



ENGLER AGRIBUSINESS ENTREPRENEURSHIP PROGRAM (EAEP)

EAEP 101 Exploring the Entrepreneurial Mindset

Notes: An initial course to explore the practices and mindset of successful entrepreneurship.

Description: Facilitate discovery, reflection, and decision-making related to the entrepreneurship pathway. Examine and reflect on the development of a founder's mindset while engaging in work that reveals the challenges, trade-offs, and opportunities associated with enterprise development. Emphasis is placed on cultivating a deeper understanding of personal autonomy, purpose, and the underlying motivations behind entrepreneurial pursuits.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded with Option

EAEP 201 New Venture Experience

Description: Experiences in building, planning, and developing a new business enterprise through exploring early stage business tactics and engaging with experienced entrepreneurs.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded

Offered: FALL/SPR

EAEP 225 Agribusiness Entrepreneurship in Food Products Marketing

Crosslisted with: AECN 225, MRKT 225

Prerequisites: AECN 141 or ECON 212

Notes: Pass/No Pass option not allowed for College of Business majors.

Description: Marketing strategies and entrepreneurship ventures throughout a food systems channel from producers of agricultural commodities to processors of food products and the final consumer. Entrepreneurship studies dealing with food processors, wholesaling, retailing and food service firms. Create strategic marketing plan to introduce a new food product into a retail consumer market.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded with Option

Offered: SPRING

Prerequisite for: AECN 316

EAEP 275 Agribusiness Entrepreneurial Finance

Crosslisted with: AECN 275, ENTR 275, PLAS 275

Description: Overview of financial issues for agribusiness start-ups. Business funding specific to new enterprises. Case studies on financial practices for start-up firms.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded with Option

EAEP 300 Roadmap: Designing the Entrepreneurial Life

Description: Roadmap integrates curiosity, taking action, reframing problems, embracing processes and seeking guides to develop multiple versions of a meaningful entrepreneurial life. Tools such as mind mapping, work/life journaling, prototyping, and odyssey mapping options will be used that lead to multiple entrepreneurial pathways.

Credit Hours: 1

Max credits per semester: 1

Max credits per degree: 1

Grading Option: Pass No Pass

Offered: FALL/SPR

EAEP 301 Exploring Entrepreneurial Ideation

Description: Early-stage business ideation, opportunities, and market need identification for high potential entrepreneurial ventures.

Frameworks developed to experiment with new business ideas.

Credit Hours: 1

Max credits per semester: 1

Max credits per degree: 1

Grading Option: Pass No Pass

Offered: FALL/SPR

EAEP 302 Exploring Negotiation in Enterprise Scenarios

Description: Exploring modern negotiation theory and strategies used in entrepreneurial scenarios. Real-world application of negotiation tactics useful for enterprises.

Credit Hours: 1

Max credits per semester: 1

Max credits per degree: 1

Grading Option: Pass No Pass

Offered: SPRING

EAEP 375 Innovations for Agriculture

Crosslisted with: AGRI 375, PLAS 375

Prerequisites: Junior or Senior class standing.

Description: Explore sustainability challenges in plant and animal agricultural systems, assess current solutions, and identify opportunities for innovation. Research, develop, prototype, test, and pitch an innovative product, service, or technology for agriculture.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded

Offered: FALL

EAEP 388 Business Systems in Entrepreneurship

Crosslisted with: PLAS 388, ENTR 388, ABUS 388

Description: Introductory models for a startup business. Ideation, customer segments, value proposition, minimal viable product and market fit.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded with Option

Offered: FALL/SPR

Prerequisite for: PLAS 301

EAEP 392 Special Topics

Description: Special topics that address current and emerging issues in entrepreneurship and business development.

Credit Hours: 1-6

Min credits per semester: 1

Max credits per semester: 6

Max credits per degree: 6

Grading Option: Graded

Offered: FALL/SPR

EAEP 395 Agribusiness Entrepreneurship Internship

Prerequisites: Enrollment in the Engler Agribusiness Entrepreneurship Minor Program, junior or above standing and permission

Description: The student will work for a minimum of 250 hours in an entrepreneurial business or social organization.

Credit Hours: 3

Max credits per semester: 3

Max credits per degree: 3

Grading Option: Graded

EAEP 488 Entrepreneurship and Enterprise Development

Crosslisted with: PLAS 488, HORT 888, ENTR 488, EAEP 888, AGRO 888, ENTR 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: Graded with Option

Offered: FALL/SPR

ACE: ACE 10 Integrated Product

EAEP 496 Independent Study in Entrepreneurship

Crosslisted with: EAEP 896

Prerequisites: Sophomore or higher standing plus permission from the instructor.

Notes: The proposed independent study is subject to approval of the Director of the Engler Agribusiness Entrepreneurship Program.

Description: Entrepreneurship can be approached from many angles and with significant diversity in both value proposition, market reach and concept to customer process. This offering provides the opportunity for students to investigate a particular topic or concept that is professionally relevant under the guidance of a faculty advisor(s) with appropriate expertise/skills/network. Requires individual or team project work focused on investigation of a topic relevant to developing entrepreneurial capacity.

Credit Hours: 1-6

Min credits per semester: 1

Max credits per semester: 6

Max credits per degree: 6

Grading Option: Graded with Option