

Using the Entrepreneurial Spirit to develop your skills and advance your career in unique ways

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ENTREPRENEURSHIP

An attitude towards management and technology that focuses on opportunity



Initiate change to create value



Keys to Career Success

- Self knowledge
- Strong performance
- Goal setting, strategic thinking and planning
- Networking
- Willingness to risk

Roadmap

Passion: Do what you love; love what you do!

Vision: clearly communicate the future

Pragmatism: know what you don't know



Interdisciplinary approach in the learning process

- ***New Venture Creation Course*** (Business School, University of Michigan)
(***Virtual Eyes, LLC*** is dedicated to the development of 3D real-time interactive simulations of new building construction projects)
- ***New Venture Creation Seminars*** (Samuel Zell and Robert H. Lurie Institute for Entrepreneurial Studies, University of Michigan)
- ***Applied Inventions, Inc – Mission:*** to improve entrepreneurship education in science through research, public education and youth programs that encourage students to further their studies in general sciences, mathematics and engineering disciplines through innovation and entrepreneurial motivation.

Interdisciplinary approach?

- ***Workshops, Forums and Outreach activities on Entrepreneurship***
 - M. Lewis Tames Entrepreneurship Forum
 - Enterprise Development Corporation (www.edc-tech.org)
- ***Get involved with the Business School:*** Take courses on new venture creation, negotiation, management, accounting, etc:
 - **MKT 650** Strategic Marketing
 - **MGT 620** Managing Through People
 - **FIN 641** Valuation and Financial Decision Making
- ***Get involved with Biotech companies in South Florida :*** work for free and get FREE knowledge and experience from the industry sector
 - Bioflorida Initiative: <http://www.bioflorida.com/>
 - Biotechnology in South Florida:
<http://www.sb-d.com/issues/fall2001/features/biotech.asp>

Entrepreneurship Mantra



“To be on the cutting edge”

- Technology is evolving so quickly and new market opportunities are being created everyday
- Technology entrepreneurs generally seek to solve a problem that exists in the market.



Entrepreneurship & Focus for Success

- A technology entrepreneur who have a commercial interaction early in career consequently:
 - Maintain a sustainable competitive advantage
 - Produce better technology or scientific results
 - Ask better research questions
 - Generate more commercially viable innovations

Resources

- ***National Foundation for Teaching Entrepreneurship***
(<http://www.nfte.com/>)
- ***Emerging Technology Business Showcase*** , Nov 18, 2004: www.edc-tech.org. The conference will showcase keynote speaker Dr. M. Lew Temares, CIO, University of Miami, 12 presenting science & technology exhibiting companies, sponsor displays and panel discussions.
- ***National Dialogue for Entrepreneurship:***
<http://www.publicforuminstitute.org/nde/>
- ***SBIR/STTR grants:*** www.sbirworld.com
- ***Applied Inventions, Inc.:*** <http://www.appliedinventions.org/resources.html>
- ***Office of Entrepreneurial Science:*** <http://cas.fiu.edu/escience/>
- ***Global Entrepreneurship Center:***
http://www.entrepreneurship.fiu.edu/entrepreneurship_courses.htm



The Changing Workplace

- The workplace today is rapidly changing, and today's youth are facing many new challenges.
- Corporate America is continually downsizing, producing greater career uncertainty and changing the "contract" between employer and employee. The result is a high rate of unemployment, especially in urban areas.



Learn to create, not find, jobs!!!