



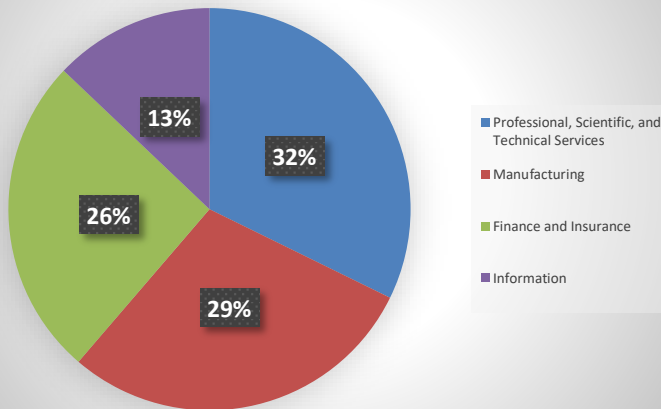
Entrepreneurship & Innovation

Top 5 States to work

- 1 California
- 2 Texas
- 3 New York
- 4 Illinois
- 5 Florida



Top Industries Hiring



Top 5 Job Titles

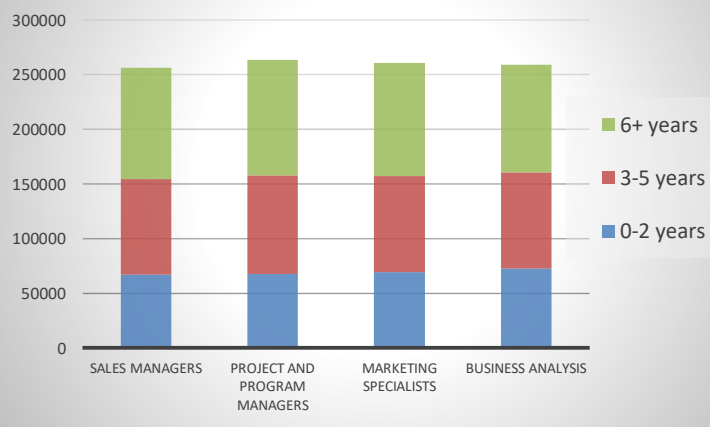
- 1 Account Manager
- 2 Business Analyst
- 3 Sales Manager
- 4 Account Executive
- 5 Project Manager

Top 5 Employers

- 1 Anthem Blue Cross*
- 2 U.S. Bancorp*
- 3 Amazon*
- 4 Accenture
- 5 Deloitte*

*Fortune Companies

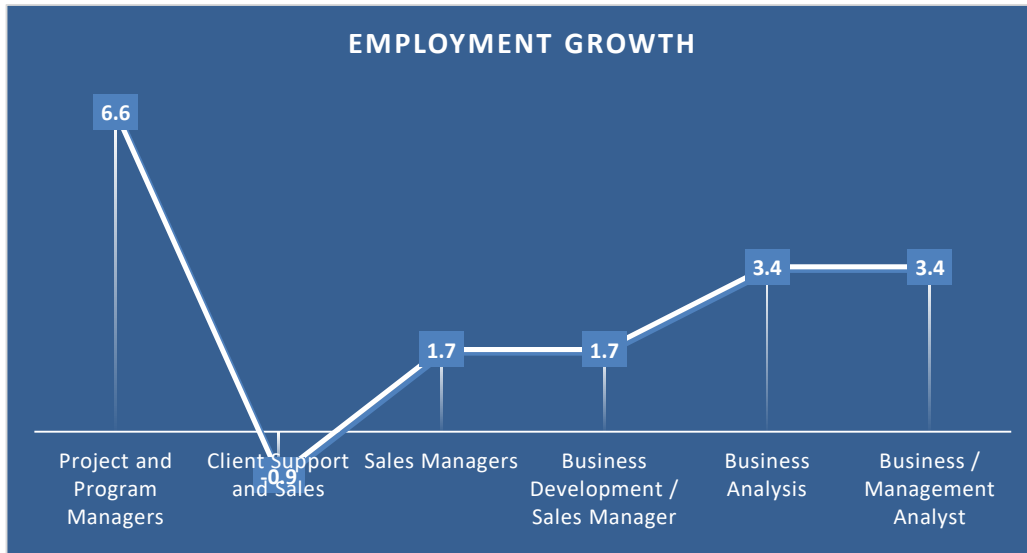
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Expected Growth

over the next 10 years

| | Selected Occupations | Total Labor | Relative Growth |
|------------|----------------------|-------------|-----------------|
| Nationwide | 7.22% | 7.40% | Average |
| California | 14.98% | 10.70% | Average |



Marketable Skills

In Demand Specialized Skills

- Project Management
- Sales
- Budgeting
- Customer Service
- Scheduling
- Business Development
- Customer Contact
- Sales Management
- Staff Management
- Business Analysis
- Sales Goals
- Business Process
- Account Management
- Project Planning and Salesforce

In Demand Baseline Skills

- Communication Skills
- Teamwork / Collaboration
- Planning
- Microsoft Excel
- Problem Solving
- Organizational Skills
- Microsoft Office
- Building Effective Relationships
- Writing
- Creativity
- Detail-Oriented
- Microsoft Powerpoint
- Research
- Written Communication
- Emotional Intelligence:
 - Self-awareness
 - Self-regulation
 - Motivation
 - Empathy
 - Social skills

In Demand Softwares & Programming Skills

- Microsoft Excel
- Microsoft Office
- Microsoft Powerpoint
- Microsoft Word
- Salesforce
- Microsoft Project
- SQL
- Software as a Service (SaaS)
- SAP
- Microsoft Visio
- Enterprise Resource Planning (ERP)



Information about our Entrepreneurship USF Alumni:

Where they Live:

- 1 San Francisco
- 2 Los Angeles
- 3 Taiwan
- 4 Spain
- 5 China

Where they Work:

- 1 Google*
- 2 Deloitte*
- 3 Salesforce*
- 4 Wells Fargo*
- 5 Uber

*Fortune Companies

What they do:

22% Business Development

13% Sales

11% Marketing

10% Operations

44% Other

NACE* defines career readiness, identifies key competencies

"Career readiness is the attainment and demonstration of requisite competencies that broadly prepare college graduates for a successful transition into the workplace."

*The National Association of Colleges and Employers

| | | | |
|--|--|--|---|
| <p>CRITICAL THINKING/ PROBLEM SOLVING</p>  <p>analyzing, decision-making, & solution-focused</p> | <p>ORAL/Written COMMUNICATIONS</p>  <p>effectively & clearly articulating thoughts & ideas</p> | <p>TEAMWORK/ COLLABORATION</p>  <p>capable of building collaborative relationships & managing conflict</p> | <p>DIGITAL TECHNOLOGY</p>  <p>efficiently utilize existing digital technologies & adapt to emerging technologies</p> |
| <p>LEADERSHIP</p>  <p>leverage strengths of others to motive & achieve common goals</p> | <p>PROFESSIONALISM/ WORK ETHIC</p>  <p>demonstrate personal accountability and effective work habits</p> | <p>CAREER MANAGEMENT</p>  <p>identify career goals & areas necessary for professional growth</p> | <p>GLOBAL/ INTERCULTURAL FLUENCY</p>  <p>demonstrate openness, inclusiveness, sensitivity, & interacts respectfully with all people</p> |