

ENTREPRENEURSHIP CERTIFICATE PROGRAM LEADS TO SUCCESS



“I like taking something new – or something that is just beginning –

and making it better,” said Middlesex student Andrew Basbas. “I realized I needed to get an affordable degree that gave me the basics to launch my own business, or to be a driving force in another’s. That’s why I enrolled in the Entrepreneurship Certificate Program.”

Students in MCC’s 16-credit, short-term Entrepreneurship Certificate Program learn how to develop a plan and strategy for launching their own business. They learn about small-business management, including calculating start-up costs, profits and loss, as well as how to communicate with their client base, and how to market their product or ideas effectively.

“Someone who is naturally entrepreneurial just starts doing something,” said Stacie Hargis, Entrepreneurship Program Coordinator. “But that doesn’t necessarily mean they have the foundational skills they need to keep the business progressing.

“Our program is appropriate for anyone who is already running a business, for those who are planning to start or grow a business, or even for those planning to play a role in a growing business,” she said.

“I was interested in the certificate program because I wanted a small

victory,” said Basbas. “I had struggled in college previously and I wanted to prove to myself that I could do this. And the courses looked really useful – little did I know just how useful.”

In the middle of the spring 2016 semester, two friends contacted Basbas to ask him for help running their independent businesses – one a commercial cleaning company and the other a power-washing company specializing in commercial buildings.

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– Andrew Basbas

“Here I was in this entrepreneurship course that had given me so many ideas and resources about how to start and run a business. Then these two people reached out to me for some guidance. I thought, ‘Here is an opportunity. We should start a business.’”

And that’s exactly what they did. The three colleagues started a partnership. Basbas manages human resources, payroll and taxes, while the others use their industry experience and skills to work with clients.

“It’s been a success,” said Basbas. “We had a lot of people who wanted to work for us, so we hired more

employees. I don’t think it will be a multi-million dollar venture anytime soon, but we have clients and a staff where everyone is getting paid well. This wouldn’t have happened if I wasn’t enrolled at MCC.”

Basbas will earn his Entrepreneurship Certificate in December. He plans to complete his associate degree in Business Administration at Middlesex, and would eventually like to start his own business working in the private-security industry.

“The Entrepreneurship Certificate Program gave me the confidence and the hands-on experience to be able to start my first venture, and has prepared me to start others in the future,” he said.

“This program has incredible value. There was never a moment during the program where I was sitting in class thinking ‘I’m never going to use this,’” said Basbas.

“Whether you go to work for a big company and never see your boss, or you start something up in your garage that turns into a bigger company – and anything in between – everything you do in this program is relevant and connects with something you will do in your career.”

 Tura Linderholm

FOR MORE INFORMATION ABOUT MCC’S ENTREPRENEURSHIP CERTIFICATE PROGRAM, contact **Stacie Hargis**, Assistant Professor, Business, at hargiss@middlesex.mass.edu or 781-280-3854