Entrepreneurship Industry Resource Guide

Background: Entrepreneurship generally refers to the creation of new businesses, often through innovation. Entrepreneurship occurs in every sector of the economy. As of 2011, there were an estimated 11.5 million entrepreneurs in the U.S. Unlike other career paths, entrepreneurship does not require a graduate degree to gain employment with a company. Accordingly, it has greater risks and rewards than most other avenues. Social entrepreneurship is used to describe innovation and new business formation designed to address a social need.

Job and Internship Search
StartUpHire: www.startuphire.com
AngelList: www.angel.co
VentureLoop: www.ventureloop.com
Google Ventures: www.googleventures.com/jobs
Startupy: www.startuply.com
CoNotes: www.conotes.com
StartupAgents: www.startupagents.com
Carey Compass: https://c16-shib.symplicity.com/sso

Entry: Aspiring entrepreneurs generally need to have a wide range of business skills and be self-starters. Even the most successful entrepreneurs often have early failures in their careers, so it is essential for young entrepreneurs to possess strong determination and the ability to learn from mistakes.

Many graduates pursue entrepreneurship with the goal of starting their own company. Some graduates have already created a start-up and are looking to develop or expand their existing business.

For those looking to create or grow a new business, the most difficult barrier often involves securing enough capital to finance the enterprise. Many new businesses receive funding from friends and family, but outside resources can also be obtained through angel investors, incubators, or crowdsourcing. Aspiring entrepreneurs should look to develop a solid business plan as a good first step.

Many graduates try to gain experience working for an existing startup company before starting their own ventures. Startup companies are always looking for quality talent in a wide variety of roles, particularly marketing and business development. Working for a startup may require you to perform numerous roles and will generally provide lower compensation than larger, more established companies.

Trends: The recession in 2009 led to the bankruptcy of many startup businesses. In addition, the number of new businesses formed declined significantly due to economic uncertainty and the unavailability of credit from banking institutions. As a result of this, entrepreneurs are exploring new avenues of funding, such as crowdsourcing and social media, as opposed to more traditional options. Sectors that are currently experiencing rapid growth in new business formation include mobile applications, 3D printing, big data, and health care services.

Industry Overviews, Tools, Research

Resources and News
Forbes Entrepreneurs: www.forbes.com/entrepreneurs
Entrepreneur Magazine: www.entrepreneur.com
Tech Crunch – Start Ups: www.techcrunch.com/startups
OnStartups: www.onstartups.com
Under 30 CEO: www.under30ceo.com

Vault Guides can be purchased at various online retailers OR downloaded for free via Carey Compass. Once logged onto Carey Compass, click “VAULT guides –Career Insider” under “My Quicklinks.” You must create an account on the vault.com site using your JHU email address.

This Resource Guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or career advising recommendations.
Funding Opportunities

**Leading Organizations**
- 500 Startups: [www.500.co](http://www.500.co)
- Kickstarter: [www.kickstarter.com](http://www.kickstarter.com)
- Y Combinator: [www.ycombinator.com](http://www.ycombinator.com)
- Crowd Tilt: [www.crowdtilt.com](http://www.crowdtilt.com)
- AngelList: [www.angel.co](http://www.angel.co)

**Local Incubators and Accelerators**
- Emerging Technology Center: [www.etcbaltimore.com](http://www.etcbaltimore.com)
- Maryland Center for Entrepreneurship: [www.hceda.org/maryland-center-for-entrepreneurship.aspx](http://www.hceda.org/maryland-center-for-entrepreneurship.aspx)

**Local Investors**
- Betamore: [www.betamore.com](http://www.betamore.com)
- Accelerate Baltimore: [www.acceleratebaltimore.r2ismash.com](http://www.acceleratebaltimore.r2ismash.com)
- Wasabi Ventures Accelerator: [www.wasabiventures.com](http://www.wasabiventures.com)

**Events and Conferences**
- **Entrepreneurship Week**: [www.entrepreneurweek.net](http://www.entrepreneurweek.net)
- SXSW Interactive: [www.sxsw.com/interactive](http://www.sxsw.com/interactive)
- TEDx: [www.ted.com/tedx](http://www.ted.com/tedx)
- Johns Hopkins Business Plan Competition: [www.jhu.edu/bpc](http://www.jhu.edu/bpc)
- Startup Weekend: [www.startupweekend.org](http://www.startupweekend.org)

**Questions about entrepreneurship?**
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