

Entrepreneurs are simply those who understand that there is little difference between obstacle and opportunity and are able to turn both to their advantage.

Niccolo Machiavelli

According to the international company Ernst & Young, 80% of leading Americans believe entrepreneurship to be the defining business trend in the 21st century.

Closer to home, the Moore County Chamber of Commerce reports that 700 of the 900 businesses in Moore County are small businesses, many owned by entrepreneurs. Local economic officials estimate that **70% of new jobs** in the Sandhills in the next 10 years will be created by entrepreneurial ventures.

Through the ***Sandhills Center for Entrepreneurial Leadership***, Sandhills Community College plays a vital role in economic development through entrepreneurship education to students and the community at large. The Entrepreneurship program is more than just a program of the college; it is crucial to the future of economic development in the region.

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for Entrepreneurial Leadership
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**Sandhills Center
for
Entrepreneurial
Leadership**



Department of
Management and
Business Technologies

Partnering with the
SCC Small Business Center
and the
Business Leaders of the Sandhills

Entrepreneurship at Sandhills Community College

We want all students, not just those in business programs, to see the value of thinking like entrepreneurs. If a student decides that business ownership is not for them, the newly developed planning skills will make the student a more attractive employee in the workplace. Most organizations will need persons with entrepreneurial skills who can evaluate and analyze business opportunities. -- Kauffman Foundation

Phase I - Entrepreneurship Certificate

The Entrepreneurship Certificate is a one- or two-semester program to help students become entrepreneurial thinkers for starting their own ventures, working on management teams of entrepreneurial ventures, or applying their entrepreneurial skills to existing businesses.



Six courses totaling 17 credit hours are required: business finance, accounting software applications, small business management, integrated management, E-commerce, and a specialty course in entrepreneurship.

SCC is partnering with the Kauffman Foundation to integrate the e-version of *Planning the Entrepreneurial Venture* into 4 courses in the program. The courses are scheduled on Tuesdays and Thursdays during the day and evening. Some of the courses are available online or as a combination of Internet and classroom teaching.

SCC's Entrepreneurship Program uses the **National Standards for Entrepreneurship Education** which advocates not only *learning* about entrepreneurship but also *experiencing* it as part of the instructional process.

Phase II - Advanced Entrepreneurship

SCC is collaborating with UNC-Pembroke to provide a proposed advanced Entrepreneurship track so that students can matriculate from the SCC Entrepreneurship program to the UNC-P Entrepreneurship program.

Students who have earned either the A.A. in Business Administration or the A.A.S. in Business Administration at SCC with a cumulative grade point average of 3.0 or higher are guaranteed admission to UNC-Pembroke where they can complete a B.S. in Business Administration degree.

Phase II also involves hands-on experience through SCC's Small Business Center, mentoring opportunities, and completion of a business plan capstone course.

Students are required to attend a minimum number of non-credit training seminars through SCC's Small Business Center. The seminars focus on topics such as marketing, business planning and management skills and are offered on campus or via the Internet.

The collaboration between the Management & Business Technologies Department at Sandhills Community College, the Small Business Center, and Continuing Education is an excellent example of how North Carolina can use the community college system and support services to ensure more successful entrepreneurs for the future.

Heather Van Sickle
Executive Director, NACCE

entrepreneurial professionals in the local business community. Students will use their entrepreneurial knowledge and skills and receive valuable feedback about their business plans.

Phase III - Alumni

Graduates of the Entrepreneurship program will have the opportunity to also present their business plans to an audience of angel investors. This experience will not only introduce the student to the local investor community (individual investors as well as lenders), but will also help determine whether the student may be offered the opportunity to be a tenant in a potential future business incubator.

To ensure alumni awareness, a link on the SCC Entrepreneurship program webpage provides information about activities, speakers, competitions and other events in the Department of Management & Business Technologies and the Small Business Center. This link also includes

The program has taught me real life scenarios that I could have only imagined. It gives you the opportunity to do what society does not: make mistakes and learn from them before you start your business.

Crystal Taylor
Entrepreneur Student

a database of alumni students in the program. Alumni stay informed, and current and future students have access to a large number of experienced business people and potential mentors.

The mentoring program pairs an experienced business professional or educator with a student in the Business Administration program for the purpose of completing the student's own business plan.

The business plan capstone course is an annual business plan practicum that requires students who have completed their Entrepreneurship Certificate to present their business plans to experienced

For More Information

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