

THE MACKLIN BUSINESS INSTITUTE AND CENTER FOR ENTREPRENEURSHIP at Montgomery College



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New Program Focuses on Student Entrepreneurs

The Macklin Center for Entrepreneurship (CFE) announced the fall 2006 launch of the Macklin "Quick Pitch" Business Competition for budding entrepreneurs in the Montgomery College student community. The competition is designed to help students learn the art of pitching a business concept with "punch," specificity, and a practical approach to planning and implementation—those who understand entrepreneurial initiative.

Montgomery College students from each campus "pitch" their business ideas to CFE staff and receive feedback on their

proposal's strengths and weaknesses. Selected students will present their ideas to a panel of judges. Winners at each campus competition receive a \$250 cash prize and the opportunity to participate in two post-pitch advisory sessions with CFE staff to help them further develop their business concept.

The competition is open to the public. If you would like more information on the Macklin "Quick Pitch" competition, contact Dr. Robert Snyder, director, Center for Entrepreneurship, 301-650-1351 or robert.snyder@montgomerycollege.edu.

Campus Competition Schedule

October 26
Takoma Park/Silver Spring, 222 Health Sciences Center (HC), 4-6 p.m.

November 2
Rockville, 135 Technical Center Building, 4-6 p.m.

November 9
Germantown, 162 Sciences and Applied Studies Building (SA), 4-6 p.m.

First Lesson for Macklin Scholars: Teamwork

The eighth class of students in the Macklin Business Institute at Montgomery College is a diverse group. In addition to the United States, the class of 2007 comprises students from Peru, India, Guinea, and Sri Lanka. Although they originate from very distinct backgrounds, they share many common goals and traits typically seen in exceptional students. What will differ for them this year, however, is that in addition to worrying about their individual studies, the MBI program requires students to work as a team for various projects and competitions.

Supplementing honors level business courses, MBI students benefit from experiential learning opportunities. One of the more challenging activities will be managing the MBI Café, a student-run coffee bar that operates on the Rockville Campus during each academic year. Students rotate assignments between operations, marketing, and accounting teams, where they learn to implement classroom lessons. Profits from the Café's operations help fund scholarships for future classes of MBI students.

Students will also be working together preparing for several competitions, including the Loyola Marymount University Business Ethics Fortnight, held each spring in Los Angeles and the Students in Free Enterprise (SIFE) competition in Philadelphia. Both competitions require students to make presentations, one on corporate situation ethics and the other on outreach projects that they create economic opportunities for others.

Rounding out their experience,



Macklin students attend a weekly seminar. Like a board meeting, they discuss their team business, such as the various competitions and management of the Café. Occasional guest speakers share insight on topics ranging from financial planning and business plans to business etiquette and networking.

During the summer months, this year's class participated in five orientation events—from an excursion to an outdoor ropes course, to training in the MBI Café, a leadership skills seminar, and Myers-Briggs personali-

ty testing—designed to develop a team mindset and personal bonds.

The ultimate goal of the MBI program is to prepare each student for transfer to top four-year business schools. So far, the program's track record speaks for itself. In fact, nearly every MBI student who has completed the program, now in its seventh year, has completed a bachelor's degree or more. This group of students, following their predecessors, should become desirable candidates for any college they choose to attend.

THE MACKLIN BUSINESS INSTITUTE At Montgomery College

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MACKLIN BUSINESS INSTITUTE
Montgomery College
Humanities Building, Suite 208
51 Mannakee St.
Rockville, MD 20850
Phone: 301-738-1707
www.macklin.org
e-mail: mbi@montgomerycollege.edu