

## E-Coaching Program- Entrepreneur Application and Profile

Name \_\_\_\_\_

Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone #: \_\_\_\_\_ Fax \_\_\_\_\_

School Name: \_\_\_\_\_

Year \_\_\_\_\_ Major: \_\_\_\_\_ Minor: \_\_\_\_\_

Stage of your Business (Check one)

- \_\_\_\_\_ Business Conceptualization
- \_\_\_\_\_ Prototype Development
- \_\_\_\_\_ First Year
- \_\_\_\_\_ Early Stage with Reference customers
- \_\_\_\_\_ Expansion Stage/looking for funding
- \_\_\_\_\_ Other- Explain: \_\_\_\_\_

Briefly explain your core business in 50 words or less:

---



---



---



---

### **Ideal Coach profile**

List any CORE SKILLS, SPECIALTY, or INDUSTRY EXPERTISE in your ideal coach profile. In addition, note any preferences you may have for type of coach:

Desired areas of professional expertise:

#### **CORE SKILLS**

#### **SPECIALTIES**

#### **INDUSTRY EXPERTISE**

Accounting, Audit, Taxation

Benefits Planning

Advertising

Contracting/Agreements

Business Plans

Aerospace

- Engineering/Science
- Finance/Banking/Investment
- General Management
- Human Resources
- Technology
- Legal/Law
- Marketing/Sales
- Public Relations
- R & D
- Tax
- Other \_\_\_\_\_  
\_\_\_\_\_

- Commercial Loans
- Communications
- Compensation/Incentives
- Consulting
- Distribution
- Financial Planning
- Franchising
- Government Contracting
- Intellectual Property
- International Business
- Marketing Research
- Mergers & Acquisitions
- Partnering/Joint Venturing
- Private Placement
- Recruiting
- Software Development
- Strategic Planning
- Team-Building
- Turnaround
- Other \_\_\_\_\_  
\_\_\_\_\_

- Agriculture
- Architecture
- Automotive
- Banking (commercial)
- Banking (investment)
- Biotechnology
- Chemicals
- Computer Hardware
- Computer Software
- Construction
- Electronics
- Environment
- Food Management/Service
- Health Care
- Import/Export
- Manufacturing
- Medical/Pharmaceutical
- Publishing
- Real Estate
- Internet/E-commerce
- Telecommunications
- Transportation
- Venture Capital
- Other \_\_\_\_\_

## Desired Areas of Business & Management Competence

Read through the skills areas listed in the table below and decide which areas you want professional expertise. We will refer to these as your skill gaps and will match you to a Coach with expertise/competence in these areas. *You do not have to indicate your skill gaps in all of the areas but the more information we have on your desired areas of expertise, the more likely it is that we will be able to match you with a suitable Coach.*

1-No Guidance

2-Little Guidance

3-Some Guidance

4-Strong Guidance

5-Most Guidance

	1	2	3	4	5
Business Start-up and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Environment & Competitor Analysis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Reputation Development & Management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Writing Success Business Proposals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Strategy Formulation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Intellectual Property Protection	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Start-Up Legal Issues	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product & Service Marketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Branding & Advertising	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marketing research	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
International Marketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Regional Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sales Management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Managing Strategic Alliances	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Channel Marketing

	1	2	3	4	5
Customer Focus	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Identifying Sources of Business Funding/Finance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fund Raising	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Incorporation, Tax, Bookkeeping, Payroll & HR	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Career & professional Development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Conflict Resolution Skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Negotiation Skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leadership & Management Skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>