UCAR
Business Development (Breakout Session)

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Board of Trustees Meeting
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UCAR Business Development Breakout Session

The art of Business Development is the creation of long-term value for an organization from sponsors, markets, and relationships.

The science of Business Development is the funding pipeline - accurately prospecting the chances for success, and maximizing value through efficiency and sound decisions.
UCAR Business Development
Breakout Session

For whom is the UCAR Business Development function creating value?

What are the markets?

Who are the sponsors?

How do we build a funding pipeline?

Who makes decisions?