1. **Introductory Class:**
   a. Course overview
   b. Grant Proposal Overview
   c. Tell us more about you

2. **Introduction to Global Poverty: Theoretical framework.**
   a. What is Poverty?
   b. What is understood by Poverty alleviation and Inequality? / How are Poverty alleviation and Inequality defined?
   c. US & Global Poverty (California)
   d. Gender & Poverty
   e. Global Poverty in numbers (World Bank Development Indicators)
   f. **Workshop #1:** "Global Poverty in numbers"

3. **Defining the Problem: One Problem, Many Solutions.**
   a. The Power of Defining the Problem.
   b. Measuring the Problem.
   c. **Mentoring Session #1:** "A problem well stated is a problem half solved"

4. **How to define your Target Population.**
   a. Using a Qualitative Approach
   b. Using a Quantitative Approach
   c. **Workshop #2:** Building your Customer’s archetype & Empathy Map.
   d. **Mentoring Session #2:** "What are the gain and losses of your customer?"

5. **Your Value Proposition. Communicating your idea to an audience.**
   a. Building a Compelling Value Proposition
   b. Elevator Pitch: Communicating your idea to an audience.
   c. **Workshop #3:** “How to build an Elevator Pitch”
   d. **Elevator Pitch Presentations.**

6. **Understanding your Project’s Environment.**
   a. 4-lens of Sustainability Framework.
   c. How to validate your Technology.
   d. **Workshop #4:** Building a Power Mapping.
   e. **Mentoring Session #4:** “Understanding your environment, participants & opportunities”

7. **Measuring your Project’s Impact:**
   a. Building a Budget.
   c. **Workshop #5:** Building a Budget.
d. **Mentoring Session #5:** “Make it happen: Strategic Planning & Proposal Overview”

8. **Presentations and Delivery of the Final Proposal.**
   a. Building a Budget: Basics (up to $2,000)
   b. Letter of recommendation
   c. Letter from the Host Organization: Building networks. One letter from the organization that is hosting you while you are working on your project.
   A Strong Participant: How to build a Resume: What to do, what not to do.
   d. Mentoring Session:
   e. Building a Budget (up to $2,000)

9. **Final Presentations.**
   a. 5-minute presentations using the NABC approach

**Extras:**
**Success Cases:** Using examples and real successful stories to discuss the critical issues to take in mind when implementing a project. Additional, the Seminar considered a Presentation of one Project from D-Lab.
**Speakers:** Will provide of real and applied experience to the students and their projects.