



# Entrepreneurship Track

In partnership with the Ain Center for Entrepreneurship these workshops are recommended to provide the resources important to students who currently are or want to engage in business leadership. If you plan to *Level Up Your Leadership*, you can use these workshops to complete the requirements for levels one, two, and three of the Medallion Program.



**Level One Requirements:** Complete the Opening Session and one additional program from each of the five domains listed below.

## Opening Session

- Understanding Leadership ★

## Knowledge Acquisition

- Money Matters: Funding Your Start-Up (required)

## Intrapersonal Development

- Preparing for Failure: What to Do When Things Don't Work
- Leadership Styles
- Values

## Cognitive Complexity

- Startup Storytelling: Become a Master of Pitching
- Finding Success Through Delegation and Accountability
- Introduction to Decision Making

## Practical Competence

- The Genius of a Business Plan: Be Different and Be Better (required)
- The Voice of a Customer: Shut Up and Listen (recommended)

## Civic Engagement

- Toward a More Perfect Union: Social Responsibility and Justice
- Transformational Partnerships
- Ethical Decision Making and Leadership

★ = a session you can specifically request for your organization. Search for "Request a Medallion Program" form on CCC.



**Level Two Requirements:** Complete the Introductory Session and five additional workshops from the Interpersonal Competence Domain.

## Opening Session (required)

- The Practices of Leadership ★

## Entrepreneurship Track-Specific (required)

- Opposites Attract: Turning a Group of Strangers into a Team

## Interpersonal Competence (Pick 4)

- Advanced Goal Setting: Keep Calm and Get Stuff Done
- Supervising Your Peers: Part II
- Strategic Planning
- Conflict 101: Harnessing the Power of Ideas
- Creating an Inclusive Community



One option for fulfilling Level Three of the Medallion Program is to complete a specialized project that focuses on leadership in a particular area. This project can be created within the Ain Center for Entrepreneurship. You should contact

Matt Spielmann ([matthew.spielmann@rochester.edu](mailto:matthew.spielmann@rochester.edu)) to discuss the idea for your potential project. Possible projects include:

- Make progress on an entrepreneurial venture or project (such as: preparing for a business plan competition, performing 20+ customer discovery interviews, or iterating your Business Model Canvas).
- Develop and deliver a co-curricular program to support entrepreneurial students for the Ain Center.
- Design a new Medallion Program workshop to support entrepreneurial students.

## Medallion Leadership Society

A group of students dedicated to leadership. The society educates their peers to realize their leadership potential and become engaged members of the campus and surrounding communities, in an effort to achieve positive social change. Members in the society will participate in committees, have opportunities to meet with deans, and plan leadership programs for the Office of the Dean of Students (ODOS).

**For more information about the Medallion Program visit**  
[rochester.edu/college/medallion](http://rochester.edu/college/medallion)



**ENTREPRENEUR**  
Ain Center for Entrepreneurship