

Dahl School of Business

KAUFFMAN ENTREPRENEUR INTERNSHIP

The **Kauffman Entrepreneurial Internship** program will engage selected students in an extended educational experience within an entrepreneurial firm. The purposes of this internship are that the interns gain first-hand experience in the operation of the firm and that the intern contributes to the firm's meeting of its operational objectives. The intern may work with the firm one or more semesters, depending on the hours worked and the hourly pay rate. Pay is determined prior to intern placement. The work schedule will be jointly approved by the School of Business, the firm, the director of the internship program and the intern.

Financial incentive to interns will be a stipend of \$2,500 funded in total by the Kauffman Entrepreneurial Internship Foundation. Financial commitment from the firm will normally be minimum wage for the hours worked by the intern that will be paid to the Dahl School of Business to fund continuation of the Entrepreneurial Internship. A Kauffman Entrepreneur Intern may register for up to twelve academic credit hours.

Student interns will work on a day-to-day basis with one of a firm's top operating officers, observing and experiencing the decision-making required to establish and maintain the entrepreneurial firm. Students will contribute meaningfully to the firm's operations because of their recent experience and training at the college level. Business subject areas include accounting, business law, economics, finance, health care administration, human resource management, management, management information systems and marketing. An internship is a win-win situation for the employer and the intern: both learn from each other and both contribute to each other's future growth.

Requirements for Students

1. Be in sound academic standing (upper 1/3 of class) and solid ethical standing in all college-level work.
2. Be not less than a sophomore in their major academic area of the college.
3. Before starting the internship, the intern will conduct a thorough literature review, write a research paper dealing with various aspects of entrepreneurial operations, and submit the research paper to the Dahl School of Business for acceptance.
4. During the internship, a confidential, comprehensive journal detailing the students' day-to-day experiences and tasks performed will be kept by the intern.
5. Upon completion of the internship, a major final paper summarizing the knowledge, skills and benefits achieved by the intern during the internship will be accepted and approved by the Dean of the Dahl School of Business and the director of the internship program.

KAUFFMAN ENTREPRENEUR INTERNSHIP

Requirements for Firms

Once potential firms are identified, they will be screened for acceptance by the program director, the School of Business and the Director of Career and Internship Services. Criteria will include:

- annual revenues of less than \$25 million
- employment of fewer than 200 persons
- a mentoring relationship between the firm's president or chief operating officer and the intern
- periodic scheduled site visits by Internship program personnel
- periodic written evaluative reports regarding intern's progress provided to the Dahl School of Business
- a final written evaluation of the intern's progress and work experiences within 30 days of completion of the internship
- Pay minimum wage for student hours worked

Schools Participating in the Kauffman Entrepreneur Internship Program: 2007 - 2009

1. Baylor University - Hankamer School of Business
2. Cornell University - Entrepreneurship and Personal Enterprise Program
3. Hampton University - Center for Entrepreneurial Studies
4. Harvey Mudd College
5. Langston University - School of Business
6. New York University - Leonard N. Stern School of Business
7. Norfolk State University - School of Business and Entrepreneurship
8. Northwestern University - J.L. Kellogg Graduate School of Management
9. Pine Manor College
10. Pittsburg State University - Dept. of Management and Marketing
11. Regis College - Management Department
12. Rensselaer Polytechnic Institute - Incubator Program
13. Rose-Hulman Institute of Technology
14. Stanford University - Industrial Engineering and Engineering Management
15. Tennessee State University - College of Business
16. University of Akron - Fitzgerald Institute for Entrepreneurial Studies
17. University of California-Los Angeles - Howard Price Center for Entrepreneurial Studies
18. University of Colorado at Boulder - College of Business and Administration
19. University of Iowa - John Pappajohn Entrepreneurial Center
20. University of Oregon - Lundquist Center for Entrepreneurship
21. University of Texas at Austin - Department of Management
22. University of Washington - School of Business Administration
23. **Viterbo University - Dahl School of Business**
24. Enterprise Florida Innovation partnership
25. Enterprise Development, Inc. (cooperative venture with the Weatherhead School of Management, Case Western Reserve University)
26. Students for Responsible Business

For Further Information, please contact us at:

	(Phone)	(FAX)	(E-Mail)
Jan Janiszewski	(608) 796-3364	(608) 796-3367	JJANISZEWSKI@VITERBO.EDU
Robert L. Dean	(608) 796-3360	(608) 796-3367	RLDEAN@VITERBO.EDU