

Entrepreneurship

Successful graduates of the Entrepreneurship Program will possess the skills and knowledge to transform innovation into a commercial product or service. While a student, you will develop a comprehensive understanding of entrepreneurship by learning the fundamentals of starting and operating your own business, and you will build connections with the people, programs, and services that entrepreneurs need.

What You'll Learn...

- Practical, hands-on skills needed to create, manage and grow a successful business
- How to manage legal, organizational, and financial issues
- How to develop an idea into a workable business plan
- How to formulate effective business planning strategies to avoid risk and failure
- How to effectively apply communication and leadership skills to situations
- How to secure funding for your business venture

What You'll Earn...

- The potential for career independence
- A network of valuable contacts and services
- The opportunity to transform a business idea into a marketable product or service
- The possibility for unlimited earning potential

Why You'll Succeed...

- More than half of all new jobs created require education beyond high school
- Employees with degrees tend to be more eligible for promotion*
- Associate degree holders generally earn more than high school graduates*
- College credit may be awarded for relevant work experience
- Many credits from an Associate Degree may be applied toward a Bachelor Degree

**Statistics from U.S. Department of Commerce, Bureau of Census*

Entrepreneurship

The Entrepreneurship Program is a comprehensive program of integrated credit and non-credit offerings providing opportunities for students to learn successful entrepreneurship. Students may complete an associate degree in entrepreneurship, complete entrepreneurship courses while majoring in another career area for a dual associate degree or complete entrepreneurship courses credit certificate. Supporting offerings are provided, which relate to each of the entrepreneurship courses. These supporting offerings include the *Meet the Entrepreneur Series* and the *Tell Me More Series* where experts expand upon topics taught in the courses. An annual conference each spring will be a culminating activity.

For More Information

Evie Zerefos, Terry Campus Instructor
 Delaware Technical & Community College
 Terry Campus
 100 Campus Drive
 Dover, DE 19901
 (302) 857-1710
 email: ezerefos@dtcc.edu
 www.dtcc.edu/success

CORE COURSES

Courses	Credits
ENG 121 Composition.....	3
<i>or</i>	
ENG 125 Honors Composition.....	3
ENG 122 Technical Writing & Communication.....	3
<i>or</i>	
ENG 130 Honors Technical Writing & Communication.....	3
MAT 153 College Mathematics & Statistics.....	4
ECO 111 Macroeconomics.....	3
ECO 122 Microeconomics.....	3

Getting Started

1. Obtain an application by calling (302) 857-1020. Complete and return to the Terry Campus with a \$10 application fee.
2. Take the College Placement Test (CPT) *unless college-level math, reading, and English courses have been completed with a "C" grade or better.* The CPT will determine appropriate placement.
3. Request that high school and/or college transcripts be sent to the Admissions Office.
4. Meet with a Delaware Tech counselor to discuss CPT results.
5. Apply and register early for the best selection of courses.

TECHNICAL SUPPORT/COMPUTER COURSES

Courses	Credits
ACC 100 Intro to Accounting.....	3
<i>or</i>	
Acc 101 Accounting 1.....	3
CIS 107 Intro to Computers & Application.....	3
ENG 124 Oral Communications.....	3
<i>or</i>	
ENG 131 Honors Oral Communications.....	3
<i>Select two (2) courses from</i>	
MGT 213 Problems in Management.....	3
MGT 231 Human Resource Management.....	3
MIS 220 Management Information Systems.....	3
MKT 111 Salesmanship.....	3
MKT 213 Problems in Marketing.....	3

TECHNICAL COURSES

Courses	Credits
ENT 101 Intro to Entrepreneurship.....	3
ENT 103 Legal Issues for Entrepreneurs.....	3
ENT 104 Opportunity Analysis.....	3
ENT 210 Business Processes.....	3
ENT 220 Leadership.....	3
ENT 225 Entrepreneurial Experience.....	3
ENT 240 Funding & Financing for Entrepreneurs.....	3
ENT 285 Business Plan Development.....	3
MGT 212 Principles of Management.....	3
MKT 212 Principles of Marketing.....	3

Standards of Excellence

- ❖ Students benefit from real world assignments in the field as part of this highly respected program.