

Scale Up Curriculum 2023.xlsx

| Scale Up 2023: Curriculum/Schedule | | | |
|---|------------------|----------------------|--|
| Date | Session # | Title | Content |
| 5/10/2023 | 1 | Kickoff | Introduction to the Program; Pre-Work Assessment (Kolbe) Overview and Results |
| 5/17/2023 | 2 | Profit Mastery 1 | Intro to Profit Mastery; Accounting Basics; Working with Gross Margin |
| 5/24/2023 | 3 | Profit Mastery 2 | Financial Statements and Ratios (Case Study); Your Ratio Scorecard |
| 5/31/2023 | 4 | Profit Mastery 3 | Comparing to Your Industry; The Completed Scorecard; The Road Map |
| 6/7/2023 | 5 | Way of Working 1 | Clear Vision |
| 6/14/2023 | 6 | Way of Working 2 | Your Business/Your Customers |
| 6/21/2023 | 7 | Circle 1 | Marketing Challenges for Stage 2 Companies |
| 6/28/2023 | 8 | Way of Working 3 | Clear Structure: Functions, Processes, Positions |
| 7/5/2023 | BREAK | | |
| 7/12/2023 | 9 | Way of Working 4 | Clear Structure: Hiring Plan |
| 7/19/2023 | 10 | Leadership 1 | Leadership vs Management: Creating Culture |
| 7/26/2023 | 11 | Profit Mastery 4 | The Road Map and Low Cash; Creating a Plan for Improvement (Profit Mastery Assessment) |
| 8/2/2023 | 12 | Profit Mastery 5 | Working with Break-Even; Olympic Case Study |
| 8/9/2023 | 13 | Profit Mastery 6 | Cash Flow; Comprehensive Forecasting, Budgeting and Projections |
| 8/16/2023 | 14 | Profit Mastery 7 | Growth's Impact on the Balance Sheet; Financial Gap |
| 8/23/2023 | 15 | Way of Working 5 | Your Culture |
| 8/30/2023 | 16 | Leadership 2 | Overcoming Imposter Syndrome |
| 9/6/2023 | 17 | Circle 2 | Hr Processes Overview; Performance Management |
| 9/13/2023 | 18 | Way of Working 6 | Strategic Plan |
| 9/20/2023 | 19 | Way of Working 7 | Execution Plan |
| 9/27/2023 | 20 | Profit Mastery 8/LAB | Banking and Exit/Transition; LAB |
| 10/4/2023 | 21 | Leadership 3 | Gap vs Gain |
| 10/11/2023 | 22 | Way of Working 8 | Integration and Flow |
| 10/18/2023 | 23 | Graduation | Final Presentations by Participants |