



- Credit Analysis (C)
 - Business Retention and Expansion (C)
 - Strategic Planning (E)
 - Marketing (E)
 - Real Estate Development and Reuse (C)
 - Managing Economic Development Organizations (E)
 - Entrepreneurship (E)
- (C) CORE (E) ELECTIVE

SATURDAY, APRIL 27, 2019	
8 A.M. – NOON	CEcD Exam Prep Course <i>Section 1</i>
NOON – 1 P.M.	LUNCH
1 – 5 P.M.	CEcD Exam Prep Course <i>Section 1</i>

SUNDAY, APRIL 28, 2019	
8 – 11 A.M.	CEcD Exam Prep Course <i>Section 1</i>
11:10 A.M. – 1 P.M.	Economic Development Ethics Primer to the CEcD Exam Process
1:30 – 2:10 P.M.	WELCOME AND OPENING CEREMONY
2:15 – 2:55 P.M.	Orientation and Mentoring <i>Mandatory for first-time attendees</i>
3 – 4:50 P.M.	Credit Analysis
	Effective International Business Strategies
	Incentives
5 – 7 P.M.	Credit Analysis
	Effective International Business Strategies
	Politics in Economic Development

MONDAY, APRIL 29, 2019	
8 A.M. – 5:30 P.M.	B R E
	Credit Analysis
	Strategic Planning
	Marketing
	CEcD Exam Prep Course <i>Section 2</i>

TUESDAY, APRIL 30, 2019	
8 A.M. – 5:30 P.M.	CEcD Exam Prep Course <i>Section 2 (ends at 11 A.M.)</i>
	Primer to the CEcD Exam Process <i>Section 2 (11:10 A.M. to 1:10 P.M.)</i>
	B R E
	Credit Analysis
	Strategic Planning
	Marketing

WEDNESDAY, MAY 1, 2019	
8 A.M. – 5:30 P.M.	Managing EDOS
	Entrepreneurship
	Real Estate and Reuse

THURSDAY, MAY 2, 2019	
8 A.M. – 5:30 P.M.	Managing EDOS
	Entrepreneurship
	Real Estate and Reuse