

For help on exactly how to use the Microsoft Word, PDF and Google Docs version of your Workbooks, please visit: (all lower case) [www.harounventures.com/workbook-help](http://www.harounventures.com/workbook-help)

**INTERNET LINKS\*:**

[CALENDAR](#) [MBA HOME PAGE](#) [WORKBOOKS](#) [MBA OFFICE HOURS](#) [CLASS REPLAYS](#)

**LINKS IN THIS DOCUMENT:**

[TOPIC 1](#) [TOPIC 2](#) [TOPIC 3](#) [RESOURCES](#) [QUOTES](#) [HOMEWORK](#)

\* If prompted for a password, use the following password (all lower case): first-class

# THANK YOU!

**Welcome:** I can't wait to get started! Thank you for your commitment and for your investment in me; I am also investing in you. If you are not incredibly successful and happy in your life and with your career after the completion of this program, then I have failed (I am so confident that you will be successful that I am putting my reputation on the line). **Together, we will make sure that you are much more capable of succeeding in business than anybody else you know.**

**Thanks again and let's begin! This will be FUN! : )**



Chris Haroun

The only limits we have are the ones that we set for ourselves. So, strap in, because this rocket ship is about to take off! I believe in you, and together, there is NOTHING that we can't accomplish.

## WORKBOOK FOR ORIENTATION (FIRST CLASS)

**3 TOPICS COVERED IN THIS LESSON:** (Brief Recaps in Brackets. Click the text to jump to the page in this workbook where we cover the Topics).

- 1** [WELCOME AND WHAT SHOULD WE EXPECT FROM OUR JOURNEY?](#) (Overview of the program, including how to access the calendar and all online resources as well as grading and much more.)
- 2** [WHAT ARE THESE WORKBOOKS AND HOW CAN WE DOWNLOAD THE WORKBOOK FOR EVERY CLASS?](#) (Overview of how to navigate your class workbooks.)
- 3** [HOW CAN WE ACCESS THE WEEKLY OFFICE HOURS FOR MBA STUDENTS?](#) (Overview of how to ask questions during the MBA Only Office Hours weekly webcast.)

Please have this workbook open during the Orientation lecture and fill in the blanks or answer the questions in this workbook when Chris asks you to do so during the live lesson (or during the replay of the live lesson). The homework for all lessons is always listed on the last page.

If you are watching a live version of this lesson, please let Chris explain the concepts and then we will have many opportunities for live Q&A when he mentions: *“Does Anyone Have Any Questions?”* You can also ask Chris questions about the concepts taught in this class during his weekly *For Gold and Platinum MBA Degree Program Students Only Weekly Q&A Webcast*, which is available at the following [link](#) using the following password (all lower case): first-class

Please note that after the class is finished, Chris will direct you (if applicable) where to go online in order to take a quiz based on the concepts taught in each class. If you can't watch this class live, then [please click me to watch the replay of the lesson \(this is also the location where you take the quiz after all classes\)](#).

### **TOPIC 1 OF 3: Welcome and What Should We Expect from Our Journey?**

**Optional: Type your notes for Topic #1 in this box:**

**Optional: How can you apply what you have learned about Topic #1 today to enhance your career (or to make you happier and more successful in general)?**

**Optional: Type a question(s) below that you want to ask Chris on the live webcast about Topic #1.** If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #1. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [For Gold and Platinum MBA Only Students Office Hours Webcast](#) (the password for the webcast is all lower case: first-class). Before asking the question about Topic #1, please look at the first page of this document to see what he will discuss in Topic #2 and Topic #3 (in case your question will be addressed during Topic #2 and Topic #3). Thanks:

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By the end of the program, you will be armed with many practical (not theoretical) tools that will help you take your career to the next level, including (but certainly not limited to) the following:

- ❖ You will be able to interview **much better than your competition can.**
- ❖ Your resume will be **much better than your competition's resume.**
- ❖ Your LinkedIn profile will be **much better than your competition's LinkedIn profile.**
- ❖ You will be able to sell **much better than your competition can.**
- ❖ You will understand accounting and finance **much better than your competition can.**
- ❖ You will be able to materially increase the odds of you starting a successful company **much better than your competition can.**
- ❖ You will be armed with **off the charts start-up skills** as part of the venture capital boot camp in the second half of our program (meaning in semester 3 of 4).
- ❖ You will be able to present **much better than your competition can.**
- ❖ You will learn the secrets to the success of **MANY top entrepreneurs.**
- ❖ ...also, in the second half of the program you will start your own company as part of a venture capital boot camp.
- ❖ There will also be many electives to teach you about topics you are interested in like how to use Photoshop or Excel like a pro, how to invest in options and real estate and much more.
- ❖ ....and so much more as there will be more than 300 (yep not a typo) hours of lectures in this program, covering a LOT of finance, accounting, sales, marketing, communications, management, strategy, entrepreneurship, personal development and many other topics. So, take the amount you paid for this program and divide it by 300 and that is what you are paying per hour for this program (...2/3rds of HBS – Harvard Business School is expensive BS). ; ) .....kidding (sort of!)

### **Calendar Access:**

In order to access the calendar of what days classes are on and when your one on one meeting is with Chris and other calendar related items, please bookmark this page here (the password is all lower-case: first-class):

[www.harounventures.com/mba-calendar](http://www.harounventures.com/mba-calendar) (all lower case).

### **Classes:**

There are 5\* classes each semester, as follows:

1. Finance and Accounting
2. Entrepreneurship
3. Sales, Marketing and Communications
4. Economics, Management and Strategy
5. Personal Growth

\*Chris is currently adding technology classes; he will share more details with you soon on this exciting new addition to the curriculum!

### **Semesters:**

There are 4 semesters as follows:

1. June 1st 2022 to September 28th 2022
2. October 5th 2022 to January 18th 2023
3. January 18th 2023 to April 12th 2023
4. April 12th 2023 to May 31st 2023

### **Class Titles for Semester 1:**

1. Finance and Accounting I [fa-1-1]
2. Entrepreneurship I [e-1-1]
3. Sales, Marketing and Communications I [smc-1-1]
4. Economics, Management and Strategy I [ems-1-1]
5. Personal Growth I [pg-1-1]

### **Class Titles for Semester 2:**

1. Finance and Accounting II [fa-1-2]
2. Entrepreneurship II [e-1-2]
3. Sales, Marketing and Communications II [smc-1-2]
4. Economics, Management and Strategy II [ems-1-2]
5. Personal Growth I [pg-1-2]

### **Class Titles for Semester 3:**

1. Finance and Accounting III [fa-1-3]
2. Entrepreneurship III [e-1-3]
3. Sales, Marketing and Communications III [smc-1-3]
4. Economics, Management and Strategy III [ems-1-3]
5. Personal Growth III [pg-1-3]

### **Class Titles for Semester 4:**

1. Finance and Accounting IV [fa-1-4]
2. Entrepreneurship IV [e-1-4]
3. Sales, Marketing and Communications IV [smc-1-4]
4. Economics, Management and Strategy IV [ems-1-4]
5. Personal Growth IV [pg-1-4]

### **Grading:**

Grading is pass or fail. Pass means over 50%. Don't worry because you are going to enjoy this program so much that it will be a piece of cake for you : )

We are ALL in this together and I want us to bond and help each other grow. I want us to offer feedback on each other's business plans...this is why I believe in a pass or fail approach. Also, those that get the best grades are never the most successful in life. **We are family and we are all in this together (that was worth repeating).**

The only thing I ask is please never criticize anyone and please be patient if some people ask many more questions than others. Don't worry, because I will make sure everyone has equal access to ask questions and if there are ever too many questions, I will very politely move on to the next topic (left over questions can be asked during office hours (meaning the office hours for only MBA students). Also, you can always watch the replay of the lecture or also attend the live class in another time zone if you want to spend more time learning the concepts.

Bullying will not be tolerated. Thanks ☺

### **Class Times:**

Classes will be taught live every Wednesday for about 6 hours on average from 9am Pacific Time until 3pm Pacific Time.

### **What About Homework?**

There will be homework after every single class, but please don't worry as it will not take long at all! You will end up retaining everything I teach in real-time as the lectures will be edutaining (meaning fun....and we retain everything when it's fun...remember what happened on the last episode of your favorite tv show or favorite movie? Of course, you do...and you will also remember what is taught in class as it won't feel like boring classes you have taken from other teachers in the past).

**TOPIC 2 OF 3: What Are These Workbooks and How Can We Download the Workbook For Every Class?**

**Optional: Type your notes for Topic #2 in this box:**

**Optional: How can you apply what you have learned about Topic #2 today to enhance your career (or to make you happier and more successful in general)?**

**Optional: Type a question(s) below that you want to ask Chris on the live webcast about Topic #2.** If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #2. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [For Gold and Platinum MBA Only Students Office Hours Webcast](#) (the password for the webcast is all lower case: first-class). Before asking the question about Topic #2, please look at the first page of this document to see what he will discuss in Topic #3 (in case your question will be addressed during Topic #3). Thanks:



## Workbook for Orientation (First Class)

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Every class will have at least one workbook. This class you are watching is our orientation class (and this is the workbook for that class). On this first day of class I am covering 4 workbooks as follows (I will stop many times to take live Q&A):

1. Orientation
2. Personal Growth Semester 1 Class 1 (PG-1-1)
3. Sales Marketing and Communications Semester 1 Class 1 (SMC-1-1)
4. Finance and Accounting Semester 1 Class 1 (FA-1-1)

The structure of all workbooks will be similar to this one that you are reading and will likely have the following features in every workbook:

- Each workbook will likely cover about 3 topics (similar to this one you are using). I stop to take live Q&A after each topic.
- The cover page will contain the details for that class (meaning the topics I will teach and other details on the structure of that particular class).
- I will also provide you with a brief Twitter-like summary on the cover page as well (this will make much more sense soon).
- In order to make the lesson more engaging, I will have you complete exercises during classes.
- Similar to how most teachers teach live classes, once I am done with the 1st of the 3 topics, I will ask if there are any questions. Then after the questions have been answered, we will move on to the 2nd of 3 topics...then I will again ask if there are any questions. I will then ask again after the 3rd topic if there are any questions.
- If there are too many questions from some students, I might ask them to consider joining me for the Gold and Platinum MBA Office Hours and ask more questions then.
- Towards the end of many workbooks, I will have additional optional resources for you as well as quotes and other helpful materials.
- The last page(s) of every workbook will have details on your homework, which should be completed within 7 days of you taking a lecture (don't worry, the homework exercises will not take that long to complete).
- Students can access all workbooks at: <https://harouneducation.com/workbooks-6-2022> (lower case always) -please note that if you are prompted for a password, use "first-class" in lower case.

**Exercise #1: Goals You Want to Accomplish by the End of this Program**

**What Goals do you want to accomplish by the end of this MBA Degree Program? What you type below is for only you to see (you won't be sharing this or anything you type in your workbooks with anyone. Thanks : )**

**TOPIC 3 OF 3: How Can We Access the Weekly Office Hours for MBA Students?**

**Optional: Type your notes for Topic #3 in this box:**

**Optional: How can you apply what you have learned about Topic #3 today to enhance your career (or to make you happier and more successful in general)?**

**Optional: Type a question below that you want to ask Chris on the live webcast about Topic #3.** If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #3. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [For Gold and Platinum MBA Only Students Office Hours Webcast](#) (the password for the webcast is all lower case: first-class). Thanks:

*Workbook for Orientation (First Class)*

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I will still do my general 8am-10am Thursday San Francisco time Office Hours.

There will be an MBA Students Only Office Hours from 11:20 am San Francisco time to 1:20 pm San Francisco time every Thursday.

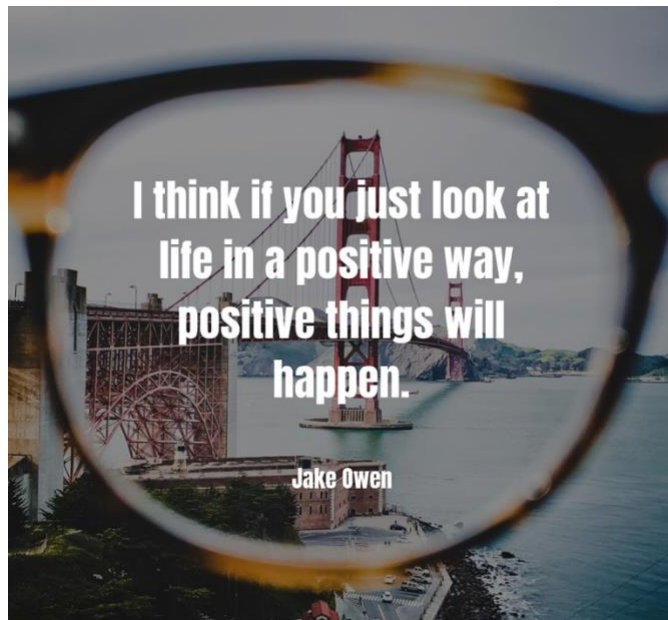
Please feel free to join us for both office hours.

You can access the MBA Only Office Hours Webcast at this link (the password is lower-case "first-class") <http://harounventures.com/mba-office-hours>

**RESOURCES (OPTIONAL):**

Behind Chris on the wall you can see the MBA Degree that you will be able to order after completing the MBA Degree Program after our online/in person graduation ceremony during the summer of 2023. Details on the cost of the degree will be provided well ahead of the graduation ceremony. It is optional to purchase the degree for your wall and Chris will not make a penny on it as you will be able to order it directly from the manufacturer.

**QUOTES:**



## **HOMEWORK**

This is completely optional, but if you want, spend more time on what you answered in [Exercise 1](#). Please think about what skills you need to learn in this MBA Degree program in order to make your goals become a reality. There is no need to submit anything for this homework assignment, but you can (if you want to) bring these goals up with Chris in the MBA Only Office Hours sessions, or during a one on one meeting with Chris.

Between where you are today and where you will be in the future when you accomplish all of your goals, there is a gap. Use this MBA Degree Program as a tool to help you design your career blueprint to help you fill that gap.

Thanks