

# Course Syllabus

## HEIP 241 EIP Capstone: Creating Enterprise with Social Impact (2-Credit)

Spring 2018

Sec 0101 5:00-5:50pm MW LPA 1125

Sec 0301 3:00-3:50pm MW LPA 0100 (MPR)

Sec 0201 5:00-5:50pm TuTh LPA 0100 (MPR)

Mr. John Jabara: Sections 0101, 0301

[john.jabara@savenialabs.com](mailto:john.jabara@savenialabs.com)

[.\(mailto:john.jabara@savenialabs.com\).](mailto:john.jabara@savenialabs.com)

Office hours by appointment

Ms. Le-Marie Thompson: Section 0201

[lemarie.thompson@gmail.com](mailto:lemarie.thompson@gmail.com)

[.\(mailto:lemarie.thompson@gmail.com\).](mailto:lemarie.thompson@gmail.com)

Office hours by appointment

### Teaching Assistants:

Section 0101: Dana Rodriguez '18, Finance + Govt. & Politics, [dana.jian.rodriguez@gmail.com](mailto:dana.jian.rodriguez@gmail.com)

Section 0201: Geena Lingberg '18, Bioengineering, [geena.lingberg@gmail.com](mailto:geena.lingberg@gmail.com)

Section 0301: Brooke Nesselt '19, Mechanical Engineering, [brookenesselt@gmail.com](mailto:brookenesselt@gmail.com)

Overseeing TA: Amanda Ferreira, '18, Marketing + Info Systems, [amandaf@umd.edu](mailto:amandaf@umd.edu)

### Course Description:

This course addresses the global necessity to develop and implement solutions to **critical social** and **environmental concerns** in ways that are both technologically viable and economically sustainable. Through individual assignments, group exercises, guest speakers, discussions, and experiential learning activities, students will develop the skills to create businesses that achieve the double bottom line of both profitability and social benefit.

### Course Objectives:

The goals of this course are to help students to:

- Define the characteristics of social enterprises.
- Understand the concept and implications of social entrepreneurship.
- Understand and apply **sustainable business practices** and financial models.
- Develop a plan for a **for-profit business with social impact**.

## **Course Structure:**

This course incorporates interactive lectures, discussions, guest speakers, and experiential learning activities. Students will study real-world examples to emphasize course concepts and will apply those concepts to the development of an innovative business plan. Students will be expected to actively contribute to in-class discussions and participate in team-based projects.

## **Course Materials**

- MacMillan, I. C, & Thompson, J. D. (2013). The Social Entrepreneur's Playbook, Expanded Edition: Pressure Test, Plan, Launch and Scale Your Social Enterprise. New York: Wharton Digital Press. ISBN:978-1-61363-032-7 (also available on Kindle for <\$10.)
- Egger, Robert & Yoon, Howard. (2004). Begging for Change: The Dollars and Sense of Making Nonprofits Responsive, Efficient, and Rewarding for All. New York: HarperCollins Publishers. ISBN:0060541717 (also available on Kindle for <\$10.)
- "Disruptive Innovation for Social Change." Christensen, et.al. Harvard Business Review, December 2006. <https://hbr.org/2006/12/disruptive-innovation-for-social-change>
- Talking to Humans, by Giff Constable (Free PDF – Optional) <http://www.talkingtohumans.com>
- Additional readings including cases, chapters, magazine articles, and corporate reports.

## **Assignments & Grading:**

<b>Individual Assignments:</b>	<b>Interviews</b>	<b>Mentor Write-up</b>	<b>Due Date</b>	<b>Due Date</b>
			<b>Mon/Wed</b>	<b>Tue/Thu</b>
			<b>0101/0301</b>	<b>0201</b>
Resume			Jan 28	Jan 28
Class Participation		10%		
Begging for Change Reflection Paper 1		2.5%	Feb 19	Feb 20
Begging for Change Reflection Paper 2		2.5%	Apr 18	Apr 19
<b>Course Team Project:</b>				
Mentor Selection & Team Business Idea Summary		2.5%	Feb 5	Feb 6
Business Overview Presentation	5	2.5%	Feb 7	Feb 8

Customer Market Analysis	5	1	5%	Feb 21	Feb 22
Business Model Presentation			5%	Feb 28	Mar 1
Business Model Write-up	5	1	5%	Mar 5	Mar 6
Prototype/Minimum Viable Product Presentation	5		5%	Mar 12	Mar 13
Financial Model			5%	Mar 28	Mar 29
Social Impact Model & Analysis	5		5%	Apr 4	Apr 5
Concept Statement Presentation		1	5%	April 11	April 12
Final Presentation			15%	<b>May 8</b>	<b>May 8</b>
Final Business Plan	5	1	15%	<b>May 14</b>	<b>May 14</b>
<b>Peer Evaluations</b>					
Midterm Peer Evaluation			3%	Mar 5	Mar 6
Peer Evaluation			7%	<b>May 15</b>	<b>May 15</b>
Mentor Evaluations			5%	<b>May 15</b>	<b>May 15</b>

### Descriptions of Course Components

**For all assignments, please refer to descriptions in ELMS for details and requirements for deliverables.**

### **Class Participation**

Class participation involves coming to class prepared, completing the required assignments, being respectful of your instructor and your classmates (including being on time for class), and actively participating in the classroom activities. Simply being present in class will not satisfy the class participation requirement.

## **Begging For Change Reflection Papers (Individual Assignment)**

The story of DC Central Kitchen and its revenue generating social enterprise - Fresh Start Catering as described in Begging for Change represents a great example of a human-centered designed, scalable venture that is economically sustainable, and has positive social and environmental impact. It is a local DC organization with which most students should be familiar. The book will serve as a common reading experience that illustrates a social enterprise that launched with and continues to use elements of both design thinking and the lean startup methodology. In the course, we will discuss the book when topics are especially relevant. Your assignment is to write two **2-page** personal reflection on your key takeaways from the story and how the book influenced your conception or perception of the course project.

## **Customer Interviews (Team Assignment)**

For each course project deliverable where indicated (**5% of each deliverable**), teams must conduct and document at **least 5 first person customer interviews** (field or Skype/phone) prior to the submission of the assignment. Interviews notes should be typed up and attached as an appendix to the assignment. Teams should use data from their customer interviews to support all course project assignments. Three things are important in notes:

1. Name of the customer, their "customer type" or "customer archetype" & how you contacted them
2. Key learnings from this customer: What did you expect to hear from them (hypothesis)? What did you actually hear from them? What does it mean?
3. Enough detail to allow the instructor and TA to judge whether what you learned makes sense

You may replace one individual interview with a survey during each assignment.

## **Mentor Selection, Feedback Reports, and Evaluation (Team Assignment)**

Each team must find a mentor who has industry related experience to help coach and guide their course projects. Mentors may be UMD faculty/staff, but are not limited to individuals with campus affiliation. Mentors **may not** be EIP program staff or guest lecturers (e.g. Howard Pedolsky). All mentors must be approved by the instructor. Teams are expected to check in with their mentors regularly throughout the semester and incorporate their feedback into each deliverable. Regular communication may be through email/phone/skype/in-person meetings, but you must meet with your mentor in-person at least once during the semester. Mentors will provide a final evaluation of your business plan as well as your progress throughout the semester, which will be incorporated into your overall final grade for the course. Each team must provide the following information related to their mentor(s):

- Name, Title
- Business/Organization
- Contact Information (phone number, email address)

- 1-Page Mentor Feedback Report for **every course project deliverable indicated (5% of each deliverable)**

### **Business Overview Summary (Team Assignment)**

Please submit a 1-page business summary of your business idea.

### **Business Overview Presentation (Team Assignment)**

Each team will deliver a 4-minute presentation on their idea for a for-profit business designed to have positive social impact. Each team should conduct and document at least **5 first person customer interviews** (field or Skype/phone) prior to the submission of the assignment. Interviews notes should be typed up and attached as an appendix to the assignment.

### **Customer Market Analysis (Team Assignment)**

Complete a comprehensive analysis of your target market (**2 pages**). Define your market in terms of various characteristics, demographic, and psychographic features, which should include factors such as gender, age, place of residence, income, lifestyle, and market size (total available, addressable, and target market segment). Include information on the number of times you would expect each member of your target market to purchase your product or service. You should also address your target market's purchasing history and how various socioeconomic and other trends may affect their purchasing behavior. Be sure to cite resources for the information you gather. Each team should conduct and document at least **5 first person customer interviews** (field or Skype/phone) prior to the submission of the assignment. Interviews notes should be typed up and attached as an appendix to the assignment.

### **Business Model Presentation (Team Assignment)**

Each team will deliver a 4-minute presentation on their business model that covers your business offering, value proposition, competitive strategy, marketing mix, revenue model, organization, core operations and distribution plan to be presented in class.

### **Business Model Write-up (Team Assignment)**

In 2 pages, describe the business model of your enterprise, including your business offering, value proposition, competitive strategy, marketing mix, revenue model, organization, core operations and distribution plan. Each team should conduct and document at least **5 first person customer interviews** (field or Skype/phone) prior to the submission of the assignment. Interviews notes should be typed up and attached as an appendix to the assignment.

## **Prototype and/or Minimum Viable Product Presentation (Team Assignment)**

Each team will create a Prototype (physical object, web/app mockup, and/or video of process/service) or MVP and deliver a 4-minute presentation and demonstration. Each team should conduct and document at least 5 first person customer interviews (field or Skype/phone) soliciting feedback on your prototype/MVP prior to the submission of the assignment. Interviews notes should be typed up and attached as an appendix to the assignment.

## **Financial Model (Team Assignment)**

Using a spreadsheet to be provided, numerically detail how your business will make a profit, taking into account all sources of revenue, costs, expenses and capital expenditures. Project your financials 5 years into the future. Key assumptions and milestones for your projections should be explained.

-

## **Social Impact Model & Analysis (Team Assignment)**

In 2 pages, describe the social impact model your enterprise, including a clear statement of your social value proposition, the top three indicators of social impact assessment, and an understandable, consistent use of SROI (Social Return on Investment) and other frameworks to monetize social return on investment for your venture. There are three main components to the Social Impact Assessment section:

1. **DEFINE:** A definition of the social value proposition that is core to their venture's desired social outcomes. Teams must articulate the relationships between actions and intended results (cause and effect) using the Theory of Change and Social Impact Value Chain tools.
2. **QUANTIFY:** Quantification of social value by listing top three leading social indicators. Teams must articulate the three most important measurable social indicators that they believe will most strongly correlate with their desired social outcomes and that can be tracked as part of their normal business operations.
3. **MONETIZE:** Explain social value in monetary terms. Teams must monetize the value of the social impact their venture aims to create over the next 5 years, using tools like SROI analysis (Social Return on Investment).

## **Refined Business Concept Statement Write-up & Presentation (Team Assignment)**

Teams will develop a concept statement table based on the format in Ch. 8 of *The Social Entrepreneur's Playbook* and present a 4-minute presentation of their concept statement in class. This should incorporate and reflect the learning and feedback throughout the course.

## **Final Presentation (Team Assignment)**

All teams will present their final projects during the EIP Capstone Symposium on Monday, May 9 to a panel of distinguished guest judges. The EIP Capstone Symposium is a one-day business competition and showcase for EIP students to present their projects and receive expert feedback. Each team will have 4 minutes to present, followed by 2 minutes of questions.

### **Final Business Plan (Team Assignment)**

Incorporating feedback you have received throughout the semester, submit a 10-page comprehensive business plan that includes your mission statement, target market analysis, business model, social impact assessment, and financial plan. Teams should also include all interviews conducted throughout the course in their appendix. Plan should include your mission statement and follow the format for the Citrin Impact Seed fund found at [http://www.mtech.umd.edu/funding/impact\\_preseed/apply.html](http://www.mtech.umd.edu/funding/impact_preseed/apply.html) ([http://www.mtech.umd.edu/funding/impact\\_preseed/apply.html](http://www.mtech.umd.edu/funding/impact_preseed/apply.html))

### **Extra Credit: Do Good Challenge Participation**

HEIP241 teams may compete with their assignments in the campus-wide Do Good Challenge to receive extra credit. This 8-week project is meant to give students a practical experience leveraging their creativity, innovation and hard-work using social media and other resources for social impact. The challenge awards over \$20,000 of total prize money and gives students a chance to get their organization's name in front of a panel of high-profile judges and hundreds of supporters and professionals at the Finals. The Challenge will be evaluated according to 3 main criteria: Impact, Leverage, and Creativity. Impact will assess both the scope and the depth of the project. More information about the challenge can be found at <http://publicpolicy.umd.edu/dogood-institute/programs/do-good-challenge> (<http://publicpolicy.umd.edu/dogood-institute/programs/do-good-challenge>).

The deliverable requirements for the course extra credit are shown below. All documents should be submitted to ELMS in addition to submissions to the Do Good Challenge.

<b>Do Good Challenge Extra Credit Opportunity</b>	<b>Extra Credit</b>	<b>Due Date</b>
Do Good Challenge Draft Proposal*	1%	March 1
Do Good Challenge Registration	1%	March 15
Do Good Challenge Final Report (Application)	1%	April 8

Do Good Challenge Semi-Finalist Presentation	1%	April 13
Do Good Challenge Showcase Presentation or Do Good Challenge Finalist Presentation	1%	May 1

\*Draft document only submitted on ELMS

More details on the requirements for these deliverables will be available on ELMS

-

**Assignment Guidelines:**

- Written assignments should be 12 pt. font, Times New Roman, single-spaced, with 1" margins.
- **All assignments should be uploaded to ELMS prior to the start of class on the due date.**
- **All assignments (with the exception of the final presentation) should be submitted in hardcopy at the beginning of class on the due date.** If you will not be in class on the due date, your assignment must still arrive by the time and date it is due.
- For group assignments, only one submission is required per group (please be sure that the names of every group member are included on each submission)
- You may turn in assignments prior to their due date.
- Assignments not submitted by the assigned deadline will not be accepted.

-

**Attendance and Participation Policy:**

You are expected to come to class prepared, and play an active role in the discussions and activities that take place. University policy excuses the absences of students for illness (self or dependent), religious observances, participation in University activities at the request of University authorities, and compelling circumstances beyond the student's control. Students must request to be excused in writing and supply appropriate documentation, e.g., medical documentation. Students with written, excused absences are entitled to a makeup exam at a time mutually convenient for the instructor and student. For inclement weather, the course will adhere to the University schedule. Official closures and delays are announced on the campus website and snow phone line (301-405-SNOW) as well as local radio and TV stations.

The University of Maryland policy on religious observance states that students should not be penalized in any way for participation in religious observances and that, whenever feasible, they should be allowed to makeup academic assignments that are missed due to such absences. However, the student must personally hand the instructor a written notification of the projected absence within two weeks of the start of the semester. The request should not include travel time. It is the student's responsibility to inform the instructor of any intended absences for religious observances in advance and that prior notification is

especially important in connection with final examinations, since failure to reschedule a final examination before the conclusion of the final examination period may result in loss of credits during the semester.

### **Academic Integrity:**

The University is one of a small number of universities with a student-administered Honor Code and an Honor Pledge. The Code prohibits students from cheating on exams, plagiarizing papers, submitting the same paper for credit in two courses without authorization, buying papers, submitting fraudulent documents, and forging signatures. Compliance with the code is administered by the Student Honor Council, which strives to promote a “community of trust” on the College Park campus. Allegations of academic dishonesty should be reported directly to the Honor Council (314-8450) by any member of the campus community. For additional information, consult the Office of Student Conduct website. For a description of the University’s definition of academic dishonesty and answers to frequently asked questions about the Code of Academic Integrity, consult the Student Honor Council’s website.

### **Accommodations for Students with Disabilities:**

The University will provide appropriate accommodations for students with documented disabilities. In order to ascertain what accommodations may need to be provided, students with disabilities must inform faculty of their needs at the beginning of the semester.

### **Schedule (subject to change): See Modules Page**

## Course Summary:

Date	Details	
Wed Jul 6, 2016	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559829">Extra Credit- Do Good Challenge Impact Night Attendance &amp; Reflection</a> ( <a href="https://umd.instructure.com/courses/1239252/assignments/4559829">https://umd.instructure.com/courses/1239252/assignments/4559829</a> )	due by 11:59pm
Sun Jan 28, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559837">Upload: 2030 Resume DUE 1/28</a> ( <a href="https://umd.instructure.com/courses/1239252/assignments/4559837">https://umd.instructure.com/courses/1239252/assignments/4559837</a> )	due by 11:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559844">Upload: Resume DUE 1/28</a> ( <a href="https://umd.instructure.com/courses/1239252/assignments/4559844">https://umd.instructure.com/courses/1239252/assignments/4559844</a> )	due by 11:59pm

Date	Details	
Mon Feb 5, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559818">Assignment DUE 2/5: Mentor Selection and Team Business Idea Summary</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559818"> (https://umd.instructure.com/courses/1239252/assignments/4559818)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559818">Assignment DUE 2/5: Mentor Selection and Team Business Idea Summary</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559818"> (https://umd.instructure.com/courses/1239252/assignments/4559818)</a> (HEIP241-0101)	due by 4:59pm
Wed Feb 7, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559819">Assignment DUE 2/7: Business Overview Presentation- 5 INTERVIEWS REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559819"> (https://umd.instructure.com/courses/1239252/assignments/4559819)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4597119">Assignment DUE 2/7: Mentor Selection</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4597119"> (https://umd.instructure.com/courses/1239252/assignments/4597119)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559819">Assignment DUE 2/7: Business Overview Presentation- 5 INTERVIEWS REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559819"> (https://umd.instructure.com/courses/1239252/assignments/4559819)</a> (HEIP241-0101)	due by 4:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4597119">Assignment DUE 2/7: Mentor Selection</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4597119"> (https://umd.instructure.com/courses/1239252/assignments/4597119)</a> (HEIP241-0101)	due by 4:59pm
Mon Feb 19, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559817">Assignment DUE 2/19: Begging for Change Reflection Paper 1</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559817"> (https://umd.instructure.com/courses/1239252/assignments/4559817)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559817">Assignment DUE 2/19: Begging for Change Reflection Paper 1</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559817"> (https://umd.instructure.com/courses/1239252/assignments/4559817)</a> (HEIP241-0101)	due by 4:59pm
Wed Feb 21, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559826">Assignment DUE 2/21: Customer Market Analysis- 5 INTERVIEWS AND MENTOR WRITE UP REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559826"> (https://umd.instructure.com/courses/1239252/assignments/4559826)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559826">Assignment DUE 2/21: Customer Market Analysis- 5 INTERVIEWS AND MENTOR WRITE UP REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559826"> (https://umd.instructure.com/courses/1239252/assignments/4559826)</a> (HEIP241-0101)	due by 4:59pm
Wed Feb 28, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559821">Assignment DUE 2/28: Business Model Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559821"> (https://umd.instructure.com/courses/1239252/assignments/4559821)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559821">Assignment DUE 2/28: Business Model Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559821"> (https://umd.instructure.com/courses/1239252/assignments/4559821)</a> (HEIP241-0101)	due by 4:59pm

Date	Details	
Thu Mar 1, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559816">Extra Credit DUE 3/1: Do Good Project Registration</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559816">(https://umd.instructure.com/courses/1239252/assignments/4559816)</a>	due by 11:59pm
Mon Mar 5, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559823">Assignment DUE 3/5: Business Model Write-up 5 INTERVIEWS AND MENTOR WRITE-UP REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559823">(https://umd.instructure.com/courses/1239252/assignments/4559823)</a> (HEIP241-0301)	due by 2:59pm
Mon Mar 5, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559843">Upload Interim Peer Evaluation DUE 3/5</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559843">(https://umd.instructure.com/courses/1239252/assignments/4559843)</a> (HEIP241-0301)	due by 2:59pm
Mon Mar 5, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559823">Assignment DUE 3/5: Business Model Write-up 5 INTERVIEWS AND MENTOR WRITE-UP REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559823">(https://umd.instructure.com/courses/1239252/assignments/4559823)</a> (HEIP241-0101)	due by 4:59pm
Mon Mar 5, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559843">Upload Interim Peer Evaluation DUE 3/5</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559843">(https://umd.instructure.com/courses/1239252/assignments/4559843)</a> (HEIP241-0101)	due by 4:59pm
Mon Mar 12, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559820">Assignment DUE 3/12: MVP/Prototype Presentation 5 INTERVIEWS REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559820">(https://umd.instructure.com/courses/1239252/assignments/4559820)</a> (HEIP241-0301)	due by 2:59pm
Mon Mar 12, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559820">Assignment DUE 3/12: MVP/Prototype Presentation 5 INTERVIEWS REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559820">(https://umd.instructure.com/courses/1239252/assignments/4559820)</a> (HEIP241-0101)	due by 4:59pm
Sun Mar 18, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4582587">Extra Credit DUE 3/18: Do Good Project First Draft</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4582587">(https://umd.instructure.com/courses/1239252/assignments/4582587)</a>	due by 11:59pm
Mon Mar 26, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4615412">Extra Credit: MVP Re-Submission</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4615412">(https://umd.instructure.com/courses/1239252/assignments/4615412)</a>	due by 11:59pm
Wed Mar 28, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559822">Assignment DUE 3/28: Financial Model</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559822">(https://umd.instructure.com/courses/1239252/assignments/4559822)</a> (HEIP241-0301)	due by 2:59pm
Wed Mar 28, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559822">Assignment DUE 3/28: Financial Model</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559822">(https://umd.instructure.com/courses/1239252/assignments/4559822)</a> (HEIP241-0101)	due by 4:59pm

Date	Details	
Wed Apr 4, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559825">Assignment DUE 4/4: Social Impact Analysis Write-up- 5 INTERVIEWS REQUIRED; MENTOR WRITE-UP REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559825">(https://umd.instructure.com/courses/1239252/assignments/4559825)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559825">Assignment DUE 4/4: Social Impact Analysis Write-up- 5 INTERVIEWS REQUIRED; MENTOR WRITE-UP REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559825">(https://umd.instructure.com/courses/1239252/assignments/4559825)</a> (HEIP241-0101)	due by 4:59pm
Mon Apr 9, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4563926">Extra Credit - Do Good Challenge Submission NOW April 8 (was 4/2)</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4563926">(https://umd.instructure.com/courses/1239252/assignments/4563926)</a>	due by 11:59pm
Wed Apr 11, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4563907">Assignment DUE 4/11: Concept Statement Write-up &amp; Presentation - 5 INTERVIEWS REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4563907">(https://umd.instructure.com/courses/1239252/assignments/4563907)</a> (HEIP241-0101)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4563907">Assignment DUE 4/11: Concept Statement Write-up &amp; Presentation - 5 INTERVIEWS REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4563907">(https://umd.instructure.com/courses/1239252/assignments/4563907)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4563907">Assignment DUE 4/11: Concept Statement Write-up &amp; Presentation - 5 INTERVIEWS REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4563907">(https://umd.instructure.com/courses/1239252/assignments/4563907)</a> (HEIP241-0101,0301: EIP Capstone: Creating Enterprise with Social Impact-Spring 2018 jaysmith)	due by 4:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559836">Terp Tank 2018 Team Program Information</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559836">(https://umd.instructure.com/courses/1239252/assignments/4559836)</a>	due by 11:59pm
Wed Apr 18, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559824">Assignment DUE 4/18: Begging For Change Reflection Paper 2</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559824">(https://umd.instructure.com/courses/1239252/assignments/4559824)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559824">Assignment DUE 4/18: Begging For Change Reflection Paper 2</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559824">(https://umd.instructure.com/courses/1239252/assignments/4559824)</a> (HEIP241-0101)	due by 4:59pm

Date	Details	
Wed Apr 25, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559834">Script- Rough Draft of Final Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559834">(https://umd.instructure.com/courses/1239252/assignments/4559834)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559838">Upload 4/25: Rough Draft of Final Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559838">(https://umd.instructure.com/courses/1239252/assignments/4559838)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559834">Script- Rough Draft of Final Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559834">(https://umd.instructure.com/courses/1239252/assignments/4559834)</a> (HEIP241-0101)	due by 4:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559838">Upload 4/25: Rough Draft of Final Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559838">(https://umd.instructure.com/courses/1239252/assignments/4559838)</a> (HEIP241-0101)	due by 4:59pm
Wed May 2, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559839">Upload 5/2: Revised Draft of Final Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559839">(https://umd.instructure.com/courses/1239252/assignments/4559839)</a> (HEIP241-0301)	due by 2:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559839">Upload 5/2: Revised Draft of Final Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559839">(https://umd.instructure.com/courses/1239252/assignments/4559839)</a> (HEIP241-0101)	due by 4:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4624261">Extra Credit: Attend Do Good Challenge Finals on 5/1</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4624261">(https://umd.instructure.com/courses/1239252/assignments/4624261)</a>	due by 11:59pm
Thu May 3, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559835">Team Leader Award Nomination</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559835">(https://umd.instructure.com/courses/1239252/assignments/4559835)</a>	due by 11:59pm
Mon May 7, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4635064">Upload 5/7: Revised Draft of Final Presentation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4635064">(https://umd.instructure.com/courses/1239252/assignments/4635064)</a>	due by 4:59pm
Tue May 8, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559842">Upload Final Presentation DUE 5/8 at 11:00am</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559842">(https://umd.instructure.com/courses/1239252/assignments/4559842)</a>	due by 10:59am
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559828">Extra Credit- Advanced Validation</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559828">(https://umd.instructure.com/courses/1239252/assignments/4559828)</a>	due by 11:59pm
Mon May 14, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559840">Upload Final Business Plan DUE 5/14 - 5 INTERVIEWS REQUIRED</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559840">(https://umd.instructure.com/courses/1239252/assignments/4559840)</a>	due by 11:59pm
Tue May 15, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559831">Mentor Final Evaluation ***NOW DUE 5/17</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559831">(https://umd.instructure.com/courses/1239252/assignments/4559831)</a>	due by 11:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559841">Upload Final Peer Evaluation DUE 5/15</a> <a href="https://umd.instructure.com/courses/1239252/assignments/4559841">(https://umd.instructure.com/courses/1239252/assignments/4559841)</a>	due by 11:59pm

Date	Details
Fri May 18, 2018	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559832">Required: EIP Program Satisfaction Survey</a> ( <a href="https://umd.instructure.com/courses/1239252/assignments/4559832">https://umd.instructure.com/courses/1239252/assignments/4559832</a> ) due by 11:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559833">Required: Entrepreneurial Mindset Survey (100 Question Survey) - To be completed in Class 5/9</a> ( <a href="https://umd.instructure.com/courses/1239252/assignments/4559833">https://umd.instructure.com/courses/1239252/assignments/4559833</a> ) due by 11:59pm
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559827">Course Evaluation</a> ( <a href="https://umd.instructure.com/courses/1239252/assignments/4559827">https://umd.instructure.com/courses/1239252/assignments/4559827</a> )
	 <a href="https://umd.instructure.com/courses/1239252/assignments/4559830">Final Participation</a> ( <a href="https://umd.instructure.com/courses/1239252/assignments/4559830">https://umd.instructure.com/courses/1239252/assignments/4559830</a> )