
14	13-Dec	Final Presentations	Students present to external panel.	Presentations		Final Presentation - 15 min	none	Final presentations with panel. This is beginning of finals weeks but we should be able to do this.