

# ENTRPRENEURSHIP

What can I do with this major?

<u>Career Related Titles</u>	<u>Skills Needed</u>	<u>Strategies to maximize your degree</u>
Administrator Business Development Chief Executive Officer Consultant Corporate trainer Customer Relations Specialist Employment Benefit Specialist Facilities Planner Franchise Owner/Specialist Hotel/Motel Manager Industrial Relations Manager Manager of Employee Training and Development Manager, Corporate Business Manager, Small Business Market Research Analyst Owner President Small Business Owner Special Events Coordinator Strategic Planner Training & development Specialist Urban and Regional Planners	Manage the business on a day-to-day basis  Advertising, selling, distributing the product or service  Maintain financial records for the business  Hiring the personnel to assist the business Production of finished goods or services  Motivated by achievement  Have a preference for innovation  Calculated risk-taking  Strong interpersonal/communication skills	Decide upon the area of focus (i.e. Type of small business to pilot, potential companies to gain work experience immediately following undergraduate degree)  Obtain an internship that will allow you to refine your entrepreneurial skills and/or interest area  Become a member of professional organization  Get involved in student or community organizations to develop leadership skills  Supplement your degree with a variety of courses such as: public speaking, principles of persuasion, and grant-writing

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Source: <http://www.uncwil.edu/stuaff/career/Majors/businessdevelopment.htm>, [http://mymajors.com/majors/ENTR\\_major.html](http://mymajors.com/majors/ENTR_major.html), <http://www.unt.edu/pais/insert/uenmg.htm>

# Professional Development Opportunities:

Please be advised that this list is not comprehensive. The following represents a sample of the vast amounts of resource available to you.

**1. All business.com**     <http://www.allbusiness.com>

Provides article on topics such as: “Essential tips for starting a small business blog” and “Six ways to ease exporting”

**2. American Franchise Association**     <http://www.franchisee.org>

The American Franchise Association (AFA) is a national trade association of franchisees and dealers founded in February 1993. The AFA works to improve the industry of franchising while protecting its members’ economic investments in their businesses.

**3. Students in Free Enterprise**     [www.sife.org](http://www.sife.org)

SIFE brings together a diverse network of university students, academic professionals and industry leaders around the shared mission of creating a better, more sustainable world through the positive power of business. By contributing their talents to projects that improve the lives of people worldwide, SIFE participants are demonstrating that individuals with a knowledge and passion for business can be a powerful force for change.

**4. US Small Business Administration**     [www.sba.gov](http://www.sba.gov)

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.

**5. National Small Business Association**     <http://www.nsba.biz>

NSBA is a volunteer-led association. Our primary mission is to advocate state and federal policies that are beneficial to small business, the state, and the nation—and promote the growth of free enterprise.

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