

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

Founder / CEO
Chief Operating Officer (COO)
Managing Partner / Principal
Serial Entrepreneur
Chief Innovation Officer

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:

Success in entrepreneurship relies on solving a real-world problem, deeply understanding your customers, and building a business model that is both simple and scalable. Starting small with a minimum viable product (MVP) and testing early helps reduce risk and validate ideas. Strong communication and sales skills are essential, as is building a trustworthy and complementary team. Financial literacy, adaptability, and resilience are critical for navigating the ups and downs of business ownership. Successful entrepreneurs also use data to drive decisions, protect their time through smart prioritization, and stay legally and ethically grounded. Ongoing learning, networking, and maintaining mental wellness further support long-term entrepreneurial success.

Skills/Experience Suggested:

- Start Your Own Venture
- Participate in a Startup Accelerator or Incubator
- Work in an Early-Stage Startup
- Build and Launch a Product
- Pitch to Investors / Raise Funds
- Mentor or Advise Other Founders
- Develop International or Cross-Cultural Business Experience
- Collaborate on a Joint Venture or Strategic Partnership
- Scale an Organization

Advanced Degrees:

- MBA in Entrepreneurship
- Master's in Entrepreneurship/Innovation (MSc or MA)
- Executive MBA (EMBA) with Innovation Focus
- Doctorate in Entrepreneurship (PhD/DBA)

Professional Associations:

- Entrepreneurs' Organization (EO)
- Young Presidents' Organization (YPO)
- National Association for the Self-Employed (NASE)
- Startup Grind
- Founders Institute (FI) Alumni Network
- Global Entrepreneurship Network (GEN)
- TiE (The Indus Entrepreneurs)
- Asoka
- National Venture Capital Association (NVCA)
- World Entrepreneurship Forum (WEN)

Campus Resources:

- Conroy Center for Entrepreneurship (SGMH 3280)
- CSUF Startup Incubator
- Student Consulting & Small Business Institute (SBI)
- Entrepreneur Society
- Innovation & Entrepreneur Initiative (EIR)
- Center for Family Business (SGMH 5284)
- Small Business Development Center

Industry Research & Tools:

- [IBISWorld](#)
- [Statista](#)
- [Pitchbook](#)
- [Crunchbase](#)
- [U.S. Census Bureau + SBA Office of Advocacy](#)
- [BLS \(Bureau of Labor Statistics\)](#)
- [Entrepreneur Magazin](#)
- [Kauffman Foundation](#)
- [NFIB \(National Federation of Independent Business\)](#)

Job & Internship Search Sites:

- [Handshake](#)
- [Titan Connection](#)
- [Wellfound](#)
- [Y Combinator Jobs](#)
- [Techstars Talent Network](#)
- [LinkedIn.com](#)

Employers Hiring CSUF Business Graduates:

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