

## Occupations in Business Entrepreneurship

- > Inventor
- > Retail Owner/Operator
- > Sales and Service Owner
- > Venture Capitalist
- > Web Developer/Owner

### Utah Small Business Facts

- Small businesses are a major influence in the state's net job change.
- In 2006, there were 56,691 small businesses in Utah. (A small business is one with fewer than 500 employees.)<sup>1</sup>
- In 2008, the Utah State Legislature signed into law the Utah Business Resource Centers Act. Business Resource Centers (BRC) will increase the success rate of Utah businesses by providing services that will ultimately allow new and existing businesses to grow and flourish.
- In May 2010, chief executives across the U.S. ranked Utah number nine on the list of best states for business.
- In June 2010, the U.S. Chamber of Commerce ranked Utah as one of the top ten states in support for entrepreneurship.
- Each year the University of Utah encourages students to share their business ideas through the Utah Entrepreneur Challenge - [www.uec.utah.edu/](http://www.uec.utah.edu/).
- For a list of women-owned businesses, visit [http://www.utahbusiness.com/book\\_of\\_lists/list?cat\\_id=127](http://www.utahbusiness.com/book_of_lists/list?cat_id=127).
- "Seize the opportunity to create the job you always wanted. One individual *can* make a difference." Watch the YouTube video at <http://www.youtube.com/watch?v=T6MhAwQ64c0> and see how entrepreneurs change our world.

<sup>1</sup> U.S. Department of Commerce: Bureau of the Census

Break free of the traditions and barriers that limit your choices.  
What's stopping you? Be different! Try something new!  
Is a nontraditional career in your future?

Talk to your school counselor  
about a nontraditional career in business.

[www.UtahCTE.org](http://www.UtahCTE.org)



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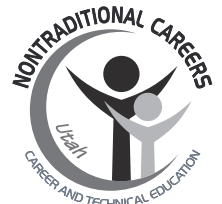
# Business Entrepreneurship

PREPARING STUDENTS FOR THE WORLD OF BUSINESS



*Break free of the barriers that limit your career choices.*

BUSINESS EDUCATION



## Nontraditional Careers

Did you know a nontraditional career is any occupation in which women or men comprise 25 percent or less of its total employment?

Nontraditional jobs are attractive because they generally offer higher entry-level wages.

Choosing a nontraditional career path can mean:

- > Greater job satisfaction.
- > Higher wages and better benefits.
- > Great advancement opportunities.
- > Economic self-sufficiency.
- > Broader job opportunities.
- > Freedom to pursue a career related to your interests and abilities.

**BREAK with tradition and explore a nontraditional career!**

## Business Entrepreneurship as a Career

An entrepreneur is someone who organizes, manages, and operates a business venture and assumes the risk for it.

Small businesses create most of the nation's net new jobs. In fact, half of all Americans are employed by small businesses.<sup>1</sup> There are nearly 27 million small businesses in the U.S., with 7.8 million of those owned by women<sup>2</sup>, and over 56,691 small business are in Utah.<sup>3</sup> However, being an entrepreneur doesn't come without risk. Nationwide, approximately ten percent of small businesses close each year.<sup>4</sup> In 2009, the number of bankruptcy filings for individuals and businesses in Utah jumped 56 percent.<sup>5</sup>

## CTE Pathways

High school is a great time to try out a wide range of Career Pathways by enrolling in Career and Technical Education (CTE) courses. As an added bonus, you will be developing work-related skills that can be put to immediate and profitable use.

CTE provides courses and Pathways consistent with industry training and certification, thus providing depth and meaning for both visual and hands-on learning and education that can be applied in today's job market.

Through participation in CTE, Business Education can guide you as you take courses in the Business Entrepreneurship Pathway.

By taking Business Education courses, you will learn skills to use in a global marketplace. You will also gain an important foundation of knowledge and skills necessary for continuing your education in business.

<sup>1</sup> *The Washington Post*, July 14, 2010, "Businesses owned by minorities, women boomed before recession, census says"

<sup>2</sup> SCORE FY 2009 Annual Report

<sup>3</sup> U.S. Small Business Administration, Small Business Profile, October 2009

<sup>4</sup> U.S. Census Bureau

<sup>5</sup> *Deseret News*, January 7, 2010, "Bankruptcy filings rose 56% last year in Utah"

## Employment

Entrepreneurs are individuals who have great ideas—whether a new product or a new method of conducting business—and will implement their ideas rather than waiting for someone else to do so. They are creative, like to take risks, have determination and drive, and like to work independently. It is this skill set that enables them to successfully launch a new business.

Small businesses employ just over half of U.S. workers, and in 2008 there were 29.6 million businesses in the United States.<sup>1</sup> Between 2002 and 2007 there was a 20 percent increase in the number of business owned by women, from 1.3 million to 7.8 million. A recent study projects that small businesses run by women will create approximately one-third of all new jobs in the upcoming decade.<sup>2</sup>

## Working Conditions

A small business owner has the flexibility to set his or her own schedule. However, this usually means working more than the standard 40-hour work week. A business owner needs to be available anytime of the day.

*Women own one in three small business in the U.S.,<sup>2</sup> generating approximately \$3 trillion in revenue.<sup>3</sup>*

## Outlook

Both the U.S. and the state of Utah rely heavily on small business owners. They are the driving force in the economic development of the country and the state. Small business owners create new jobs that are essential to the economy as a whole.

## UtahFutures

Log on to UtahFutures.org to learn more about a career as a small business owner or a business executive. From the home page, click on the "occupations" option to find an occupation that interests you and link to the description for that occupation. (Refer to the sample list of occupations on the back of this page.) Check out employment opportunities, working conditions, outlook, skills and abilities, and wages for your selected occupation.

**Is a nontraditional career in your future?**



<sup>1</sup> U.S. Small Business Administration (SBA)

<sup>2</sup> *The Washington Post*, July 14, 2010, "Businesses owned by minorities, women boomed before recession, census says"

<sup>3</sup> Fox Business, February 19, 2010, Study: Women Rock as Small Business Owners