ENTREPRENEURSHIP (ENTR)

ENTR 121 Introduction to Entrepreneurial Management
Crosslisted with: MNGT 121
Description: Combines the expertise of Business College faculty with real world experiences of successful practitioners to examine the success principles of the free enterprise system and provide students an understanding of the nature of entrepreneurship and intrapreneurship.
Credit Hours: 3
Max credits per semester: 3
Max credits per degree: 3
Format: LEC
ACE: ACE 6 Social Science

ENTR 275 Agribusiness Entrepreneurial Finance
Crosslisted with: AECN 275, EAEP 275, HORT 275, AGRO 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
Format: LEC

ENTR 291 Special Topics in Entrepreneurship for Non-Business Majors
Description: Variety of topics in small business and entrepreneurship, including, but not limited to marketing, finance, human resources, and operations. ENTR 291 will not fulfill any of the requirements for a degree in the College of Business Administration.
Credit Hours: 1-6
Min credits per semester: 1
Max credits per semester: 6
Max credits per degree: 6
Format: LEC

ENTR 321 Entrepreneurship and Innovation in Organizations
Crosslisted with: MNGT 321
Prerequisites: Sophomore Standing
Description: Introduction to entrepreneurship management/marketing. Provides an ‘insider’s view’ of entrepreneurial creativity, innovation, and value creation. First-hand accounts from personal experiences in creating new products, services, and ideas. Insight into real-world marketing creativity, leadership applications, research and development, market analysis, feasibility study, and potential careers in creativity and related fields. Involves the investigation of markets, both for profit and not-for-profit.
Credit Hours: 3
Max credits per semester: 3
Max credits per degree: 3
Format: LEC
Prerequisite for: ENTR 421, MNGT 421; ENTR 422, MNGT 422; ENTR 423, MNGT 423

ENTR 322 Family Business
Crosslisted with: MNGT 322
Description: The opportunities and challenges that are distinctive to businesses owned and operated by members of a family. Shared governance, leadership development, succession, and family-business tensions.
Credit Hours: 3
Max credits per semester: 3
Max credits per degree: 3
Format: LEC

ENTR 388 Agribusiness Entrepreneurship
Crosslisted with: HORT 388, AGRO 388, EAEP 388, ABUS 388
Description: Overview of types of agricultural enterprises. Basic accounting principles as they relate to agricultural businesses. Requires completion of a marketing plan specific to agricultural enterprises based on a business idea. Student team projects with emphasis on marketing.
Credit Hours: 3
Max credits per semester: 3
Max credits per degree: 3
Format: LEC
Prerequisite for: HORT 301

ENTR 421 Identifying and Exploring Entrepreneurial Opportunities
Crosslisted with: MNGT 421
Prerequisites: Junior Standing; ENTR/MNGT 321
Description: Covers the creative skills fundamental to the process of identifying and exploiting entrepreneurial opportunities and the analytical toolkit needed to explore the feasibility of an entrepreneurial opportunity. Integrates experiential exercises, thought leadership in the field, and case study analysis to hone in on the critical importance of the entrepreneurial mindset to society. A variety of contexts are considered, including traditional small businesses, social/non-profit organizations, and innovative efforts within established firms.
Credit Hours: 3
Max credits per semester: 3
Max credits per degree: 3
Format: LEC
Prerequisite for: ENTR 424
ACE: ACE 6 Social Science

ENTR 422 Managing Rapid Growth and Change in Organizations
Crosslisted with: MNGT 422
Prerequisites: Junior standing; ENTR/MNGT 321
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
Prerequisite for: ENTR 424

ENTR 422A Small Business Owner
Crosslisted with: MNGT 422A
Prerequisites: Junior standing
Description: The obligations and operating practices required by ownership of one’s own business, whether new or acquired. Interactions with owners of small businesses (e.g., on-site visits and discussions). Cases and projects relevant to small businesses.
Credit Hours: 3
Max credits per semester: 3
Max credits per degree: 3
Format: LEC
**ENTR 423 Business Plan Development and Decision Making**

**Crosslisted with:** MNGT 423  
**Prerequisites:** Junior standing; ENTR/MNGT421  
**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  
**Prerequisite for:** ENTR 424

**ENTR 424 Practicum in Entrepreneurship**  
**Prerequisites:** ENTR421, ENTR422, and ENTR423 or permission  
**Description:** Practicum in Entrepreneurship. This course provides a hands-on experience. Students will choose one of two paths. They will work on their own start-up or they will intern at a start-up business. Students are responsible for weekly progress reports and other assignments suited to their path.  
**Credit Hours:** 3  
**Max credits per semester:** 3  
**Max credits per degree:** 3  
**Format:** LEC

**ENTR 488 Business Management for Agricultural Enterprises**  
**Crosslisted with:** HORT 488, HORT 888, EAEP 488, EAEP 888, AGRO 488, AGRO 888, ENTR 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  
**ACE:** ACE 10 Integrated Product