

# ENTREPRENEURSHIP (ENTR)

## **ENTR 1800 – 1825 Special Topics in Entrepreneurship**

6 credit hours

Course content varies from year to year.

## **ENTR 1826 – 1849 Special Topics in Entrepreneurship**

3 credit hours

Course content varies from year to year.

## **ENTR 2201 Sustainable Entrepreneurship**

3 credit hours

**Prerequisite:** BCOM 1201 or a minimum of 12 credit hours.

This course focuses on the role of entrepreneurship in tackling sustainability challenges. Students will learn concepts of social value, co-creation, responsible innovation, and social crowdfunding. Students will understand the determinants and forces shaping sustainable entrepreneurship and identify sustainability challenges, and potential solutions via the implementation of sustainable business models.

## **ENTR 2494 Creative Destruction and Innovation: Theories and Concepts**

3 credit hours

**Prerequisite:** Completion of at least thirty (30) credit hours

Students are exposed to topics of innovation and entrepreneurship as catalyst for economic activity, and the characteristics and behaviours of innovators and entrepreneurs. The focus is on current methodologies like design thinking, observation, brainstorming, and ideation to identify and solve significant and complex problems that need a multidisciplinary approach.

## **ENTR 2800 – 2825 Special Topics in Entrepreneurship**

6 credit hours

Course content varies from year to year.

## **ENTR 2826 – 2849 Special Topics in Entrepreneurship**

3 credit hours

Course content varies from year to year.

## **ENTR 3000 Build and Launch - Entrepreneurship**

3 credit hours

**Prerequisite:** ENTR 2494

Entrepreneurial students experience the lean start-up methodology – validating new products and business models using the principles of customer discovery. Student founders explore, create and test minimum viable products to launch and sell, and manage successful enterprises. Through active learning techniques, students are immersed in building innovations with similarly-minded entrepreneurs.

## **ENTR 3380 Family Business**

3 credit hours

**Prerequisite:** completion of at least sixty (60) credit hours

Topics include: income versus inheritance, management and promotion, bringing non-family resources to the firm, harvest and sell out strategies, succession, deciding to join the family firm, establishing credibility as a daughter or son, stages of family business growth. The course also explores organizational creativity and how innovation is developed and carried out in family business, and the innovation drivers and barriers in family business.

## **ENTR 3389 Structuring Lean Start-Up**

3 credit hours

**Prerequisite:** ACCT 2242 and MKTG 2270

Students are introduced to the challenges in starting and running a new venture. Through lectures and cases, students are introduced to the personal qualities that define an entrepreneurial mindset. The concepts necessary to finance and develop innovative ideas are discussed. Each student creates and runs a business for the term, concluding with a trade fair of all student businesses.

## **ENTR 3800 – 3825 Special Topics in Entrepreneurship**

6 credit hours

Course content varies from year to year.

## **ENTR 3826 – 3849 Special Topics in Entrepreneurship**

3 credit hours

Course content varies from year to year.

## **ENTR 4110 Venture Capital**

3 credit hours

**Prerequisite:** 72 credit hours in any Faculty or approval of instructor

Venture Capital is designed to finance rapid-growth, scalable start-ups. Students explore risk-laden investments in entrepreneurial and innovative firms. Students investigate value propositions, financing, and venture teams of clean tech, life sciences, and ICT start-ups. Students practice authoring investment memos. Lectures are supplemented with visits by guest VCs, entrepreneurs, and local living cases.

## **ENTR 4220 Sustainable Venture Investment Fund Applied**

3 credit hours

**Prerequisite:** ENTR 4110 or approval of instructor

Students consider the risks associated with entrepreneurial firms by managing a venture fund and making investments in innovative start-ups with sustainable objectives. Students raise fund capital, conduct due diligence, assess the innovative capacity of companies. A highly applied course, students are also mentored by venture capitalists in class.

## **ENTR 4487 New Venture Opportunities**

3 credit hours

**Prerequisite:** COMM 2293 and ENTR 3389

Students are led through the development of the major elements of a business plan for a new venture. As a planning and financing tool, the business plan outlines in detail and specifically quantifies market potential, competition, production and operational requirements, finance, management and the overall feasibility of a possible new venture.

## **ENTR 4495 Small Business Performance Improvement**

3 credit hours

**Prerequisite:** COMM 2293 and completion of at least sixty (60) credit hours

Students to work with a small business owner/manager to identify a small business problem, to develop a workable solution to the problem, and to implement that solution.

## **ENTR 4800 – 4825 Special Topics in Entrepreneurship**

6 credit hours

Course content varies from year to year.

## **ENTR 4826 – 4849 Special Topics in Entrepreneurship**

3 credit hours

Course content varies from year to year.