

NDSU  
**researchTECHNOLOGY** PARK INC.  
**ENTREPRENEURSHIP ACADEMY**  
**JUNE 12-17, 2011**

**The NDSU Research & Technology Park  
Entrepreneurship Academy  
is a Five-day Program  
for 11<sup>th</sup> and 12<sup>th</sup> Grade Students  
(2011-2012 School Year)**



Students who demonstrate an aptitude in the areas of math, science and technology along with an interest in entrepreneurship are eligible for nomination. Nominees should have strong leadership skills and a desire to learn in an accelerated environment.

Aspiring entrepreneurs will learn to identify a possible business, develop a product or service, create a marketing plan and pitch the idea to potential investors.

**Winning teams will receive college tuition vouchers to NDSU  
Program is Free with the exception of a \$50 Registration Fee  
Registration Fee Waiver Available**



For additional information, please contact:  
Paul Tefft-paul@ndsuresearchpark.com or 701-499-3628  
Or

Jen Katke-jennifer@ndsuresearchpark.com or 701-499-3600



Visit us on the Web at: [www.ndsuresearchpark.com](http://www.ndsuresearchpark.com)

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**researchTECHNOLOGY** PARK INC.  
**ENTREPRENEURSHIP ACADEMY**  
**JUNE 12-17, 2011**

Dear Educator,

The NDSU Research & Technology Park is offering an opportunity to Fargo, West Fargo and Moorhead high school students in the 11<sup>th</sup> and 12<sup>th</sup> Grade (School Year 2011-2012) who demonstrate an aptitude in the areas of math, science and technology along with an interest in entrepreneurship.

Selected students will attend the five-day, technology-focused Entrepreneurship Academy at North Dakota State University campus the week of June 12-17, 2011. The Academy is led by NDSU Research & Technology Park staff with critical assistance from industry leaders and successful entrepreneurs. Students work in teams with a simple business case to determine the best way for the business to compete, identify capital needs to start the business and devise a plan for managing the business successfully.

Participants are provided with business cases, two days of instruction and necessary materials to assist them in the successful completion of the program. On the final day, teams give a 15-minute "investor pitch" to a panel of judges in a business plan competition setting. Tuition vouchers to NDSU are awarded to the top two teams whose presentations are judged as having the most solid business strategy and potential for success.

The Entrepreneurship Academy is a **free** program for all students who are selected to participate with the *exception of a \$50 registration fee*. Waivers are available to cover the expense of the registration fee if the student's family is unable to.

In order to identify qualified students, your assistance is critical. On the enclosed nomination form there are several items of performance criteria that should be used in considering students for this program. Please complete the attached nomination form for all students you wish to nominate. Please feel free to make as many copies as needed of any of the materials. The enclosed Entrepreneurial Quiz is an exercise you may want to use.

**Please return your nomination forms on or before March 25th, 2011**

NDSU Research & Technology Park Entrepreneurship Academy

Attention: Paul Tefft

1854 NDSU Research Circle North Fargo, ND 58102

Fax: 701-499-3610

Questions? Contact Paul Tefft at [paul@ndsuresearchpark.com](mailto:paul@ndsuresearchpark.com) or 701-499-3628

Sincerely,

Paul Tefft  
Consultant

Enclosure

To learn more about the NDSU Research & Technology Park Entrepreneurship Academy please visit us at  
[www.ndsuresearchpark.com](http://www.ndsuresearchpark.com)

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**JUNE 12-17, 2011**

**NOMINATION FORM**

Educator's Name \_\_\_\_\_ Email \_\_\_\_\_

School \_\_\_\_\_ County \_\_\_\_\_ School District \_\_\_\_\_

Educator's Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Use these guidelines to aid in selecting deserving students and arrive at your nomination(s). The committee appreciates any comments you could make on the student you nominate:

- Creativity and initiative
- Recognized by peers as a leader
- Ability to work with others and respects diversity
- Overall academic strength; takes challenging courses and excels in them
- Genuine interest in concepts and concerns relevant to entrepreneurship

**TESTIMONIAL:** Please include a brief statement about the nominee's character, conduct and qualifications. (Feel free to attach a separate page if needed)

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**NOMINATED STUDENT INFORMATION**

Student Name \_\_\_\_\_

Current Grade Level \_\_\_\_\_ (10-11 Academic Year) GPA \_\_\_\_\_ (4.0 scale) For statistical purpose only

Student Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Home Phone Number \_\_\_\_\_ Email Address \_\_\_\_\_

Guardian's Name \_\_\_\_\_

Address (if different than student) \_\_\_\_\_

**STUDENT ESSAY:** Please include a 250-word essay from the nominated student briefly stating what he/she expects to learn at the NDSU Research & Technology Park Entrepreneurship Academy.

**Please return your nomination form, on or before March 25<sup>th</sup> by mail, fax or email**

NDSU Research & Technology Park Entrepreneurship Academy

Attention: Paul Tefft

1854 NDSU Research Circle North Fargo, ND 58102

Fax: 701-499-3610

Email: paul@ndsuresearchpark.com

Visit us at: www.ndsuresearchpark.com

## Should You Be An Entrepreneur?

1. I don't like being told what to do by people who are less capable than I am.
2. I like challenging myself.
3. I like to win.
4. I like being my own boss.
5. I always look for new and better ways to do things.
6. I like to question conventional wisdom.
7. I like to get people together in order to get things done.
8. People get excited by my ideas.
9. I am rarely satisfied or complacent.
10. I can't sit still.
11. I can usually work my way out of a difficult situation.
12. I would rather fail at my own thing than succeed at someone else's.
13. Whenever there is a problem, I am ready to jump right in.
14. I think old dogs can learn - even invent - new tricks.
15. Members of my family run their own businesses.
16. I have friends who run their own businesses.
17. I worked after school and during vacations when I was growing up.
18. I get an adrenaline rush from selling things.
19. I am exhilarated by achieving results.
20. I could have written a better test than Isenberg (and here is what I would change ....)

Do you have what it takes?

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