

ENTREPRENEURSHIP (ENTR)

ENTR 821 Initiating and Managing Entrepreneurial Growth

Crosslisted with: MNGT 821

Prerequisites: MNGT 321 and 360

Description: Focuses on the management of new firms, including small businesses designed to be lifestyle ventures and firms destined to grow. Exposure to variety of growth opportunities including franchising, organic growth and expansion of smaller businesses or units within larger firms. Teaches how to manage a new business and exploit an entrepreneurial opportunity and manage resources to sustain the firm once the business is running. Learn through a variety of hands-on methods designed to enhance their critical thinking and practical business skills. Case study analysis and exposure to thought leadership in the field are part of the core learning methods.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded

ENTR 822 Managing Rapid Growth and Change in Organizations

Crosslisted with: MNGT 822

Prerequisites: MNGT 321 or 360

Description: Addresses financial, human resource, operations and marketing issues that face entrepreneurs whose businesses are confronted with significant growth. In addition, will learn change management concepts that are targeted towards managing an organization in extremely turbulent times. Prepares students to work in fast-growth firms, whether they are interested in starting their own business or joining an already established fast-growth firm. Helpful for students interested in fast-growth industries such as life science and high technology.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded

ENTR 823 Business Plan Development and Decision Making

Crosslisted with: MNGT 823

Prerequisites: MNGT 321 or MNGT 360

Notes: ENTR 823 may be taken by non-management majors with departmental permission.

Description: Takes an in-depth look at the business planning process. By the end of the class, students produce their own business plans. Learn through their own business plan writing, through in-depth cases studies, by engaging in role plays and by interacting with business executives. Business plans are a critical part of any organization, thus, preparing students to develop business plans for a variety of new concepts and ideas, whether inside an established firm or as part of the start-up new venture. Students will be asked to enter their business plans into the business planning competitions in which the University participates.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded

ENTR 888 Entrepreneurship and Enterprise Development

Crosslisted with: PLAS 488, HORT 888, EAEP 488, ENTR 488, EAEP 888, AGRO 888, ABUS 488

Description: The process of starting your own enterprise. Competitive environment, risk management, finance for business startups, funding, and business plan writing.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Grade Pass/No Pass Option

Offered: FALL/SPR