



**60+ Hour Entrepreneurial Training Program Schedule**  
**SUNY ORANGE - Newburgh**  
**Spring 2016**  
**Anna Gibbs**

*All information contained herein is subject to change*

Date	Time	Day	Subject Matter	Location	Instructor
2/2/16	6:00pm - 9:00pm	Tuesday	Class Overview - Entrepreneurship Fundamentals, Business Plan Overview	Kaplan Hall 231	Anna Gibbs
2/4/16	6:00pm - 9:00pm	Thursday	Personal Financial Literacy	Kaplan Hall 231	Anna Gibbs
2/9/16	6:00pm - 9:00pm	Tuesday	How to Set Up a Business / Legal Presentation	Kaplan Hall 231	Anna Gibbs
2/11/16	6:00pm - 9:00pm	Thursday	Market Planning - Competition, Branding, Promotion	Kaplan Hall 231	Cynthia Marsh-Croll
2/23/16	6:00pm - 9:00pm	Tuesday	Market Planning - Pricing and Sales	Kaplan Hall 231	Anna Gibbs
2/25/16	6:00pm - 9:00pm	Thursday	Market Planning - SWOT Analysis	Kaplan Hall 231	Anna Gibbs
2/27/16	9:00am - 1:00pm	Saturday	Secrets of Success - 1/2 Day Session	Kaplan Hall 231	Anna Gibbs
3/1/16	6:00pm - 9:00pm	Tuesday	Websites	Kaplan Hall 231	Anna Gibbs
3/3/16	6:00pm - 9:00pm	Thursday	Social Media	Kaplan Hall 231	Anna Gibbs
3/8/16	6:00pm - 9:00pm	Tuesday	Email Marketing	Kaplan Hall 231	Anna Gibbs
3/10/16	6:00pm - 9:00pm	Thursday	Access to Capital/Microlending	Kaplan Hall 231	Anna Gibbs
3/15/16	6:00pm - 9:00pm	Tuesday	Cash Flow Planning	Kaplan Hall 231	Anna Gibbs
3/17/16	6:00pm - 9:00pm	Thursday	Cash Flow Planning	Kaplan Hall 231	Anna Gibbs
3/29/16	6:00pm - 9:00pm	Tuesday	Cash Flow Planning Working Session	Kaplan Hall 231	Anna Gibbs
3/31/16	6:00pm - 9:00pm	Thursday	Operations Planning	Kaplan Hall 231	Anna Gibbs
4/5/16	6:00pm - 9:00pm	Tuesday	Management and Sustainability	Kaplan Hall 231	Anna Gibbs
4/7/16	6:00pm - 9:00pm	Thursday	Pulling the Plan Together / WEDC Grad Shares Lessons	Kaplan Hall 231	Anna Gibbs
4/12/16	6:00pm - 9:00pm	Tuesday	Business Communication Skills	Kaplan Hall 231	Anna Gibbs
4/14/16	6:00pm - 9:00pm	Thursday	Four Minute Business Plan Presentation Rehearsal	Kaplan Hall 231	Anna Gibbs
4/18/16	6:00pm - 9:00pm	Monday	Four Minute Business Plan Presentation to Panel & <b>Digital Business Plans Due</b>	Kaplan Hall 231	Anna Gibbs
4/21/16	6:00pm - 9:00pm	Thursday	Graduation	SUNY Orange Newburgh-Kaplan Hall, Great Room	Anna & Cindy