**ENTREPRENEURSHIP (ENTR)**

**ENTR 821 Initiating and Managing Entrepreneurial Growth**  
*Crosslisted with: MNGT 821*  
*Prerequisites:* MNGT 321 and 360; or permission  
*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  
*Format:* LEC

**ENTR 822 Managing Rapid Growth and Change in Organizations**  
*Crosslisted with: MNGT 822*  
*Prerequisites:* MNGT 321 or 360; or permission  
*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  
*Format:* LEC

**ENTR 823 Business Plan Development and Decision Making**  
*Crosslisted with: MNGT 823*  
*Prerequisites:* MNGT 321 or MNGT 360; or 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  
*Format:* LEC

**ENTR 888 Business Management for Agricultural Enterprises**  
*Croslisted with: HORT 488, HORT 888, EAEP 488, AGRO 488, ENTR 488, EAEP 888, AGRO 888, ABUS 488*  
*Description:* Research a specific agricultural enterprise. Develop and present a business plan using materials from the primary area of interest. HORT 488/888 requires the completion of a shadowing assignment and the analysis of case studies.  
*Credit Hours:* 3  
*Max credits per semester:* 3  
*Max credits per degree:* 3  
*Format:* LEC