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<th>Topic/Discussion Question</th>
<th>Focus Enterprises/Entrepreneurs</th>
<th>Preparation/Reading</th>
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| 1. Wed 9.8    | *Intro. to Social Entrepreneurship:* What is social entrepreneurship? Our social enterprise evaluation framework | Dr. Paul Farmer  
Dr. Muhammad Yunus  
Blake Mycoskie                                                                                   | Read the Syllabus before class                                                             |
| 2. Mon 9.13   | *Education and Literacy:* Are good intentions enough to build a sustainable social enterprise? | TSiBA  
CIDA City Campus  
Oprah Winfrey’s Leadership Academy Foundation                                                     | Web reading (approach to web reading will be explained in class)                         |
LifeStraw  
P&G’s Children's Safe Drinking Water Initiative                                      | Web reading; begin reading “The Power of Unreasonable People”                           |
| 4. Mon 9.20   | *Access to Health Care:* How can health care be made affordable for everyone?            | Aravind Eye Care *(HBS Case)*  
Institute for One World Health                                                                | Web reading; read Aravind case  
**First Case Write-up due**                                                                  |
| 5. Wed 9.22   | *Enterprise Solutions to Poverty:* What are the most effective strategies for alleviating poverty? | Partners In Health  
MDGs & Millenium Villages  
Poverty “quiz”                                                                                           | Web reading; continue reading *Unreasonable People*                                        |
| 6. Mon 9.27   | *Enterprise Solutions to Poverty* (continued; carry-over from prior sessions)          | TechnoServe  
Endeavor                                                                                     | Web reading; finish reading *Unreasonable People*  
**First Reading Quiz**                                                                       |
| 7. Wed 9.29   | *Closing the Digital Divide:* How do you measure social impact?                         | NIIT's Hole in the Wall Project  
One Laptop Per Child *(OLPC)*  
CDI - Brazil                                                                                  | Web reading                                                                               |
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MercyCorps  
The One Acre Fund                                                        | Web reading; begin reading Banker to Poor                 |
| 9. Wed 10.6  | Access to Housing/Shelter: How can housing be made affordable for the very poor?         | Naill Mellon Township Trust  
Habitat for Humanity                                                              | Web reading; continue reading Banker to Poor             |
| Mon 10.11    | No Class – NU Holiday                                                                      |                                                                                  |                                                       |
| 10. Wed 10.13| Access to Technology: How can technology be deployed to improve the lives of the poor?   | O3b Networks  
d.light  
Design for the Other 90%                                                      | Web reading; continue reading Banker to Poor; Stove exercise |
| 11. Mon 10.18| Village Banking: Where did the idea of making small loans to the poor begin? What is our (SEI) experience? | Grameen Bank  
Esperanza (Dominican Republic)  
Fonkoze (Team Gear)                                                                 | Web reading; finish Banker to Poor  
**Second Quiz**                                                 |
| 12. Wed 10.20| Commercial Microfinance: Has microcredit become too profit driven, at the expense of social impact? | Banco Compartamos  
(HBS Case 2);  
ACCIÓN  
SKS India                                                                 | Web reading  
**Second Case Write-up due**                                    |
| 13. Mon 10.25| The Next Generation of MFI: How can microfinance be improved to offer a more complete solution to poverty? | Hand-in-Hand International  
TrickleUp (Team TBD)  
IntelleCash                                                               | Web reading                                               |
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<td>14.Wed10.27</td>
<td>Microfinance on the Web: Can the internet help to expand microcredit’s reach?</td>
<td>Kiva.org, MicroPlace</td>
<td>Prepare on your own for microcredit investment in-class exercise</td>
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<td><em>In-class investment exercise</em></td>
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<td>15.Mon11.1</td>
<td>Venture Philanthropy: How have “billionaire entrepreneurs” impacted social entrepreneurship?</td>
<td>The Bill &amp; Melinda Gates Foundation, (The Giving Pledge), (IHeartYunus), The Omidyar Network, Ashoka</td>
<td>Web reading; begin reading “Room to Read”</td>
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<td>16. Wed11.3</td>
<td>Corporate Social Responsibility: When is a “triple bottom line” company genuine, and when is it part of public relations only?</td>
<td>Gilead Foundation, Nike Foundation, Ethos Water/Starbucks Foundation (DreamTeam)</td>
<td>Web reading; continue reading Room to Read</td>
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<td>17. Mon11.8</td>
<td>Building Schools &amp; Libraries: Which approach to creating educational opportunities in the developing world do you prefer?</td>
<td>Room to Read, Central Asia Institute (“Three Cups of Tea”) (SocButterflies)</td>
<td>Web reading; finish reading Room to Read Third Quiz</td>
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<td>Wed11.10</td>
<td>No Class!</td>
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<td>18. Mon11.15</td>
<td>Socially Responsible Investing: How do social investment funds differ from microcredit institutions?</td>
<td>The Acumen Fund (HBS Case 3), Root Capital (NoName), Root Cause</td>
<td>Web reading Third Case Write-up due (optional, with partner)</td>
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| 20.Mon11.22 | **Microfranchises & Cooperatives:** Can franchising and cooperatives work in the social sector? | Child & Family Wellness Shops  
Township Patterns (*SocialSharks*)  
Healthpoint Services India | Web reading                                      |
| Wed 11.24   | **No Class – NU Holiday**                                                              |                                                                     |                                |
| 21.Mon11.29 | **In the United States....**  
What makes these social enterprises successful? How is success in the US different? | The Harlem Children’s Zone  
Teach for America  
Citizen Schools (*Type4Innovators*) | Web reading  
**Research Paper Due** |
| 22.Wed12.1  | **Sustainability:**  
What does sustainability really mean? What makes for a truly sustainable social enterprise? | SmileTrain  
The Clothing Bank (*SocialInnovators*) | Web reading |
| 23.Mon12.6  | **Discussion Forum:**  
2nd Group Project; TRACE Course Evaluations | This is the closing discussion for the 2nd group project |                                |
| 24.Wed12.8  | **Integrative Session:**  
What lies ahead for social entrepreneurship?  
TRACE Evaluations | Open discussion  
Field study programs  
New Advance Studies Course (*Haiti*) | Web reading |