

# CIE EVENTS

Workshops & Professional Development Sessions

2020-2021



CENTER FOR INNOVATION  
AND ENTREPRENEURSHIP  
CLAREMONT MCKENNA COLLEGE

**ALL WORKSHOPS & PROF DEV  
SESSIONS ARE CIE FELLOW  
& 50 STUDENT INCLUSIVE**

Sign up for weekly newsletter  
updates at [cie.cmc.edu](http://cie.cmc.edu)  
Register for our events via  
**CMC's Handshake**

## WORKSHOP SCHEDULE

**Working and Leading  
Effectively in a Remote World**

Hani Cheng '10 | September

**Ideas That Can Scale**

Ankit Sud '16 | October

**Building a Financial Model: Session 1**

The Marquee Group | November

\*Attendees must attend both sessions

**Building a Financial Model: Session 2**

The Marquee Group | November

\*Attendees must attend both sessions

**The Nuts and Bolts of Raw Data**

Prof. Angela Vossmeier | January

**Lead Generation: Tactics for a Startup**

Session 1 | Hani Cheng '10 | February

\*Attendees must attend both sessions

**Lead Generation: Tactics for a Startup**

Session 2 | Hani Cheng '10 | March

\*Attendees must attend both sessions

**Negotiation Skills**

Nyree Gray | April

## PROFESSIONAL DEVELOPMENT SESSIONS

**Professional Development:**

**Product Management**

Cody Chang '13 | October

**Professional Development: VC**

Elisa La Cava '09 | November

**Professional Development:**

**Early Stage Finance**

TBD | January

**Growth Analytics at Facebook,**

**Pinterest, eBay and Expedia**

Rachael Maltiel Swenson '09 | February

**Professional Development:**

**Digital Marketing**

Alex Bentley '14 | March

**Professional Development:**

**Sales**

TBD | April

## EXCLUSIVE CIE FELLOWS TRAINING SESSIONS

### FALL SESSIONS

**The Integrated Innovation System Canvas**

**Customer Discovery and Validation**

### SPRING SESSIONS

**The Business Model Canvas**

**The Art of the Pitch**