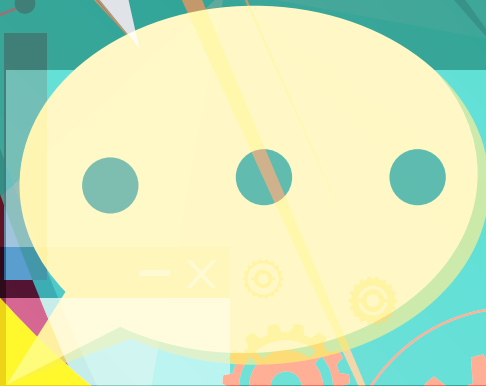
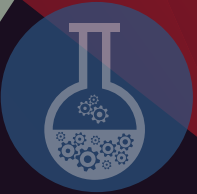


# Think AGAIN

FALL 2019



**RICHMOND**  
School of Professional  
& Continuing Studies™

COLLEGE AND CAREER READINESS AND CAREER ENHANCEMENT



# “Think Again” is an Invitation

It’s been a while since we focused on the title of this publication, *Think Again*. As the School of Professional & Continuing Studies continues to live into the strategic plans of the school and the University of Richmond, the scope of offerings in this publication has shifted to focus more directly on college readiness and career enhancement.

We’re eager to fulfill the lifelong learning aspirations in the Richmond area. We’re seeing those aspirations respond to a tightening job market increasingly focused on craft and automation. Richmond’s learners of all ages, from secondary students to late retirees, increasingly recognize the need to add to and improve their skills. The terms **upskill** and **reskill** are emerging to describe these learning needs.

We’re responding to these upskilling and reskilling needs by asking you to *Think Again* about the knowledge and skills you’ll need for the jobs of today and tomorrow. Then see how our professional education offerings seek to address those needs. Maybe you need to focus on mindfulness by expressing artistic creativity. Or maybe you need to take a crash course in Spanish to communicate better with your co-workers. Or maybe it’s time to get serious about cybersecurity to protect the digital assets of your business.

This brochure is less about the programs and courses we’re offering and more about the stories of those who’ve benefitted from upskilling and reskilling. While you’ll still see a list of upcoming classes in the insert, you’ll also find that *Think Again* has been a theme for us, too. We’ve taken the opportunity to rethink this publication to tell the story of Richmond’s vibrant labor market and how the School of Professional & Continuing Studies is meeting the needs of that market.

Take a few minutes to *Think Again* about the direction your career is taking, and get in touch with us to let us know how we can help you take the next step and prepare yourself for the future.

## Fall 2019 CLASS LISTING

LOOK INSIDE this issue for a 4-page insert of the monthly schedule of classes.

## BEER BREWER PROFESSIONAL CERTIFICATE PROGRAM Expands to Roanoke in Partnership with Virginia Tech



The Roanoke-area Beer Brewer Professional Certificate expands the existing program through a collaboration between the Virginia Tech Center for Organizational and Technological Advancement and the University of Richmond School of Professional and Continuing Studies. The program guides students through the craft brewing business, including selecting high-quality ingredients, brewing, packaging and distributing. The program also highlights local, sustainable practices by partnering with Virginia suppliers, breweries and distributors.

“When students complete the program, they are prepared to enter the craft brewing industry in a variety of roles,” said Robyn Smyth, program manager at Virginia Tech. “The goal is to give them the skills to make them more marketable or to open opportunities for advancement.”

The Beer Brewer Professional Certificate is approved by the U.S. Department of Labor and Industry as related technical instruction for the registered apprenticeship program. A registered apprentice who successfully completes the program receives a journeyworker’s completion certificate – a national credential recognized in all 50 states and in some cases, internationally. The joint program is also part of the Brewers Association Beverage Educator Summit and Roundtable, an Brewers Association initiative to preserve, protect and promote small and independent craft breweries.

The collaboration with University of Richmond, which began offering a Beer Brewer Professional Certificate in 2016, provides Virginia Tech with instructional expertise while adding to Virginia Tech’s brewer education options.

“Virginia Tech’s statewide footprint helps the University of Richmond expand our certificate program,” said Bobby Faithful, program specialist with the University of Richmond. “We hope to help sustain the brewing economy and stimulate the growth of brewing in Virginia.”

The program, which costs \$2,499, will begin Nov. 12. Classes will be held at the Virginia Tech Roanoke Center and partner breweries. Plans call for the program to expand to the National Capital Region in 2020. For more information, contact program specialist Bobby Faithful at [bfaithfu@richmond.edu](mailto:bfaithfu@richmond.edu).

**Application Deadlines**  
**Richmond**  
Fall 2019  
September 9

**Virginia Tech**  
Fall 2019  
October 1

[spcs.richmond.edu/brewer](http://spcs.richmond.edu/brewer)



## UR CODING BOOT CAMP HELPED A GAS MECHANIC Go from Just Paying His Bills to Building His Future

By all accounts, Patrick Lehmann had a good job as a natural gas mechanic in the Virginia area. His job paid the bills—but that was about it.

“My typical day as a gas contractor was pretty much blue-collar stuff. I worked rough, 14-hour days, and on top of that, it usually took me an hour to get home from work every day,” Patrick said.

The tough manual labor and brutal schedule prevented Lehman from taking care of himself: “I didn’t have time to eat healthy or go to the gym,” Patrick said.

After five years, he knew he needed a change, but he had doubts and questions about actually making the transition.

When Patrick discovered the University of Richmond Coding Boot Camp, a partnership between SPCS and Trilogy Education Services, he realized that boot camps are open to anyone, regardless of background or experience.

Patrick immediately took to the hands-on approach of the full-stack web development program. He even credits the challenging coursework with reigniting his creative energy.

“The instructors made coming to class fun. I actually looked forward to completing each assignment,” Patrick said.

Patrick’s life transformed almost overnight. Instead of working on the same old problems day in and day out, every day in the boot camp brought new challenges to solve.

“Our main focus was learning how to break large problems into smaller, solvable ones,” Patrick said, “That’s a huge part of why this kind of course works.”

This approach gave Patrick the confidence he needed to tackle more advanced challenges.

“After I learned the fundamentals, I found myself getting heavily into JavaScript and working on the back end, which set me up for my current position as a software developer,” Patrick said.

His TAs and instructors, who had actual experience as developers, gave Patrick invaluable advice about the job search.

“They were always saying things like, ‘In the job market, X is important.’ That was a big deal for me because I was 100 percent focused [...] on getting a coding job,” Patrick said.

Just a few months after graduation, Patrick landed a software developer position at Homes.com, one of the country’s largest online real estate platforms—largely thanks to his new back-end development skills. In fact, many of the specific programs Patrick uses in his daily work are systems he learned in class.

“We learned Node.js in the boot camp, which is the system I work on today. So that was an easy transition that let me plug into the company in a meaningful way right off the bat,” Patrick said.

While Patrick loves the challenges of his new career, it’s the changes to other parts of his life that really matter.

“My overall quality of life has gotten significantly better since starting with Homes.com. They really value work/life balance, which I’m extremely grateful for. Now I’m able to cook my own meals and go to the gym regularly. They even have a wellness program which encourages these behaviors,” Patrick said. “Plus, I can walk to work every day. No more long commutes!”

### **Boot Camps**

**Coding Boot Camp**  
[spcs.richmond.edu/  
codingbootcamp](https://spcs.richmond.edu/codingbootcamp)

**Data Analytics Boot Camp**  
[spcs.richmond.edu/  
databootcamp](https://spcs.richmond.edu/databootcamp)

**Cybersecurity Boot Camp**  
[spcs.richmond.edu/  
cyberbootcamp](https://spcs.richmond.edu/cyberbootcamp)





# SPCS CONNECTS ITS COMMUNITY

## Through Language Classes

With direction from **Senior Program Manager Mary Catherine Raymond, C'17, SPCS** has been providing language instruction to community members, international *au pairs* with local Richmond families and, most recently, undergraduate students.

One language enrichment program designed for *au pairs*, **UR Au Pair**, satisfies annual state department education requirements while keeping both *au pair* and host family schedules and finances in mind. *Au pairs* can earn their educational credits during weekend immersion programs by watching, discussing and creating art informed by classic American films or visiting Richmond's historical landmarks.

The weekend immersion programs, offered on a variety of dates and times, enable traveling *au pairs* to participate as well. One *au pair* flew in from Minnesota to take a weekend Art and Film Exploration course.

Not only was she able to advance her English skills and earn education credit hours, the course served as an opportunity for professional development because she was also an artist. Another *au pair*, **Marília Munhoz** from Brazil, takes advantage of the professional development advantages of UR Au Pair as well; she added public relations and public speaking skills she acquired to her résumé.

Since many *au pairs* enter into the tourism industry after their time abroad, Raymond has added a hospitality certificate program so *au pairs* can satisfy education requirements and develop professional skills at the same time.



Raymond, whom Munhoz met through UR Au Pair, offered her the unique opportunity to teach a Portuguese language class to Osher Institute members.

Even though Richmond has a large Brazilian community, Portuguese is not a commonly taught language. Munhoz was excited to incorporate her fresh, first-hand cultural experiences and everyday phrases missing from textbooks into her lessons.

While Munhoz connects the Osher Institute and international *au pair* communities, other language classes bridge the gap between undergraduate day students and non-traditional SPCS students.

After many undergraduates inquired about the School's American Sign Language (ASL) class and it rapidly gained popularity, a second section of ASL was offered last spring. Twelve undergraduates enrolled while an additional student enrolled in evening French.

Think Again language classes offer several benefits to undergraduates: they are tuition free and instructors have the freedom to zero in on grammar and pronunciation, while emphasizing graded assignments less; however, they still provide students preparing for opportunities such as study abroad with a traditional, lecture-based experience and on-campus convenience.

Raymond plans to integrate undergraduate students further into the SPCS community by organizing cultural excursions in Richmond for *au pairs* and international undergraduates. University of Richmond has a large international undergraduate population, and Raymond believes it is only intuitive to bridge the two groups: "As SPCS moves forward, it is a natural connection we can make across campus," she says.

SPCS not only caters to community members, but Osher subscribers, international *au pairs* and traditional undergraduate students as well. Raymond describes the school as a "melting pot [where] many different people connect in one classroom." The School is a place where these diverse students can interact and learn from each other.

### **Interested in a Partnership?**

If you'd like to explore a language partnership with the School of Professional & Continuing Studies, please contact Senior Program Manager Mary Catherine Raymond at [mraymond@richmond.edu](mailto:mraymond@richmond.edu) or (804) 289-8133.

## INSTITUTE ON PHILANTHROPY (IOP)

### Engages with Local Nonprofits

**Jess Burgess** is a sort of guardian angel within the Richmond dance community. She is both the artistic and executive director of **Dogtown Dance Theatre**, a nonprofit organization that provides local dancers with the resources they need to realize their artistic visions and professional aspirations.



Dogtown Dance Theatre offers classes, rehearsals, studio time, artistic and professional development workshops, no-cost performance opportunities and even monetary stipends for Richmond dancers and choreographers with their Artist Resource Program. In turn, the local artists enrich the community with their artistic contributions in affordable, accessible performances and cultivate Richmond's appreciation for the performing arts.

One of Dogtown Dance Theatre's primary goals is to provide Richmond, and more specifically, the theatre's neighborhood of Manchester, with more diverse and budget-friendly dance productions. Burgess was brought in to Dogtown Dance Theatre as Director to elevate the organization and expand its outreach, while the surrounding Manchester neighborhood itself grows and develops. Burgess was honored among Style Weekly's Women in the Arts 2018 for her contributions to both the dance and Richmond communities.

Burgess worked in many different dance organizations in Richmond before coming to Dogtown Dance Theatre. After graduating from James Madison University as a double major in dance and English/communications, she performed with the Z Mullins Dance Company, which is now known as Radar Dance. Burgess has taught and choreographed at several schools and universities across the state, including the University of Richmond. She also did marketing and public relations for the Richmond Ballet; she started at Dogtown Dance as a marketing manager in 2011, but took over the organization's leadership in 2015.

Burgess also founded RVA Dance Collective, which happens to be the resident company at Dogtown Dance Theatre, with partner Danica Kalemdaroglu. RVA Dance Collective operates on the philosophy that art should be collaborative and its dancers have worked with local photographers, visual artists, filmmakers, musicians and theatre artists.

The company's performances have been praised by the Richmond Times-Dispatch and Richmond Magazine, seen on stages in Richmond, D.C. and New York City and their contribution to the city has even been recognized by celebrated dancer, choreographer, and former Dance Magazine Editor Wendy Perron.

Burgess enrolled in IOP's Fund Development Institute at SPCS to ensure that her nonprofit could continue making a positive impact on the city and enriching Richmond culture. The intensive, 41-hour, week-long

institute helped Burgess develop a personalized fundraising plan for Dogtown Dance that accounted for the organization's specific strengths and needs. She was also able to cultivate the necessary connections and build a network of donors to sustain the theatre with outside funding.

Burgess left the program with a better understanding of the "art and science" behind fundraising, as well as the resources and contacts to keep Dogtown Dance Theatre a success story. She credits the institute with showing students the best practices and secrets of the industry: "IOP is really integral to making sure that nonprofits understand the smart way to do the work," she said.

To continue her learning, Jess has signed up for the Leadership Lab to gain new thought partners who will hold each other accountable for achieving goals in a small group setting.

### **Upcoming IOP Programs**

**Nonprofit Leadership Lab:**  
Starts September 10, 2019

**Planned Giving:**  
September 23-25, 2019

**Financial Management:**  
November 7-8, 2019

**Strategic Communications:**  
November 10-15, 2019

**Fund Development:**  
January 26-31, 2020

**NEW! Health Care Philanthropy:**  
February 19-21, 2020

**Grant Writing:** May 4-8, 2020

Visit [spcs.richmond.edu/iop](https://spcs.richmond.edu/iop)  
to register

# CYBERSECURITY IS A NECESSITY, Not a Nicety

Introduction to Cybersecurity, \$99

Cybersecurity Certificate, \$499

[richmond.mindedgeonline.com/  
partner/courses](http://richmond.mindedgeonline.com/partner/courses)

Cybersecurity Boot Camp

*Financing available  
through Climb Credit*

[spcs.richmond.edu/  
cyberbootcamp](http://spcs.richmond.edu/cyberbootcamp)

As the news is filled with stories about massive data breaches and electronic espionage, the importance of securing digital assets is crystal clear. Whether you're a business owner seeking to protect a small intranet or an IT professional responsible for enterprise security, keeping your proprietary content safe and your customer's private information secure are top priorities.

In response, we've partnered with leading providers to offer a range of cybersecurity education and training.

In partnership with **MindEdge**, a leader in online education founded by Harvard and MIT educators, we offer online cybersecurity training at the introductory and intermediate levels.

Our **Introduction to Cybersecurity** is a 5-hour online course that teaches fundamental concepts of information security in the cybersecurity field. This course covers basic vocabulary and then introduces concepts such as access controls, risk management, cyber attacks and digital forensics.

Our **Cybersecurity Certificate** is a 40-hour online program that addresses critical elements of information security and covers foundational information about key certifications for cybersecurity professionals. The certificate will help learners understand both technical and non-technical aspects of cybersecurity.

In partnership with **Trilogy Education Services**, a leader in classroom-based boot camp training, we offer an advanced boot camp in cybersecurity.

If you need to take your cybersecurity skills to the next level in order to reach your career goals, our 24-week UR **Cybersecurity Boot Camp** prepares graduates to enter or advance in the cybersecurity field, helping you attain proficiency in IT, networking and modern information security. The program includes career services to help you find the right job upon completion.



## SAT PREP INSTRUCTOR PROFILES

### Focusing on SAT Prep

Our S.T.E.P.S. to Success program offers test preparation workshops for students who are getting ready to take the SAT as part of the college application process. Based on feedback from our participants, SPCS offers incomparable value led by exceptional teachers.

**Amy Maxey** is beginning her fourth year of helping high school students succeed on the math section of the SAT at SPCS. She is a National Board Certified teacher with over 20 years of experience in education. Ms. Maxey graduated with a bachelor's degree in Math from Campbell University in North Carolina, and taught in Forsyth County in North Carolina for 19 years. She earned her Master of Secondary Education from Appalachian State University, and returned to her hometown of Richmond to teach at the Maggie L. Walker Governor's School for Government and International Studies where she teaches math and serves as a class sponsor.

When asked about her favorite aspect of being an SAT prep instructor, Ms. Maxey says she enjoys helping students throughout the community, "encouraging them to perform well on higher order problems on the SAT and showing them that they can succeed."

**Barbara Paterson** has been preparing students for the verbal section of the SAT and the essay portion since 2008, but she has been teaching English for over 40 years. Her undergraduate degree is from Cedar Crest College in Pennsylvania, where she majored in English and Fine Arts, with a secondary education minor. Ms. Paterson earned her Master of Liberal Arts from the University of Richmond and has taught in New Jersey, Henrico and Hanover Counties, and Randolph Macon College, where she also supervises student teachers. For 18 years, she worked at the University of Richmond's Summer Residential Governor's School



for Humanities and Visual and Performing Arts. For two years, Ms. Paterson lived in Florence, Italy, when her late husband (who taught in the music department at UR) performed with the Maggio Musicale Fiorentino as principal French horn. At that time, she was a feature writer for FLORENSCAPE Magazine.

Because the company that writes the SAT also writes the SOLs, PSATs, LSAT, and MCAT, Paterson contends that, "taking our SAT prep classes will give students the skills to master all standardized tests. In addition, doing the essay will make students' applications stand out."

SPCS also participates in community outreach programs offering test prep sessions in various programs throughout the city and surrounding areas.

**SAT Prep – Math & English Weekend Workshop:  
Saturday & Sunday, September 28-29**

**PSAT Prep – Afternoons, October 6 & 13**

**SAT Prep – Math & English Weekend Workshop:  
Saturday & Sunday, October 26-27**

**SAT Prep – Math & English Weekend Workshop:  
Saturday & Sunday, November 23-24**



Category	Title	Start	Fee	
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**SEPTEMBER**






**Arts & Design**

One-on-One Training: Adobe Photoshop, inDesign or Illustrator	September 1	\$249	
Interior Decorating Professional Certificate	September 17	\$1,999	
Art Exploration: Illustrate Coco Chanel	September 18	\$235	
Color Theory for Interiors	September 21	\$149	
Photography - It's All About Light!	September 25	\$270	
Art & Film Exploration: An American in Paris	September 27	\$295	

**College & Career Preparation**

The College Edge	September 15	\$395	
Academic Excellence	September 22	\$40	
S.T.E.P.S. to Success SAT Prep: Math and English Weekend Workshop	September 28	\$215	

**Communication & Writing**

LERN Business Writing	September 3	\$195	
LERN Certificate in Business Writing	September 3	\$495	
LERN Certificate in Designing Webinars	September 3	\$345	
LERN Certificate in Presentation Media	September 3	\$495	
LERN Certificate in Workplace Communication	September 3	\$595	






**eMarketing**

One-on-One Training: Adobe Photoshop, inDesign or Illustrator	September 1	\$249	
LERN Digital Marketing Certificate	September 3	\$495	
LERN Google Analytics	September 3	\$195	
LERN Inbound Marketing Certificate	September 3	\$495	
LERN Instagram for Business	September 3	\$195	
LERN Managing Social Media Platforms Certificate	September 3	\$495	
LERN Mastering Video Marketing Certificate	September 3	\$395	
LERN Podcasting	September 3	\$245	
LERN Social Media for Business Certificate	September 3	\$495	

**IOP**

Planned Giving - Understanding Planned Giving Vehicles	September 23	\$250	
Planned Giving Institute	September 23	\$1,650	
Planned Giving - Marketing	September 25	\$200	

**IT, GIS & Coding**

LERN Certificate in Basic Game Design	September 3	\$395	
LERN Certificate in Web Design	September 3	\$595	
LERN Coding Basics Certificate	September 3	\$595	
LERN WordPress Certificate	September 3	\$495	
LERN Introduction to 3D Printing	September 3	\$195	
GIS Fundamentals Certificate	September 4	\$999	

**Languages & Cultural Studies**

Spanish Level II	September 10	\$95	
American Sign Language I	September 17	\$75	
French Level I	September 17	\$65	



Category	Title	Start	Fee	
<b>Management &amp; Administration</b>				
	LERN Business Coaching Certificate	September 3	\$395	
	LERN Certificate in Customer Service	September 3	\$245	
	LERN Certificate in Leadership Development	September 3	\$395	
	LERN Certificate in Project Management	September 3	\$495	
	LERN Leading and Managing Virtual Teams Certificate	September 3	\$495	
	LERN Management Certificate	September 3	\$595	
	LERN Managing Social Change Certificate	September 3	\$495	
	LERN Productivity & Time Management Certificate	September 3	\$595	
	LERN Supervisory and Leadership Certificate	September 3	\$395	
	LERN Workplace Conflict Solutions Certificate	September 3	\$495	
	LERN Certificate in Mastering Excel	September 3	\$495	
	SHRM Learning System	September 18	\$1,450	

### Nonprofit Management

	Nonprofit Leadership Lab	September 10	\$525	
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### Personal Finance

	The Changing World of Retirement Planning	September 10	\$45	
	The Changing World of Retirement Planning	September 12	\$45	
	Making Sense Out of College Savings	September 29	\$10	

### Personal Wellness

	KORU Mindfulness	September 1	\$100	
	Introduction to Meditation & Mindfulness	September 24	\$125	

### Small & Home-Based Business

	LERN Certificate in Data Analysis	September 3	\$495	
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### Sustainability & Environment

	LERN LEED v4 Green Associate Exam Prep & Study Group	September 3	\$695	
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### Teaching & Instruction

	LERN Certificate in Online Teaching	September 3	\$495	
	LERN Certificate in Teaching Adults	September 3	\$295	
	LERN Certified Online Instructor Program (COI)	September 3	\$795	

## OCTOBER

### Arts & Design




	Watercolor Sweet Treats	October 28	\$235	
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### College & Career Preparation

	S.T.E.P.S. to Success PSAT Prep	October 6	\$75	
	Choosing a College	October 20	\$35	
	S.T.E.P.S. to Success SAT Prep: Math and English Weekend Workshop	October 26	\$215	
	Choosing a Career Path	October 27	\$60	

### Communication & Writing

	LERN Effective Copywriting	October 7	\$195	
	Public Speaking and Communication Weekend	October 11	\$295	
	Public Speaking Intensive Workshop	October 21	\$995	
	The Power of Storytelling in Business and Life	October 23	\$199	

Category	Title	Start	Fee	
<b>Languages &amp; Cultural Studies</b>				
	American Sign Language II	October 22	\$65	
	Spanish Level I	October 22	\$95	
	DNA & Your Genealogy - An Introduction	October 26	\$45	
<b>Management &amp; Administration</b>				
	LERN Beyond Raising Awareness: Strategy and Evaluation of Advocacy Efforts	October 7	\$195	
	LERN Strategic Project Management Skills for Human Resource Professionals	October 7	\$245	
<b>Personal Finance</b>				
	Investments & Financial Planning in a Changing World	October 8	\$45	
	Investments & Financial Planning in a Changing World	October 10	\$45	
<b>Personal Wellness</b>				
	Personal Fitness Trainer Certification	October 6	\$799	
	Meditation II: Advanced Mindfulness Techniques	October 29	\$110	
<b>Small &amp; Home-Based Business</b>				
	Executing Entrepreneurial Principles Seminar 1: Principles for Life, Decision Making, & Finding Business Opportunities	October 5	\$99	
	Executing Entrepreneurial Principles Seminar Series: Seminars 1-8	October 5	\$699	
	Executing Entrepreneurial Principles Seminar 2: The Business Plan	October 12	\$99	
	Executing Entrepreneurial Principles Seminar 3: How to use Financial Statements to help Manage a Company	October 19	\$99	
	Executing Entrepreneurial Principles Seminar 4: Principles for Legal Issues and Intellectual Property	October 26	\$99	

## NOVEMBER

<b>Arts &amp; Design</b>				
	The Nuts and Bolts of Interior Design	November 20	\$149	
<b>College &amp; Career Preparation</b>				
	Guest Service Gold Hospitality Training	November 3	\$95	
	S.T.E.P.S. to Success SAT Prep: Math and English Weekend Workshop	November 23	\$215	
<b>Communication &amp; Writing</b>				
	LERN Writing News and Press Releases	November 4	\$195	
<b>eMarketing</b>				
	Social Media Marketing	November 9	\$199	
<b>IOP</b>				
	Strategic Communications for Nonprofits Institute	November 10	\$1,650	
	Strategic Communication - Video Production	November 13	\$185	
	Strategic Communications - Persuasive Writing	November 13	\$185	
	Strategic Communications - Direct Marketing	November 13	\$185	
	Strategic Communications - Digital & Media Strategy	November 14	\$185	
	Strategic Communications - Social Media	November 14	\$185	



### Languages & Cultural Studies

English: Fundamentals of English for Speakers of Other Languages	November 4	\$150
French Level II	November 5	\$65
Maud Lewis Art & Film Exploration	November 8	\$295
Genealogy - Finding Your Ancestors Online	November 9	\$65
Spanish Conversation	November 26	\$95

### Nonprofit Management

Stewarding Your Financial Resources - Strategic Financial Management	November 7	\$350
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### Personal Finance

Social Security and Income Planning Strategies	November 12	\$15
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### Personal Wellness

LERN Stress Management	November 4	\$145	
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### Small & Home-Based Business

Executing Entrepreneurial Principles Seminar 5: Principles of Starting a Business	November 2	\$99
Executing Entrepreneurial Principles Seminar 6: Principles for Growing a Business	November 9	\$99
Executing Entrepreneurial Principles Seminar 7: Principles for Marketing and Promoting a Business	November 16	\$99
Executing Entrepreneurial Principles Seminar 8: Principles for Buying, Selling, or Passing on a Business	November 23	\$99

## DECEMBER

### Arts & Design

The Business of Home Staging	December 4	\$149
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### Languages & Cultural Studies

Cultural Perspectives	December 6	\$295
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