ENTREPRENEURSHIP;  
AN EVOLUTION AT MASON

- BBA
- MBA
- HANDS ON APPROACH WITH
  - EXECUTIVE PARTNERS – MENTORING, JUDGES
  - OUTSIDE SPEAKERS - FIELD TRIPS
  - FIELD CONSULTANCIES AND INTERNSHIPS
  - CASE AND INDEPENDENT STUDIES
  - INCLASS PROBLEMS AND DISCUSSIONS
  - BUSINESS PLAN COMPETITION
  - CLUB PROGRAMS DESIGNED BY STUDENTS
  - CAMS
CONTINUOUS ENHANCEMENT:

- GUEST LECTURE SERIES
- ENTREPRENEUR IN RESIDENCE
- ANGEL MEETING PARTICIPATION
- VENTURE FORUM NETWORKING
- JOINT LAW SCHOOL EXERCISES
- WHILE BEEFING UP
  - INTERNSHIPS
  - FIELD CONSULTANCIES
  - AND, OF COURSE, JOB OPPORTUNITIES
TIME TO MOVE BEYOND DEGREES:

- ALUMNI
- EMPLOYERS OF ALUMNI
- FRIENDS OF THE SCHOOL
- 10,000 SMALL BUSINESSES IN VA.
- LOCAL ECONOMIC DEVELOPMENT EFFORTS
ALL HAVE NEEDS:

- AT DIFFERENT STAGES
- EDUCATION IN SMALLER BITES
- PROJECT ASSISTANCE
- SHORT TERM STAFF
- EXCHANGE OF IDEAS
PREPARE ALL ENTREPRENEURS FOR EVERY PHASE OF BUSINESS CYCLE:

- PLAN
- FINANCE
- START UP
- OPERATE
- GROW
- REDEFINE OR CHANGE MODEL
- REALIZE VALUE CREATED
MUST BE FINANCIALLY INDEPENDENT:

- NON DEGREE PROGRAMS
- W&M COMMUNITY – IMMEDIATE AND EXTENDED
- FOCUS ON VA.
REVENUE GENERATORS:

- CERTIFICATE PROGRAMS
- SPECIAL TRAINING
- CONSULTING
- ROUNDTABLES
- SYMPOSIA
- SELECTIVE SPONSORSHIPS
END GAME:

- MIX OF REVENUE GENERATORS
- FED BY SELECTIVE OPEN ENROLLMENT VENTURES
- $1 MILLION PER YEAR
KEY IS COMMUNITY:

- WEBSITE
- QUARTERLY NEWSLETTERS
- PERIODIC BULLETINS
- FIELD VISITS
- W&M ENTREPRENEUR NETWORK
- EVENT PARTICIPATION
ENTREPRENEURSHIP CENTER:

- DON’T WANT TO BUILD AN EMPIRE;
- JOIN THE REVOLUTION

- NOT JUST A CLASS OR COURSE OF STUDY;
- BUT A LIFETIME OF REAL WORLD LEARNING EXPERIENCES FOR ALL ENTREPRENEURS