

Helpful Resources

Henry A. Panasci Technology
Entrepreneurship Competition



School of Management
University at Buffalo *The State University of New York*
CENTER FOR ENTREPRENEURIAL LEADERSHIP

- **Educational Resources**
 - [How to Build a Startup](#) (Steve Blank, Udacity)
 - [Product Development and Differentiation](#) (GL Sanders)
 - [Strategic Planning](#) (GL Sanders)
 - [Facilitating Creativity and Innovation](#) (GL Sanders)
 - [Other Misc Presentations](#)
 - [Company Statistics - Manta](#)
 - [Directory Listings and Company Profiles - Hoovers](#)
 - Finance
 - SCORE Resources for Financials/Financial Templates
 - www.score.org/resources
 - Mass Challenge
 - [Entrepreneurial Finance – understanding capital sources](#)
- **Templates/Worksheets**
 - [Panasci TEC 20](#) Document
 - Pitch Decks
 - [Standard CEL Panasci Template](#)
 - [Guy Kawasaki Pitch](#) (GL Sanders)
 - GL Sanders Website
 - [FAD](#) (like the TEC 20)
 - [Planning/Business Concept Development Templates](#)
 - [Term Sheet Generator](#)
- **Pitches**
 - [Pitching Resources](#)
 - [Utah State Elevator Pitch example](#)
 - [MIT Business Plan Contest](#)
 - [University of Dayton BPC Elevator Pitch example](#)

- **Business Plan Resources**
 - [Sample Business Plans](#) (GL Sanders)
 - <http://www.bplans.com/>
- **Articles**
 - [Courting investors? The best management team wins](#)
- **Misc.**
 - <http://www.entrepreneur.com/>
 - [Business Model App/Book](#)
 - <http://www.onlinemba.com/crowdfunding/>