



Dr. Frederick White

2000-2003 Richardson Endowed Teaching Chair in Business and Entrepreneurship

Dr. Frederick White was the recipient of the Richardson Endowed Teaching Chair in Business and Entrepreneurship in 2000. The resources from the award were used to establish the IRSC Entrepreneurial Institute. This program was designed for those who aspire to become self-employed and want to learn about business planning and management. The Entrepreneurial Institute uses motivational strategies, careful nurturing, and hands-on methods designed to help students get started as business owners.

After a kick-off meeting to explain the program, students attended bi-weekly meetings for eight weeks. During the training phase the students learned business planning; financial planning; legal issues; contracting and subcontracting; insurance; marketing and advertising; sales and personal selling; bookkeeping and accounting; organization and management and monitoring and problem solving. After completion of the business plan, students were assigned a local business leader as a mentor. The two met informally on a monthly basis for 6 to 10 months. At the end of the program the students received a certificate of completion.

Dr. White visited similar programs as far away as Meridian, Mississippi to obtain new ideas on how to improve this program. As a result, he added Quick-Books training to all future sessions. Knowledge of this popular software will enhance the students' ability to control business costs.