

2018 BLOCH EXECUTIVE SERIES

New Venture Creation/New Business Development

Thursday, December 6 | 9AM – 4PM

What You Will Learn

This course provides participants with exposure to topics relevant to high-growth potential new venture creation including the various elements, processes, and issues involved with creation through to venture harvest/exit. These topics will also be explored relative to corporate executives charged with identifying, launching, and growing new product initiative, new market, and business development opportunities. The course is designed to help participants identify and evaluate criteria-specific new venture or new business development opportunities (product, service, or combination-based) which drive and sustain the creation of viable high-growth potential new ventures or new business revenue lines.

Key Topics

Through this course the following topic will be addressed:

- Identification and Evaluation of New Opportunities
- Development, Start-Up, and Strategy
- Development Planning
- Finance: Funding Strategy, Sources and Options, and Stages
- New Venture/Business Development Valuation
- Harvest/Exit Options

Who Should Attend

- Professionals and individuals interested in understanding the process for identifying high-growth potential venture opportunities and how to realize these
- Executives interested in understanding opportunities to identify high growth potential new business lines for organizations to help grow new revenues and additive customer segments

About the Instructor



Phil Needles is an instructor for Bloch Executive Education and serves as Vice President of Student Services at Montgomery County Community College outside of Philadelphia. He has served as inaugural Dean of the Institute for Business and Information Technology at Bellevue College in Bellevue, Washington. Prior to this, he was the Assistant Dean for Strategy and Planning at the Bloch School and also Programs Manager for UMKC's Institute for Entrepreneurship and Innovation. Professionally, Phil has served as Content Consultant for a Walt Disney Internet Group International broadband entertainment and educational product in Europe, Japan, Latin America, and Australia; Director of Programming for Disney TeleVentures; and Senior Consultant with Andersen Consulting (now Accenture). Phil received his MBA with majors in Strategic Management, Entrepreneurial Management, and Operations Management from The Wharton School at the University of Pennsylvania, and his BBA summa cum laude from the University of Miami, with degrees in Entrepreneurship and Finance.

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BLOCH EXECUTIVE EDUCATION
at the UNIVERSITY OF MISSOURI-KANSAS CITY