

# Entrepreneurship

Entrepreneurs start small businesses by developing new ideas, recognizing opportunities, and creating business plans. As an entrepreneur, you will manage your business with the hope of turning a profit. Having traits of creativity, confidence, resiliency, drive, inquisitiveness, and independence are beneficial for becoming a successful entrepreneur, according to the U.S. Small Business Administration.

To become an entrepreneur, you need to be able to develop original, innovative products and ideas, and identify where business opportunities exist. Next, you will make financial investments, research your market, determine a business plan, and work out legal and financial matters, such as taxes, permits, and business types. The appeal of being your own boss and owning your own company can be motivation to start a new company and contribute innovative products to consumers. Careers can be started both locally and globally and in a variety of industries. If you have the drive, creativity, and desire to be your own boss, entrepreneurship can be the career for you!



Source: Center for Entrepreneurship

## Average Salary & Trajectory\*

### Executive-Level

- CEO/COO/CMO/CFO
- Founder
- President
- Director

Starting salaries for entrepreneurs vary among the type of business and profession they are in.

Successful entrepreneurs, such as Bill Gates and Steve Jobs, have started multibillion-dollar companies that have monumentally impacted the global economy. Other entrepreneurs have started smaller businesses that have also been proven to be successful.

### Tips for Success

Consider employment within an organization in order to gain relevant skills and build a knowledge base that can later be applied when starting your own business. Possible internships could involve shadowing or close working relationships with high-level executives or directors.

While many graduates do often start their own businesses, others find success in human resources, product development, operations, business development or sales and marketing. Another possibility is working as a management consultant in nearly any type of industry.

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### **Skills/Experience Suggested:**

- Effective interpersonal, communication, and organizational skills
- Innovative and critical thinking, self-motivated, and able to achieve goals
- Comfortable with ambiguity and taking risks
- A natural leader with the ability to develop strategies and overcome obstacles.
- Confident taking initiative
- Ability to establish and maintain relationships
- Ability to thrive in a fast-paced environment

### **Advanced Degrees:**

- MBA in Entrepreneurship
- Master of Science in Entrepreneurship

### **Professional Associations:**

- Collegiate Entrepreneurs' Organization (CEO)
- Entrepreneurs' Organization
- Young Entrepreneur Council
- Female Entrepreneur Association
- Social Enterprise Alliance
- Edward Lowe Foundation
- United States Association Small Business and Entrepreneurship
- The Entrepreneurs' Club
- Ashoka

### **Campus Resources:**

- Center for Entrepreneurship (SGMH 3280)
- Center for Family Business (SGMH 5284)
- Small Business Development Center (SGMH 4157)
- Small Business Institute (SGMH 3280)

### **Industry Research & Tools:**

- Entrepreneurship.org
- SBA.gov
- Inc.com
- Forbes.com

### **Job & Internship Search Sites:**

- Fullerton.joinhandshake.com
- Simplyhired.com
- Titan Connection
- LinkedIn.com
- CareerBuilder.com
- Wayup.com
- Fullerton.firsthand.co – Login with your CSUF email

### **Employers Hiring CSUF Business Graduates:**

