

CONTENTS

Publisher's Note	vii
Introduction	ix

Profiles

Advertising/Promotions/Marketing Manager	1
Animal Care/Service Worker	13
Baker	29
Bioengineer/Biomedical Engineer	37
Childcare Worker	49
Craft/Fine Artist	57
Delivery Truck Driver/Driver/Sales Worker	73
Electrical/Electronics Engineer	81
Farmer/Rancher/Agricultural Manager	93
Fashion Designer	107
Food Service Manager	119
Funeral Home Manager	135
Interior Designer	143
Lawyer	155
Loan Officer	169
Machinist/Tool and Die Maker	177
Private Detective/Investigator	187
Property/Real Estate/Community Association Manager	195
Social/Community Service Manager	209
Software Developer	223
Solar Photovoltaic Installers	235
Taxi Driver/Ride-Hailing Driver/Chauffeur	243
Telecommunications Equipment Installers/Repairers	251
Top Executive	267
Web Developer/Digital Designer	283
Woodworker	291
 Appendix A: Holland Code	 305
Appendix B: General Bibliography	309
Appendix C: List of Organizations and Resources	311
 Index	 325

PUBLISHER'S NOTE

The latest volume in our *Careers* series, *Careers: Paths to Entrepreneurship* provides a thorough introduction to the wide range of career opportunities available to those interested in starting their own business or developing a product that fills a need.

The types of careers available to entrepreneurs are virtually endless, from the creative to the technical, bakers to engineers, artists to financial advisors. *Careers: Path to Entrepreneurship* offers insight into how to begin and what to expect. If you like being your own boss, can handle financial risk, and can learn from your mistakes, this book is for you.

At the heart of this volume, like the dozens of previous *Careers* titles, are twenty-five occupation profiles of entrepreneurs or of jobs that lead to entrepreneurship. Each career profile offers details about its specific career:

Snapshots offer current data on:

- Median pay
- Job outlook
- Educational and other requirements
- Working conditions
- Recommended areas of interest

Career Overviews describe:

- Duties
- Work environment
- Work schedules

In addition, each profile provides important qualities for the job, specific and general job requirements, anticipated rates of growth and why. Also included is a list of related occupations, both in the public and private sectors, and a list of resources for more information includes specific associations or certifying bodies.

Merging scholarship with occupational development, this single comprehensive guidebook provides students who are passionate about becoming an entrepreneur with the necessary insight into the wide array of options available. The book offers guidance regarding what job seekers can expect in terms of training, advancement, earnings, job prospects, working conditions, relevant associations, and more. *Careers: Paths to Entrepreneurship* is specifically designed for a high school and undergraduate audience and is edited to align with secondary or high school curriculum standards.

Additional Materials

Careers: Paths to Entrepreneurship is enhanced with numerous tables, including projections from the U.S. Bureau of Labor Statistics, and median annual salaries or wages for those occupations profiled. Fast Facts, Famous Firsts, and dozens of photos add depth to the discussion.

A popular and valuable highlight of the *Careers* series are the “Conversations With”—interviews with real-life professionals working in relevant jobs. Those interviewed offer their personal career paths, detail the potential for career advancement, and offer advice for students. From fashion designer to bioengineer, it’s all here.

The back matter in this volume includes:

Appendix A: Guide to the Holland Code—John Holland’s theory that people and work environments can be classified into six different groups: realistic, investigative, artistic, social, enterprising, and conventional. These interest codes are found at the beginning of each profile.

Appendix B: General Bibliography—a list of suggested readings for those who wish to learn more about becoming an entrepreneur.

Appendix C: List of Organizations and Resources—a list of further resources for education, certification, professional development, and networking.

The volume also includes a comprehensive subject index.

Thanks are due to volume editor Allison Blake who defined the coverage and, with the help of Deborah Funk and Cynthia McCormick, wrote the interviews. Salem Press also thanks the professionals who took the time to share their work experience. Their frank and honest responses provide immeasurable value to *Careers: Paths to Entrepreneurship*.