

Summer 2018 Class Proposal
Brainstorming to Bankrolling 2 (Title Negotiable)

Instructor: Charles Becker
Office: 380J Melcher Hall (Also Negotiable)

Prerequisites:
Brainstorming to Bankrolling

Required Texts and Readings:

- *Principles* by Ray Dalio
- *Never Eat Alone* by Keith Ferrazzi

Objective:

- Give students an opportunity to learn to develop and implement projects that are both beneficial for their employer and in line with their personal values and aspirations.
 - The first part of this will involve reading current literature on goal-setting, systems thinking, and networking, namely the middle and latter part of *Principles* by Ray Dalio and *Never Eat Alone* by Keith Ferrazzi.
 - After reading *Principles*, the students will outline their values (insofar as they apply to their professional context), and learn to use those to set big, audacious goals.
 - The students will be charged with setting at least one goal in line with the predetermined existential needs of the SURE™ Program.
 - After reading *Never Eat Alone*, the students will be assigned to make a Relationship Action Plan that fits their goal.
 - The second and longer part of the course will involve the student executing on their professional goal and Relationship Action Plan. The students will meet twice per week to update the class on progress and workshop potential problems.
 - The second-to-last class will be a presentation of the deliverable agreed upon for their first project.
 - The last class will be implementation of their projects.

Key Skills Developed

- Critical Thinking
- Textual Analysis
- Networking
- Project Management

Grade:

- 20% Professional Goals Plan—*Using the outline created in Principles by Ray Dalio, create a set of professional goals, diagnose problems, and set benchmarks. One of the professional goals should involve existential needs of the SURE Program.*
- 20% Relationship Action Plan—*Using the outline created by Keith Ferrazzi, create a relationship action plan that mirrors your Professional Goal outlined by the SURE Program.*

- 10% Attendance/Feedback—*Does the student come to every class and do they give the other students valuable feedback?*
- 50% Final Project—*The final project outlined as the professional goal in the Professional Goals Plan.*

Both undergraduates and graduates are eligible.

It will meet in Summer 2.

Meeting time TBA.