CHATHAM UNIVERSITY
CENTER FOR WOMEN’S ENTREPRENEURSHIP
The Center for Women's Entrepreneurship at Chatham University creates economic opportunities for women through entrepreneurial education and training, mentoring, and networking.
Why everyone must think and act like an entrepreneur!

INCUBATEHER

One-on-One Business Counseling

ROADMAP TO $1MM+

Concept to Launch
Center for Women’s Entrepreneurship Executive Director

Rebecca U. Harris, MBA

- Winner Pittsburgh Business Times’ 2012 Women in Business Awards
- U.S. Small Business Administration’s (SBA) 2012 Western Pennsylvania and Region III Women in Business Champion of the Year
- Business Contributor, Essential Pittsburgh, 90.5 WESA
- Advocated for Women in Business at the White House (December 9th, 2013)
- Invited Guest to President Obama’s State of the Union address (January 29th, 2014)
- Girl Scouts Western Pennsylvania Award of Distinction in 2016
- In 2018 was inducted as an honorary member in the Chatham University chapter of Sigma Beta Delta
- The Crohn’s & Colitis Foundation of America Western Pennsylvania/West Virginia Chapter honored Harris at their Women of Distinction Awards Luncheon (April, 2019)
- 412 Food Rescue Board (2019)
- Board of Directors of the PVCA (2019)
My Background

Entrepreneurship ‘part of my DNA’

Did you sell those?
I did. For two and a half years, I made them and sold them. It was very arduous because everything had to be done by hand, and we had to insert this long halyard into this net and get the floats in and it was really hard to do it and we had some issues with the netting. But at the same time that we came out with this product, somebody else came out with one with an inflatable ring. It was much smaller and lighter, so these were for boats or docks and these were 20 pounds. The problem was that a person’s hand held the perimeter as well, but it was smaller so we kind of lost that one, but I don’t consider an entrepreneurial endeavor a failure. I think you probably learn more from your mistakes than you do your success.

What appealed to you about this position at Chatham?
When I started to look and this job was available where I could act like an entrepreneur and help entrepreneurs, especially women, it was a win-win for me. Then there was my ability to connect with this exciting ecosystem, with the pods and masts and manufacturing and innovation.
Specialty Foods

The Original
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Delights

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Nettle Not Company
402 North Union Street
Suite 269
Wilmington, DE 19806
Publishing Empire!
Assess Where You Are

• Ready to graduate and need to secure a position in an innovative startup?
• Are you a Ph.D. candidate and your dissertation is stalled?
• Are you an entering first-year student and need to connect with the professors doing pioneering work?
• Are you stuck and bored in your field of study and not sure how to make a change?
The question is not whether entrepreneurship is right for you but, rather, are you right for entrepreneurship?
Classic Entrepreneurial Mistakes

• Starbucks
• Teach for America
• Twitter
• Apple
Entrepreneurial Must-Dos

• Passionate about product/service
• Business vs Hobby
• Product/service people need (even if you have to make them need it!)
• Create a brand
• Taking risks*
Entrepreneurial Thinking

‘Entrepreneurial Thinking’ is learning to see things differently, identifying new solutions, and becoming more creative, agile and employable.
Entrepreneurial Think!

- Maintain optimism & trust in your abilities
- Kick into your creative side to solve problems
- Create a product or way of doing things
- Develop leadership skills: model effectiveness & efficiency
- Become an expert in your field: study, learn, attend conferences, analyze trends
Entrepreneurship vs Intrapreneurship

• Entrepreneurship: Person or team assumes direct responsibility for the development of an idea into a profitable product or service through assertive risk-taking & innovation.

• Intrapreneurship: Entrepreneurship within existing organizations looking to innovate.
Organizations Need Intrapreneurs

- Maintain a competitive edge & enable expansion with new products/services
- Leverage creativity & passion to become dynamic, innovative, & agile
- Encourage integration and problem-solving across the business
- Increase value, social capital & brand awareness
Support Entrepreneurial Think!

• Foster a culture where everyone has responsibility & voice to create shared value.
• Build an agile & innovative employee base.
• Inspire your employees and offer them exposure to resources, trends, insights, and best practices that can accelerate their work.
• Earmark funds for developing employee ideas, and let them do it.
• Employ new intrapreneurial ideas internally first.
Lessons Learned

1. The power of connections
2. Focus, focus and focus
3. You will fail at times
4. Let your passion drive you
5. Have a mentor, coach or mastermind
6. Finished beats perfect
7. Learn to pivot
Think Big & Follow the Money!

HOW I MADE IT HAPPEN: CERTIFICATION
Carolyn Klasnick Brooks, Partner & Executive Producer of Post Script Productions LLC

"... THIS INSIGHT AND TIME SPENT WITH PROFESSIONAL AND SUCCESSFUL WOMEN WHO HAVE BEEN THROUGH SO MANY CERTIFICATIONS WAS INVALUABLE AND SO ENCOURAGING. THESE CERTIFICATIONS CAN BE CHALLENGING AND THE OVERALL SUPPORT THE CVBC HAS GIVEN ME SO FAR HAS BEEN ESSENTIAL."
Rebecca U. Harris, Executive Director
Center for Women’s Entrepreneurship at Chatham University

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