



**Title:** Entrepreneurship: A Logical Option for a Chemical Engineer

**Date:** Tuesday, January 20th

**Time:** 5:30 pm to 7:30 pm

**Location:** Hill Conference Room

### **Presentation Summary**

Some history affecting my consideration of entrepreneurship

The Nature of an Entrepreneur – Can it be developed?

Getting started: Identifying a business opportunity and estimating its economic feasibility

Example: Starting with \$50,000, how does one start a business?

Preparing a business plan

Organizing the business

What are your skills and talents?

What support personnel do you need?

Technical – Engineers, designers, craftsmen

Marketing

Accounting

Legal

Some Non-engineering Business Skills

Communication / People skills

Contract negotiation

Planning and scheduling

Managing and controlling meetings

Summary and Conclusion

### **Presenter Bio:**

Mr. Edward T. Luckiewicz has over 40 years experience in the process industry. He has a B.S. in Chemical Engineering from Drexel University and an M.B.A. in Financial and Marketing Management from Drexel University. He has published two books relating to the practical application of process engineering design, operation and maintenance.

For over twenty years, he taught the engineering economics and chemical engineering plant design in the Evening Division of Drexel University. The economics course was always slanted toward training chemical engineering students in the business and entrepreneurial side of engineering. During the same 20 year period he headed the PE Review Courses license testing in the disciplines of Chemical Engineering and Environmental Engineering.

For over 30 years, he was mainly involved in design, construction, commissioning and troubleshooting process systems and plants in the chemical, biochemical, pharmaceutical, environmental, power and nuclear industries. In the latter stages of his career, he was involved in commissioning and validation of commercial and pharmaceutical facilities.

Over the last 20 years, he has been the director and lecturer in a practical process engineering course, i.e. “what they never told you in school but is important for doing your job”. The course is offered twice a year, once in the U.S. and once in Amsterdam under the sponsorship of The Center for Professional Advancement (CfPA). These courses are also offered nationally and internationally as in-plant courses during the year, upon request.