

Business Counseling Skills

COUNSELING SKILLS (A condensed list of specific Business Skills of Detroit SCORE members)

- Accounting (Computer Programs, Principles, Internal Controls, Statements)
- Advertising
- Agriculture
- Automotive Supply
- Banking (Business Loans, Owner/Banker relations)
- Budgeting (Inventory Control)
- Building Materials
- Business to business selling
- Business management
- Business Services
- Buying & selling a business (Mergers, Acquisitions)
- Communications
- Construction
- Credit (Collection, Accounts Receivable)
- Day care
- Engineering (Mechanical, Industrial, Filtration, Chemical, Electrical)
- Franchising
- Gasoline service stations
- Human resources
- Insurance
- International trade
- Internet
- Labor relations
- Landscaping
- Leasing (Real Estate, Equipment)
- Legal services
- Mail order
- Manufacturing (Management, Quality Control, Inventory Control)
- Negotiations, general /contract
- Packaging
- Plastics
- Product development
- Public relations
- Publishing
- Real estate (Sales, Brokerage, Management, Leasing)
- Retail
- Sales (Direct, Sales Reps, Consulting)
- Trucking
- Wholesale, jobber, distributor

For specialties and subspecialties not listed, check with a counselor.