

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 EMKF

Strongly against EB certification, role
standardization, and tribalism

DESCRIPTION

CURRICULUM / DESCRIPTION

NAME

Job Description

TRAINING PROGRAM

M. EB Program

TEAM MEMBER NAMES

6 HEATH

6 DEE DEE

6 ANIKA

6 CAROLINE

6 LYDIA

6

6

6

6

Deliverable Name:

Mission Title:

Ecosystem builder
job description
training syllabus

M5 T23
Table: 23

Description

what are you delivering today?

Job Description
Training Syllabus

Application

how does it work? how will it be used?

modular professional dev^{mt} 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

who is working on this? include contact info and any future plans or commitments

Anika Horn
- horn.social.ventures@gmail.com

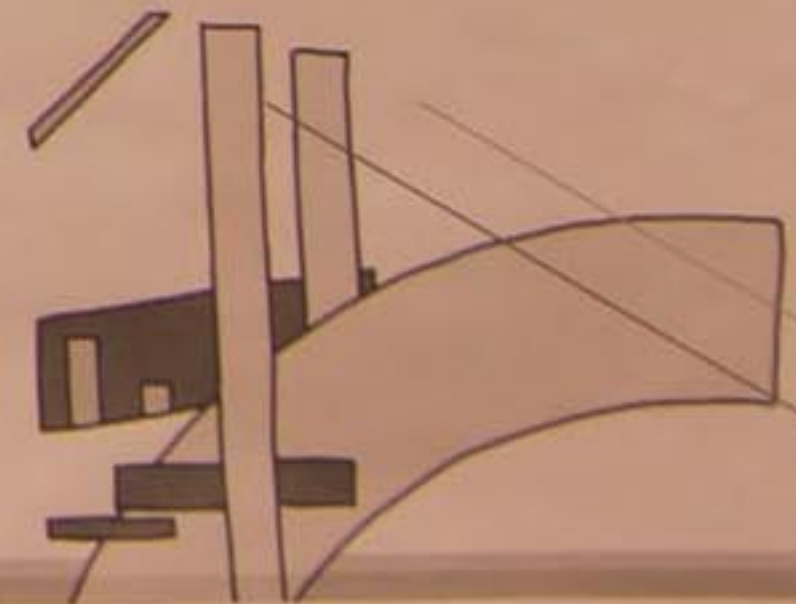
Partners & Resources

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?



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~~ STARTUP LIFECYCLE ~~&~~
 - PREFERENCE FOR DIRECT EXPERIENCE
- MARKETING
- TRIAGE & MATCH RESOURCES APPROPRIATELY ~~BASED ON~~
- MEASURE THE HEALTH OF YOUR ECOSYSTEM
 - ↳ REPORT ON

TO APPLY

- SUBMIT RESUME, COVER LETTER,
- 3 REFERENCES FROM KEY STAKEHOLDERS IN YOUR INNOVATION COMMUNITY

SKILL

NETWORKING
Relationship Management

CUSTOMER VALIDATION/
CUSTOMER ~~BASE~~ EDUCATION

TRANSLATING
B/W GROUPS

PRESENTING
DATA + INFO
STORYTELLING

STARTUP
LIFECYCLE
KNOWLEDGE

COMMUNITY
BUILDING

CONSENSUS
(or at least coalition)
BUILDING

collaborative

hyper local
understanding
of culture

resource
access

metrics/perfor-
mance ass^{mt}

functional
in
uncertainty

Manage diff^{nt}
characters
→ Diplomat
→ Translator
→ Negotiator

authenticity /
genuine buy-in
into the comm^{ty}

put entrepreneurs
first

servant
leadership
self-critical
Is this the best thing
for my comm^{ty}?
Would I fire myself?

Inclusive
mindset
engage all
stakeholders who
want to contri-
bute

tenacity

Trust
Building

C

Story
help

ECOS
EVA

MAF

hum
de

Story-
telling

DESIGN
THINKING

T 23 MS
RANDOM posits
2-2

ECOSYSTEM
EVALUATION

VENTURE
DEALS

MARKETING

Venture
deals

human-centered
design/
empathy

IP's IT

Industry
Knowledge
in pattern
recognition
(case studies?)

23 RANDOM
POST-ITS

Venture
Finance

Experiential
Entrepreneur
Project

Network
Mapping

Influencer
Fed / Resonance /
Policy / Planning

Big data /
Network
Value

Industry /
University
Approach /
Sponsored
Research

Stages of
Entrepreneurship

Public
Speaking

Presentation
Skills
Coaching

systems
thinking

Professional
Presence
Coaching

Negotiating

Biz
DEV
Billionaire