

# BABSON COLLEGE

## Ignite Your Entrepreneurial Spirit



### Babson Build—Undergraduate Students

Do you want to make a positive impact on the world? Do you imagine yourself as an innovator in your career? Do you believe that you don't need to start a business in order to be an entrepreneur?

**Transformative.** Come discover your entrepreneurial self at Babson Build: The Entrepreneurship Program for University Students. Learn how to think and act entrepreneurially during the one or two-week, residential, academic program. The make-it-happen mindset you'll develop at Babson gives you the tools to be an innovative, flexible, creative, out-of-the-box thinker. Equipped with an entrepreneurial mindset and leadership skills, you'll return to your home university ready to tackle tomorrow's biggest challenges, pursue your passions, and create your path to success.

**Powerful.** Join us in July on the Babson College campus to learn from renowned faculty at the No. 1 college for entrepreneurship in the United States. Babson alumni include successful entrepreneurs such as Jamie Siminoff '99 who sold his startup, Ring, to Amazon for \$1 billion, brothers David '05 and Andrew Heath MBA'12 whose high-end sock startup, Bombas, has revenues exceeding \$100 million, and 10 other current students or alumni who have pitched their ventures to national TV audiences on "Shark Tank". With Babson Build, you'll get a taste of the training these entrepreneurs received when they were students at Babson.

**Fun.** Babson Build brings together students from around the world who live together on campus. You'll form multi-national teams, pursue entrepreneurial opportunities together, and explore all that the vibrant city of Boston has to offer. This diversity leads to new insights and opportunities, plus a lasting global network of friends that you won't find anywhere else.

### Discover Babson College

Established in 1919 by accomplished entrepreneur Roger Babson, Babson College is a hub of innovation and entrepreneurship, attracting a global community of the world's brightest undergraduate and graduate students. We develop entrepreneurial leaders, giving students the tools and skills to foster growth and create value in their careers and communities. Nestled in a safe and picturesque suburb of Boston, Babson College's 370-acre campus is home to 3,000 undergraduate and graduate students, and nearly 1,000 faculty and staff members.

**#1** IN ENTREPRENEURSHIP  
FOR 25 CONSECUTIVE TIMES  
— *U.S. News & World Report*

**#10** TOP COLLEGES  
For International Students  
— *Forbes Magazine, 2019*

**424** STUDENTS  
**53** UNIVERSITIES  
**35** COUNTRIES  
— *Babson Build, 2019*

# GET READY TO LAUNCH WITH BABSON BUILD >>

The Babson Build program is designed to take you inside the new venture creation process. You'll learn the steps for bringing business ideas to life, through classes that blend entrepreneurship with experiential learning. Explore different topics throughout the program, bringing everything together in your final Rocket Pitch. Earn a Babson Build certificate at the end of the program.

## Sample Babson Build Sessions\*

Entrepreneurial Thought and Action®	Entrepreneurship is a way of thinking and acting. Examine how it impacts our behaviors, and learn how entrepreneurs act under increasing levels of uncertainty.
Developing Powerful Ideas	Discover how to test your business idea in the market, learn from the test, and then reshape the opportunity to take on the next, larger test.
Designing Your Business Model	Learn how to use design thinking; a powerful tool for identifying opportunities, developing products and services, and formulating strategies.
Entrepreneurial Leadership	Study the opportunities associated with entrepreneurial leadership, a leadership style characterized by embracing ambiguity and confidently navigating uncertainty.
Marketing for Entrepreneurs	Get hands-on guidance and instruction about how to refine a business plan, articulate a value proposition, and formulate a marketing strategy that will deliver results.
Raising Resources	Understand the different types of funding sources available at different stages of a venture's life. Examine the interplay between how much money a venture needs and strategy.
Managing Growth	Study the challenges and opportunities associated with entrepreneurial management and growth, especially for companies preparing to go public.
Negotiations	Explore the many ways that managers and entrepreneurs resolve conflicts—with peers, bosses, customers, friends, neighbors, and even family members.
Power Pitching	Bring together everything you've learned throughout Babson Build. Pitch your opportunity idea to your classmates and professors using just three slides and in just three minutes.

*\*Session programming is subject to change; actual sessions may vary. Students are expected to be present for all sessions, and course materials include case studies, breakout sessions, videos, group presentations, and lectures. All students must be proficient in both speaking and reading English, as all course materials and lectures are delivered in English.*

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“The Babson Build program was a life-changing experience for me. It was a chance to learn and work together with students and entrepreneurs from every part of the world, who encourage you to leave your mark on the world. After the Babson Build program I have the knowledge, motivation, and of course the passion to succeed!”

– Joaquín Gonzalez Placencio, Student  
Universidad del Desarrollo, Chile

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