# Schedule for Group 5: October through December

## *Mondays & Wednesdays, 4:30-6pm*

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| Topic | Date |
| Session 1: Introduction + First Principles | Wednesday, October 21 |
| Session 2 & 3: Competitive Analysis | Monday, October 26 and Wednesday, October 28 |
| Session 4: The Lean Startup Method | Monday, November 2 |
| Session 5: Customer Discovery & Hypothesis Development | Wednesday, November 4 |
| Session 6: Customer Interviewing | Monday, November 9 |
| Session 7: Compliance – Business Formation & Taxes | Tuesday, November 10\* |
| Session 8: Customer Relationships & Session 6 follow-up | Monday, November 16 |
| Session 9: Marketing | Wednesday, November 18 |
| Session 10: Interview about leadership  | Monday, November 23 |
| Session 11: Websites | Tuesday, November 24\*\* |
| Session 11: Certification | Monday, November 30 |
| Session 12: Hiring employees & Financial literacy for businesses | Tuesday, December 1\*\*\* |
| Session 13: Bookkeeping and point-of-sales systems | Friday, December 11\*\*\* |

\* Different date due to Veteran’s Day holiday on Wednesday, November 11.

\*\* Different date due to the proximity of Thanksgiving holiday on Thursday, November 26.

\*\*\* Different dates due to vacation of instructor from December 2-10.