5. WHAT do YOU DO?

DELIVERABLES:

Build for America (2-Year)
Fellowship Program:
Enhancing the Capacity of
Ecosystem Builders

Modular professional development
program of case-studies and immersive
learning to fill knowledge gaps

INSIGHT:

Launched & Piloted Initially
Through EMKE

Strongly against EB certification, race
standardization, and tribalism
DESCRIPTION

CURRICULUM / DESCRIPTION
**NAME**

**Job Description**

**Training Plan**

**Team Member Names**

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<td>Dee Dee</td>
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<td>Anika</td>
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<td>Caroline</td>
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<td><strong>Team Members</strong></td>
<td><strong>Partners &amp; Resources</strong></td>
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**Description**
- what are you delivering today?
- Job Description
- Training Syllabus

**Application**
- how does it work? how will it be used?
  - modular professional development program
  - flipped classroom to develop peer relationships
  - case studies + immersive

**Impact**
- how will it help ecosystem builders?
- what systemic issues will it address?
  - EB: fill knowledge + skill gaps
  - continue to do their job
  - Systemic: keep ecosystems relevant
  - respond to local culture (needs, characteristics, challenges, etc.)
  - "bring back"/translate latest research, trends

**Team Members**
- Anika Horn
  - horn.social.ventures@gmail.com

**Partners & Resources**
- what partners and resources should be engaged going forward?
  - use existing courses + resources ➔ VET
  - law firms
  - startup hubs
  - universities

**Next Steps**
- what should happen next? where would you like to see this go in future iterations?

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CURRICULUM

CASE STUDY & IMMERSIVE COURSES

- VENTURE DEALS
  - COMPANY BUILDING & FINANCING
- DESIGN THINKING
- SYSTEMS THINKING
- OUTCOMES MEASUREMENT
- MARKETING & STORYTELLING
- HIGH NET WORTH RELATIONS
- NEGOTIATION
- PRESENTATION & FACILITATION SKILLS
- COACHING
- GOVERNMENT RELATIONS
- BIG DATA & PATTERN RECOGNITION
- CAPSTONE
JOB DESCRIPTION

KEY RESPONSIBILITIES/SKILLS

• RELATIONSHIP MGMT B/W KEY STAKEHOLDERS
  - Build & develop strong ties b/w all nodes
• PROVEN NETWORKING
• DEMONSTRATED KNOWL. in STARTUP LIFECYCLE &
  - PREFERENCES FOR DIRECT EXPERIENCE
• MARKETING
• TRIAGE & MATCH RESOURCES APPROPRIATELY
• MEASURE THE HEALTH OF YOUR ECOSYSTEM
  & REPORT ON

TO APPLY
• SUBMIT RESUME, COVER LETTER,
• 3 REFERENCES FROM KEY STAKEHOLDERS IN YOUR INNOVATION COMMUNITY