

服务合作协会 (SCA)  
我们创建公司开创成就。我们可以帮助你们吗?  
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### C. Dean Kring先生简介

Executive Director of Services Cooperative Association,  
Director of Research for the Centers (Entrepreneurial  
Development, Women's Business, Software Business, Product  
Development, International Business, Health-Medical  
Enterprise and Incubator Self-Sufficiency Group), President  
and CEO of Emerging Business Centers, Inc.

克林

迪恩先生是服务合作协会总指导兼探索中心指导（中心相关单位有：  
企业发展、妇女商务、软件商务、产品推广、国际贸易、健康医疗机构  
以及自助集团）并担任新兴企业公司主席兼总裁。

In 1976, after 15 years in "Corporate America," Mr. Kring chaired a private industry committee to determine future standards and forecast new methods for hydrocarbon exploration. At that time he made the correlation that our nation's greatest energy resource was its entrepreneurial energy, not hydrocarbon, nuclear, solar or water. Consequently, he started an independent research and consulting practice in entrepreneurial education for emerging companies to minimize the loss of national resource that occurs when companies go out of business before adding positive energy to the economic mainstream. During this process, he defined the methodology to have emerging companies grow faster and stronger with significantly less expenditure of startup capital. The methodology is called business incubation. Mr. Kring is "recognized by the National Business Incubation Association as an industry leader and pioneer in business incubation" and is credited with having the first small business development practice in the United States.

克林先生在大型美国公司工作15年后，在1976年受该公司委托担任未来碳水化合物发展之标准及评估进行研究。这时他发现整个国家最大的资源是企业内部的能量，而不是碳水化合物、核能、太阳能和水。于是他开始创立私人独立研究事业，对企业主提供教育养成的训练服务，用以使新兴企业在不能为主流经济作出积极贡献前尽量把消耗国家资源水准降到最小。在这个过程中他将方法定义为：用较少的启动资金使新兴企业发展更快和更加茁壮。这个方法就叫“企业育成”。国家企业育成协会认为克林先生是工业育成事业的领导和先驱，他对美国第一家小企业的发展训练也得到了肯定。

Since 1977 his related activities include:

自1977年与克林先生有关的活动如下：

① Outstanding Toastmaster - Sharpstown Club 2243 - Toastmasters International, '77;

1977 获杰出宴会主持人奖

• Chair Education Committee - DECA, VOE and Career - Alief Chamber of Commerce, '78;

1978 Alief商会教育委员会主席-DECA,

• President - Sharpstown Club 2243 - Toastmasters International, '78:

1978 Sharpstown2243俱乐部会长

• Co-author "Guide to Business Networking" for Small Business Council - Houston Chamber of Commerce, '79;

1979 为小企业委员会-休斯敦商会合著《企业网络工作指南》

• Contributing Editor on Small Business Issues, Small Business Council - Houston Chamber of Commerce, '82 and '83;

1982-1983 担任休斯敦商会小型企业委员会编辑

• Co-author "Guide to Small Business Development Through Business Networking" for Small Business Council - Houston Chamber of Commerce, '82;

1982 与休斯敦商会小企业委员会合著《通过企业网络发展小企业指南》

• Founded SCA from a Houston Chamber project '82, on networking groups, to address the broader issue of entrepreneurial self - development and entrepreneurship education, '83;

1983 从休斯敦商会小组中独立创建SCA并开始自主经营-发展企业教育

- Coordinator - Greater Houston Area Entrepreneurship Education Steering Committee - Texas Education Agency under the U.S. Departments of Education and Commerce Joint Program "Promoting Economic Development Through Entrepreneurship Education and Training," '84;

1984

担任大休斯敦地区企业教育执行委员会及德州教育机构主办的 经由企业教育与训练促进经济发展 计划协调执行人

- First Annual Entrepreneurial Workshop - SCA, '84;

1984 SCA企业周年研讨会

- Addressed the Texas Association of Post-Secondary Occupational Education, Deans and Directors on "Private Sector Perspectives of Entrepreneurship Education - Yes, It Is Possible," '84;

1984

在德州中级职业教育协会上对众多学监和指导就 企业教育在私人企业部分中能否有前途 的演讲上说--- 是，有前途。

- Chair of Training Needs Assessment - North Harris County College Business and Industry Council, '84,

1984 担任北哈里斯郡学院企业产业委员会训练评估委员会主席

- Chair Economic Development - North Harris County College Business and Industry Council, '85;

1985 担任北哈里斯郡学院企业产业委员会经济发展委员会主席

- Chair Second to Fourth Annual Entrepreneurial Workshops - Houston Chamber of Commerce, '85 to '87;

1985-87 担任大休斯敦商会第二、三、四届年度企业研讨会主席

- Steering Committee - Houston Chamber of Commerce, Houston Business Group through '87;

1987 休斯敦商会指导委员会

- Fifth to Seventh Annual Entrepreneurial Workshop - SCA, '88 to '90;

1988-90 第五届至第七届SCA年度企业研讨会

- Founded the Entrepreneurial Development Center, Houston's first small business incubator (now Texas' oldest) '85;

1985 创建企业发展中心---

休斯顿第一家小企业育成（现在是休斯敦资格最老的）

- Delegate to the White House Conference on Small Business, Vice Chair of Texas Delegation, Co-Chair on Innovation and Development Issues, '86;
- 1986 率团参加白宫小企业研讨会并任德州代表团副主席
- Co-Recipient of a Mayoral Proclamation for graduating the first company from a small business incubator in Houston, '87;
- 1987 第一家公司由休斯敦育成中心结业获得市长颁发企业训练结业证书
- Co-Author "First Annual Houston Awards for Promotion of Entrepreneurship," '88;
- 1988 合著《第一届休斯敦促进企业发展年度奖》
- Co-Founder "First Houston Small Business Seed Capital Fund," '89;
- 1989 合作成立休斯敦第一家小企业种子基金
- Vice Chair and Chair of Education - Texas Business Incubator Association, '89;
- 1989 担任德州育成协会副主席
- Co-Chair "Second and Third Annual Houston Awards for Promotion of Entrepreneurship," '89 and '90;
- 1989-90 担任休斯敦促进企业发展奖第二、第三届共同主席
- Interim Coordinator of the Federation of Houston Networking Groups, '89;
- 1989 不定期为联邦网络工作集团指导工作
- Led the design of development programs for the Womens Business Center, the first small business incubator for women in the U.S., '89;
- 1989 领导设计女性创业中心发展课程---美国第一家女性小企业育成中心
- Chair Education Committee - Texas Business Incubator Association, '90 to '92;
- 1990-92 教育委员会主席----德州企业育成协会主席
- Led the design of development programs for the Software Business Center, the first small business incubator for software developers in the U.S., '91;
- 1991 领导设计软件创业中心发展课程----

成立美国首家软件小企业育成中心

- Visiting panelist - MIT Forum of Houston, New Venture Clinic, '91, '94 to '98;

1991、94-98 休斯敦企业症断委员会

- Co-Chair Network 100 Committee "Houston Business Breakfast Benefiting First Houston Small Business Seed Capital Fund," '91 to present;

1991-至今

网络工作100委员会合作主席 休斯敦企业早餐使休斯敦第一小企业种子基金获益

- Invited by the Soviet Association of Women Business Owners on a Entrepreneurship Lecture Tour through Russia, '91 (declined);

1991 俄罗斯妇女协会邀请担任巡俄企业讲员

- Organizational Task Force - Women's Chamber of Commerce of Texas, '91;

1991 担任德州妇女商会任务小组委员

- Led the design of development programs for the Product Development Center, the first small business incubator for inventors in the U.S., '92;

1992 成立美国产品发明创业育成

- Led the design of development programs for the Houston Engineering and Scientific Society, '92;

1992 为休斯敦工程科学协会领导设计发展课程

- Nominee - Kauffman Foundation "Entrepreneurship Educator Of The Year," '93;

1993 提名 Kauffman基金 当年企业教育家

- Chair Nominating Committee - Texas Business Incubator Association, '93 to '96;

1993-96 德州育成协会主席提名委员会委员

- Overall Planning Committee and Interim Chair Legislative and Educational Programs - Texas Conference on Small Business, '93;

1993 全面计划委员会委员、立法与教育课程临时主持-德州小企业会议临时主持

- Led the design of development programs for the International Business Center, the first small business incubator for international business in the U.S., '93;

1993

领导设计国际企业育成中心发展课程，成立美国第一家国际小企业育成中心。

- Beta Project Leader "Efficiency, Certification and Curriculum," Doctoral Candidate "Entrepreneurial Education" and led the design of development programs for the first Certified Business Incubators in the nation - Texas Business Incubator Association, '93;

1993

以 效益、认证、课程研究 第二领导者、 企业教育 博士为全美第一家认证的企业育成--德州企业育成协会领头设计发展课程。

- Economic Development Committee - Spring Branch Association, '93 and '94;

1993-94 经济发展委员会--SPRING市协会

- Chair Education Committee and Beta Project Leader "Efficiency, Certification and Curriculum" - Texas Business Incubator Association, '94 to present;

1994-至今 教育委员会主席、 效益、认证、课程研究 第二领导者---德州企业育成协会

- Small Business Development Task Force - Imagine Houston Project, City of Houston, Office of the Mayor, '94 and '95;

1994-95 加速小企业发展课题--设想休斯敦蓝图、休斯敦城、市长办公室

- Host Business Incubator - International Visitors Program - Institute of International Education, '94 to 97;

1994-97 主持企业育成--国际参观者课程--国际教育学院

- Entrepreneurship Education Committee - Houston Community College System, '94 and '95;

1994-95 企业家教育委员会--休斯敦社区大学系统

- Interim Coordinator - Greater Houston Area Task Force - White House Conference on Small Business, '94;

1994 过渡协调员--加速发展大休斯顿--白宫小企业会议

- Nominee - Greater Houston Partnership "Augustus C. and John

- K. Allen Award for Entrepreneurship," '94;
- 1994 获提名--大休斯敦 企业家奖
- Nominee - Greater Houston Partnership "Sam Houston Award for Community Service," '94;
- 1994 获提名--大休斯敦 社区服务奖
- Nominee - Greater Houston Partnership "Jesse H. Jones Award for Business Leadership," '94;
- 1994 获提名--大休斯敦 企业领导奖
- Nominee - Kauffman Foundation "Entrepreneurship Educator Of The Year," '94;
- 1994 获提名--大休斯敦 年度企业教育家
- Houston Entrepreneurial Community Outstanding Participation Award, '94, '96 and '97;
- 获94、96、97年休斯敦企业社区杰出参与奖
- Houston Finance Advisory Council - Small Business United of Texas, '94 to '96;
- 1994-96 休斯敦金融顾问委员会--德州小企业联合会
- Chair Issues Committee - Greater Houston Area Task Force - White House Conference on Small Business, '95;
- 1995 主持出版委员会--加速发展大休斯敦地区--白宫小企业会议
- Chair Public/Private Competition Sub-Committee - Greater Houston Area Task Force - White House Conference on Small Business, '95;
- 1995 主持公共/私人竞争分委员会--加速发展大休斯敦地区--白宫小企业会议
- Vice Chair and Chair of Education - Texas Business Incubator Association, '95 and '96;
- 1995-96 德州企业育成协会副主席以及教育委员会主席
- Houston Task Force - Small Corporate Offering Registration, '95 and '96;
- 1995-96 协助小企业注册任休斯敦地区任务小组委员
- Houston Issues - Governor's Conference on Small Business, '96;
- 1996 州长小企业会议休斯敦议题委员
- Texas Task Force - Small Business Equity Capital Investment

- Fund, '96;
- 1996 休斯敦地区小企业公平投资基金任务委员
- Co-Author Unfair Competition Resolution - Governor's Conference on Small Business, '96;
- 1996 州长小企业会议不公平竞争议题委员
- Co-Recipient of a Mayoral Proclamation for "Entrepreneurial Community Tribute Day - July 3rd, 1996";
- 1996 获市长颁定7月3日为企业社区贡献日共同得奖人
- Chair - Texas Business Incubator Association, '96 - '98;
- 1996-98 德州育成协会主席
- Planning Committee "Fifth Biannual Texas Small Business Day - February 12, 1997";
- 1997 2月12日第五届德州小企业日计划委员会委员
- Led the design of development programs for the Health-Medical Enterprise Center, the first small business incubator for the healthcare industry in the U. S., '97;
- 1997 为美国第一家健康医疗小企业育成中心设置发展课程
- Chair - Eighth Entrepreneurial Workshop - SCA, '97;
- 1997 SCA第八届企业研讨会
- Houston Legislative Issues Advisory Council - Small Business United of Texas, '97.
- 1997 德州小型企业联合会休斯敦委员会委员
- Notable 1997 presentations were to The Academy Association (graduates of the U.S. Military Academies), The Society of Women Engineers and The Small Business Capital Access Association.
- 1997 向妇女工程师及小型企业资金协会发表演说
- Chair - Ninth Entrepreneurial Workshop - SCA, '98;
- 1998 SCA第九届企业研讨会
- Steering Committee - Houston Technology Center, '98,
- 1998 操纵委员会-休斯敦技术中心
- Spring Branch Redevelopment Association, '98 and '99;
- 1998-99 SPRING市再发展协会委员
- Houston Focus Group - Community Reinvestment Act - Office of the Controller - State of Texas, '98;

1998 德州社区再投资法休斯敦小组委员

- Certificate of Recognition - Houston City Council, '98;

1998 休斯敦城市议会认证书

- Economic Development Committee - Houston West Chamber of Commerce, '99;

1999 西休斯敦商会经济发展委员会委员

- Co-Recipient of Mayoral Proclamation for "Services Cooperative Association Emerging Business Day, July 7, 1999";

1999 休斯敦市长颁定7月7日为服务合作新兴企业协会日

- Chair - Tenth Entrepreneurial Workshop - SCA, '99;

1999 SCA第十届企业研讨会

- Board of Directors - Spring Branch Redevelopment Association, '99 and 2000;

1999-2000 SPRING市再发展协会委员会主席

- Chair - Eleventh Entrepreneurial Workshop - SCA, 2000;

2000 主持 SCA第十一届企业研讨会

- Certificate of Recognition - "Eleventh Entrepreneurial Workshop" - City of Houston, 2000;

2000 休斯敦第十一届企业研讨会认证书

- Advisory Board - Spring Branch Redevelopment Association, - 2000;

2000 SPRING市再发展协会顾问委员

- Board of Directors of Houston Proud, 2000 - '04;

2000-04 休斯敦大协会委员

- Steering Committee - Women's Empowerment Center, '01;

2001 妇女能力再造中心执行委员

- Chair - Ways and Means Committee - Women's Empowerment Center, '01;

2001 妇女能力再造中心方法和手段委员会主席

- Co-Recipient of a Mayoral Proclamation for "Services Cooperative Association Day - July 3rd," '01;

2001 休斯敦市长颁定7月3日为 服务合作协会日

- Award for "Outstanding Leadership in Keeping Houston Emerging Capital of the World" - SCA, '01;

2001 获SCA颁发使休斯敦成为世界新兴企业首都之杰出领导奖

- Chair - Twelfth Entrepreneurial Workshop - SCA, '01;
- 2001 主持 SCA第十二届企业研讨会
- "Inspiration Award" - Women Achieving Independence & Financial Success, '01;
- 2001 获妇女经济独立成长协会颁发的贡献奖
- Advisory Board - Spring Branch Revitalization Association, '01 - '05;
- 2001-2005 SPRING市复兴协会顾问
- Emerging Business Council - Greater Houston Partnership, '02 - '06;
- 2002-2006 大休斯敦商会新兴企业委员会委员
- Chair - "20th Annual Houston Business Breakfast and Year 2003 Economic Forecast" - SCA, '02;
- 2002 休斯敦SCA第20届企业早餐会及2003年经济展望会主席
- Chair - "Houston Business: Starting - Expanding - Acquiring, SCA's 20th Anniversary Celebration" - SCA, '03;
- 2003 SCA休斯敦企业：开始--成长--  
长成会议主席并庆祝SCA成立二十周年
- "Business Associate of the Year" - WINGS Chapter American Business Women's Association, '03;
- 2003 美国企业妇女协会WINGS分会颁发年度企业协会奖
- Economic Issues - Blueprint Houston Initiative, '03.
- 2003 休斯敦发展蓝图经济议题主讲人
- Co-Chair - "21st Annual Houston Business Breakfast and Year 2004 Economic Forecast" - SCA, '03;
- 2003 SCA第二十一届休斯敦企业早餐会及2004年经济展望委员会合作主席
- Chair - Texas Business Incubator Association, '04 - '06;
- 2004-2006 担任德州企业育成协会主席
- Recognized as a "Houston Hero," '04;
- 2004 获颁 休斯敦英雄奖
- Chair - 15th Annual Entrepreneurial Workshop - SCA, '04;
- 2004 SCA第十五届企业研讨会主席
- Co-Recipient of a Mayoral Proclamation for "Houston Heroes Day," '04;
- 2004 与休斯顿市长合定 休斯敦英雄日

- Chair - Board Development Committee - Houston Proud, '04 - '05;
- 2004-2005 休斯敦大协会发展委员会主席
- 5 Year Dedicated Service Award - 1st Wednesday Luncheon, '04;
- 2004 获颁五年服务成就奖
- Chair - "22nd Annual Houston Business Breakfast and Year 2005 Economic Forecast" - SCA, '04;
- 2004 SCA第二十二届企业早餐会及2005年经济发展展望委员会主席
- Board of Directors - Spring Branch Revitalization Association, '05 - present;
- 2005 SPRING市复兴协会主席
- Co-Chair - 16th Annual Entrepreneurial Workshop - SCA, '05;
- 2005 SCA第十六届企业研讨会合作主席
- Recognized as a "Houston Hero," '05;
- 2005 获颁休斯敦英雄奖
- Co-Chair - "23rd Annual Houston Business Breakfast and Year 2006 Economic Forecast" - SCA, '05;
- 2005 SCA第二十三届企业早餐会及2006年经济发展展望委员会合作主席
- Invited by the Chinese government to present at the formation meeting of the Chinese Women's Entrepreneurship Association, '06 (declined);
- 2006 受中国政府邀请出席中国妇女企业协会成立大会（被取消）
- Economic Development Committee - Emerging Business Council - Greater Houston Partnership, '06;
- 2006 经济发展委员会-新兴企业议会-大休斯敦合作契约
- Co-Chair - 17th Annual Entrepreneurial Workshop - SCA, '06;
- 2006 SCA第十七届企业研讨会合作主席
- Recognized as a "Houston Hero," '06;
- 2006 获 休斯敦英雄 称号
- Co-Chair - "24th Annual Houston Business Breakfast and Year 2007 Economic Forecast" - SCA, '06;
- 2006 SCA第二十四届企业早餐会及2007年经济发展展望委员会合作主席
- Named a "Houston Business Icon" by HNN, '06;
- 2006 被HNN命名为 休斯敦企业偶像
- Co-Chair - 18th Annual Entrepreneurial Workshop - SCA, '07;

2007 SCA第十八届企业研讨会合作主席

- Recognized as a "Houston Hero," '07;

2007 获 休斯敦英雄 称号

- Co-Founded the Women's Business Assistance Forum Online - WBC, '07;

2007 合建女性企业协会论坛在线-WBC

- Co-Chair - "25th Annual Houston Business Breakfast and Year 2008 Economic Forecast" - SCA, '07;

2007 SCA第二十五届企业早餐会及2008年经济发展展望委员会合作主席

- Houston Technology Champion - HTC, '08

2008 休斯敦技术冠军-HTC

- Emerging Technology Council - Economic Development Committee - HTC, '08;

2008 新兴技术议会-经济发展委员会-HTC

- Co-Chair - 19th Annual Entrepreneurial Workshop - SCA, '08;

2008 SCA第十九届企业研讨会合作主席

Authored articles, lectures, workshops and seminars on small business incubators, entrepreneurial development and entrepreneurship for associations, business, civic, educational groups and students - third grade to post graduate, '77 to present, including the dissertation *"Entrepreneurship Can be Taught"* for a doctoral program in entrepreneurial education. Mr. Kring uses the successes of his client companies as proof of his theories and is considered a leading expert in self-sufficient public and private sector business incubation programs as economic development tools for both job creation and wealth generation. (See [Services Cooperative Association](#) and [Professional Development Coach](#).) Mr. Kring is frequently called upon as the keynote speaker for educational groups concerned with entrepreneurship education and entrepreneurial development. Look for the book *"Extraordinary Attention to Clients."*

克林先生从1977年至今利用企业育成中心、企业发展协会以及各种企

业相关协会对新兴企业主和学生提供多种企业养成训练课程。训练课程从小学三年级开始直到博士课程，包括他的演讲论文 企业家可以培育 。克林先生利用他的顾客中成功的案例来论证自己的理论，从而他被公认为是自给自足企业以及小企业育成训练的领先先驱，因为企业育成课程对于创业者和中产阶层都同样起着推动经济发展的作用。（参看 服务合作协会 和 职业发展教程 ）克林先生一直被尊称为与企业养成和企业教育有关的定基调者。请找《特别关注顾客》一书。

A few benchmark accomplishments:

Demonstrated to academia that 1.) entrepreneurship could be taught and 2.) the most capable teachers were the successful entrepreneurs from their own communities who had bootstrapped their own ventures.

Demonstrated to the government that 1.) women were starting businesses at a faster rate than men and 2.) were seeking the "hand up" and not the "hand out."

Demonstrated to the incubation industry that 1.) small business incubators could be self-funded and remain self-sustaining entirely without public funding, grants, gifts, contributions or donations and 2.) significantly accelerated business growth by making a variety of resources, assistance and expertise conveniently available from within one environment.

几个基本完成的任务：

在学术环境下的演示表明

1) 企业家可以培育

2)

最有能力的教师是那些来自社团成功企业的企业家，因为他她们本人曾经从自己企业的险境中走出来。

向政府部门的演示表明

1) 女性在商业起步时的速度比男性要快。

2) 女性正在追求 举手 而不是 伸手 。

对养成企业的演示表明

1)

小养成企业能够自措资金而且保持自立，不需要公积金、礼品、赞助和捐赠。

2)

在某种环境之中，依靠各类资源、各方协助和利用的各种专门技术知识，小企业一样可以茁壮成长壮大。

Notable quotes:经典语录:

"Those who truly serve, lead."

那些真正服务别人的人领导潮流。

"Entrepreneurship is color blind."

企业家是色盲。

"You can't teach what you don't know."

不懂你就不能当教师。

"Charity is the bane of entrepreneurship."

施舍是企业家的祸根。

"There are no glass ceilings in Entrepreneurial America."

企业家的美国是没有透明可言的。

"Our greatest energy resource is our entrepreneurial energy."

我们最大的能源就是企业家能源。

"Creating change is vastly more rewarding than accepting it."

创造机会比接受机会更应该大受嘉奖。

"Some windows of opportunity are but brief moments in time."

某些机会是转瞬即逝的。

"When all the world leaders are women, there will be no more wars."

当全世界所有的领导者都是女性时，这个世界上将不再有战争。

"Entrepreneurship is an experiential discipline. To teach it, you must be able to do it."

企业家是经验的原则，要驾驭它你必须有能力去实践它。

"When you are skilled, those who buy on price are not your market. Those who buy on results are."

当你成熟时，那些来买你价格的并不是你的市场，而那些来买你结果的却正是。

"Some people continually overcome life's difficulties while

others are continually overcome by them.”

一些人不断的克服生活中的困难，而另一些人却不断地被困难所克服。

“The health of our free enterprise system is determined by the vitality of our emerging businesses.”

我们免费企业系统的健康发展是由新兴企业的生命力来决定的。

“There is no force so powerful as a group of like-minded women who are bonded in common purpose.”

一组志同道合妇女的力量是不可战胜的。

“Economic development is where someone comes and spends money with you rather than someone else.”

经济的发展就是有人过来和你一起花钱而不是别的什么。

“You don't learn to ride a bicycle by reading a book - you learn to ride a bicycle by getting on the bicycle.”

你不能通过读一本书去学会骑自行车，你只能通过骑上自行车才能学会骑。

“The essence of entrepreneurship is to find a niche, make sales, manage to profits and repeat the process.”

企业家身份的基础就是找到一个合适的场所做生意，设法赢利，然后重复上述过程。

“Being happy is a choice. Being successful is a choice. Being honest, diligent and returning something to your community are not choices. They are responsibilities.”

幸福是一种选择，成功是一种选择，而对社团的诚实、勤勉和回馈不是选择，这些都是责任。

A few of the awards and letters of appreciation given Mr. Kring

以下是社会给予克林先生嘉奖信和获奖证书的部分