

EDA University Center for Economic Development

Southern University Baton Rouge

December 9, 2014

Team

Dr. Donald Andrews, Dean
Dr. Ghrimay Geybreyesus, Director
Dr. Aloyce Kaliba, Co-Director,
Dr. Sung No, Co-Director



Center for Rural and Small
Business Development,
SU Agricultural Research
and Extension Center

EDA University Center for
Economic Development
Southern University, BR

EDA University Center for Economic
Development, SU A&M College

TRAINING WORKSHOP



Thursday, February 19, 2015
6:00 P.M. – 8:30 P.M.

LSU/SU Ag Center
114 North Cedar St.
Tallulah, LA 71282

- Program Orientation
- Business Software Training: Excel
- Participants will learn how to use excel to track their business' monthly expenses and income, record keeping, development cash flow and profit and loss statements.
- Computers will be available, but personal laptops are welcome.
- SPACE IS LIMITED!

To reserve a seat, contact Sarah Simms at, 318-574-9509 or Eual Hall at, 225-771-4105.

SUBR EDA University Center Training Schedule

Training Topics

(1) Microsoft Office:

This workshop is highly recommended for all individuals interested in obtaining the essential skills for producing professional work with the Microsoft Office including Word, PowerPoint, and Excel. Topics of discussion will include: Creating a word document and a resume; Creating a presentation; Creating a spreadsheet with a chart; Using Formulas in Excel.

(2) QuickBooks:

This workshop is highly recommended for all individuals who wants to know how to set up a chart of accounts, pay bills, invoice customers, create receipts, and reconcile your checking account using QuickBooks. In addition, the workshop shows you how to track your accounts payable and receivable, manage your assets, control inventory, and generate estimates and reports.

(3) Target Markets, Niches, and Positioning Your Business

This series will focus on marketing and sales approaches, identifying potential customers, understanding the marketing concept and buyer behavior, analyzing the competition, and developing a marketing strategy, including product, place, promotion, and price decisions, while avoiding common pitfalls. It will also talk about low cost marketing tools, image development & branding, and e-marketing (social media).

(4) Supply Chain/ERP:

This workshop is highly recommended for all individuals who are interested in obtaining knowledge and skills on (1) Supply Chain Management Fundamentals based on the SCOR Model develop by the Council of Supply Chain Management; (2) Building competitive entrepreneurial operations planning and logistics; (3) Managing Customer and Supplier relations; and (4) Using Information and Communication Technologies to Enable Entrepreneurial Supply Chain Management

(5) Entrepreneurship:

This workshop is highly recommended for all individuals who would like to understand the full scope of what it takes to start and run a small business. The Entrepreneurship Training is designed specifically to help you develop a solid plan and learn what it takes to build a thriving business. The training focuses on the overall business model which includes business planning, financial management, and marketing research.

(6) Contract Procurement:

This workshop is highly recommended for all individuals interested in obtaining the skills and competencies required for relationships with contracts and suppliers of both goods and services.

(7) Project Management:

This workshop is highly recommended for business owners and managers involved in planning, motivating, and controlling resources to achieve specific goals. The workshop will highlight how to achieve all of the business goals and objectives while honoring the preconceived constraints associated with scope, time, quality and budget while optimizing the allocation of necessary inputs and integrate them to meet predefined objectives.

Small Business Track

MS Office (Excel)



Entrepreneurship



QuickBooks



Target Markets



Contract Procurement



Supply Chain Management



Project Management

2/19 (TR) or 4/30(TR), 5/7(TR),
6/18 (TR), 6/25 (TR)



3/13(F) or 4/3(F), 2/27(F)



4/2(TR) or 3/19(TR)



4/9(TR) or 3/5(TR)



4/16(TR) or 3/26(TR), 5/28(TR)



5/14(TR) or 4/23(TR)



6/4(TR) or 5/21(TR)

Individuals Track

MS Office (Excel)

Business Plan

Target Markets

QuickBooks

Contract Procurement

Supply Chain Management

Project Management

2/19(TR) or 3/20(F), 4/10(F),
4/24(F), 5/15(F)

2/27(F) or 3/13(F), 4/3(F)

3/5(TH) or 4/9(TH)

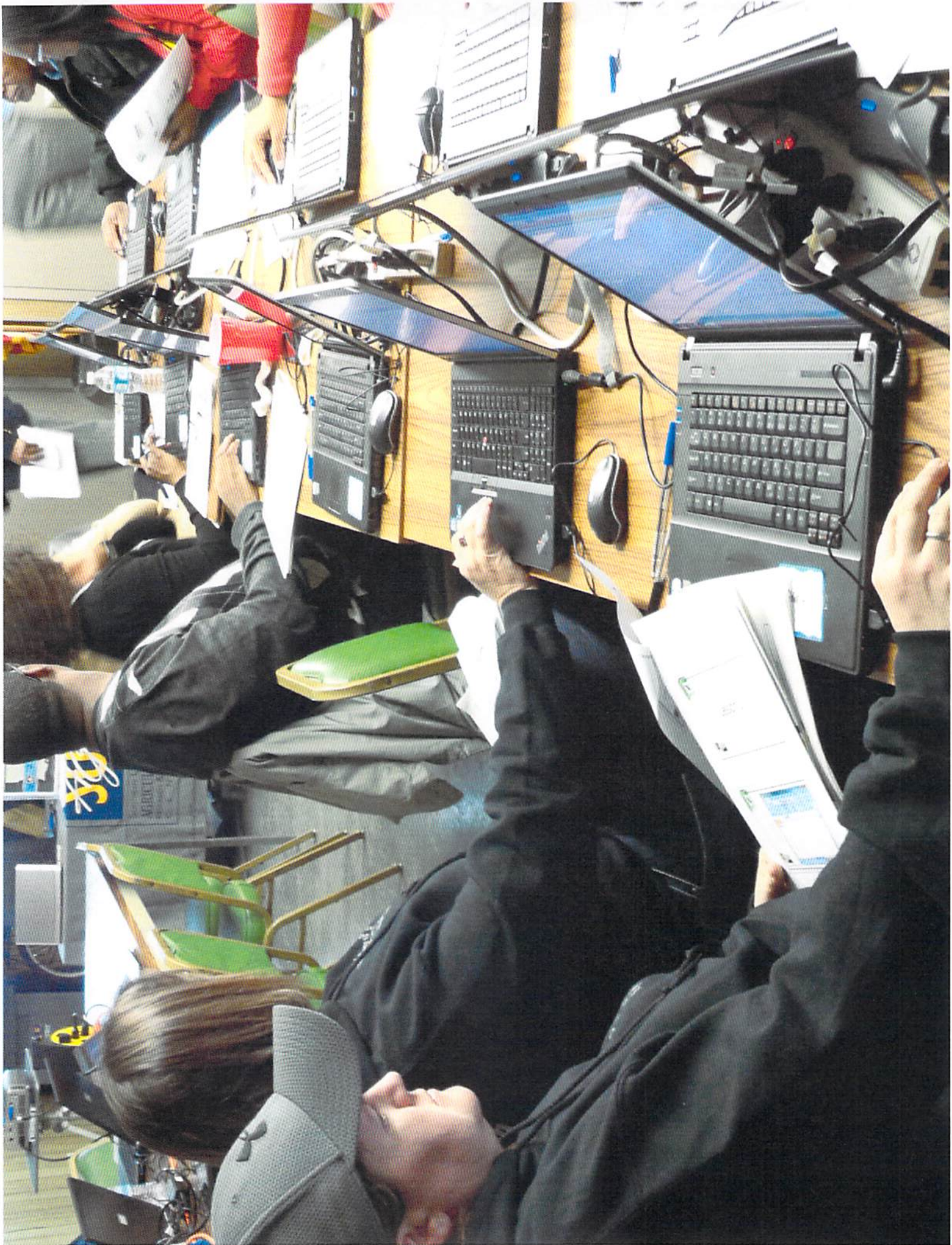
3/19(TR) or 4/2(TR)

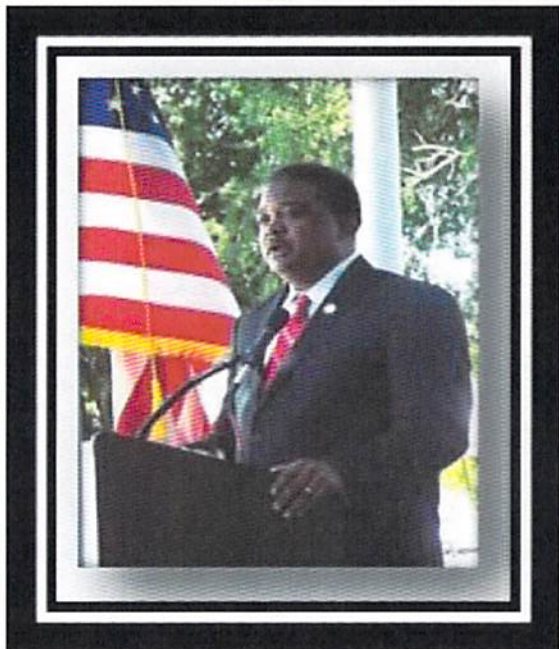
3/26(TH) or 4/16(TH), 5/28(TH)

4/23(TR) or 5/14(TR)

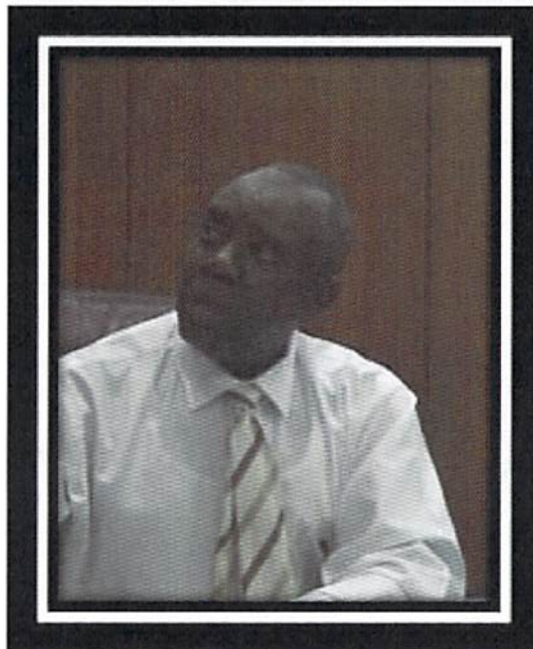
5/21(TR) or 6/4(TR)



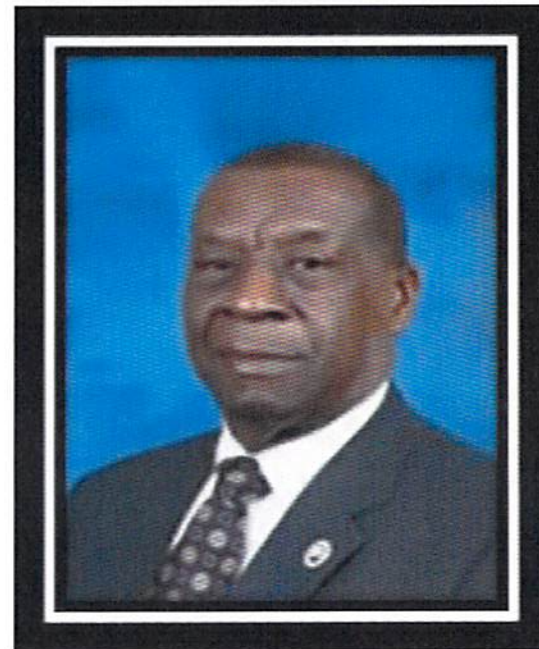




Tallulah Mayor Paxton Branch



Delhi Mayor Jessie Washington



Rayville Mayor Harry Lewis

Sponsored by
Madison Parish

Chamber of Commerce

And the



CITY OF TALLULAH

SAVE
THE
DATE

Wednesday, March 4, 2015

12:00 p.m.

**I-20 "East End" Economic Update
TA Truck Stop - Tallulah, LA**



Southern University Agricultural Research and Extension Center

**CENTER FOR RURAL & SMALL BUSINESS
DEVELOPMENT**

&

**EDA University Center for
Economic Development
Southern University, BR**

Southern University College of Business

CENTER FOR ECONOMIC

Free

Entrepreneurship Workshop!!!

Growing Your Business:

“10 Steps to Running a Successful Business; 7 Steps to Increase your Revenue”

This practical training is highly recommended for individuals interested in running and growing a successful business. To succeed in business today, you need to be flexible, resourceful and possess sound wisdom to further success of your business goals. Many people start a business thinking that they'll turn on their computers or open their doors and start making money – only to find that making money in a business is much more difficult than they thought. You can avoid this in your business ventures by taking your time and planning out all the necessary steps you need to reach to achieve success. After this training, you will have thorough understanding of what it takes to grow a successful business.

Instructor: Mr. Will Campbell

Mr. Campbell is 2014 State Champion Award Winner for Louisiana SBDC Service Excellence and Innovation Center. He currently serves as Director of the Louisiana Small Business Development Center at Southern University. Will is responsible for overseeing and managing the center and providing business consulting for 7 parishes. The center has a strong focus in creating entrepreneurs in Baton Rouge and the surrounding areas with a strong emphasis on contractual services

March 12, 2015

6:00 p.m.

LSU/SU AgCenter

114 North Cedar Street

Tallulah, La.

Contact:

Sarah Sims Extension Agent

Southern University AgCenter

318-574-2465

sarah_sims@suagcenter.com