

ENTREPRENEURSHIP (ENT)

ENT 350 Entrepreneurial Leadership (3)

Prerequisite(s): MGT 330.

Corequisite(s): MGT 340, FIN 310.

Prerequisite or Entrepreneurial leadership examines leadership theories and frameworks to assist the entrepreneur to “recognize and exploit entrepreneurial opportunities.” Throughout this course, students will be expected to develop the leadership qualities that will assist them in motivating their team, communicate vision and strategy, and attract long-term funding.

ENT 400 The Sustainable Enterprise: Growth and Strategy (3)

Prerequisite(s): MGT 330, MGT 340, FIN 310.

This course will assist students in defining the milestones of their venture and develop the strategy to accomplish them. Topics covered include: product and service expansion, next level funding options, distribution, sustainability, geographical and customer expansion, and networking.

ENT 450 Entrepreneurial Incubator/Accelerator Experience (3)

Prerequisite(s): ENT 350.

Corequisite(s): ENT 400.

Prerequisite or Students enrolled in this course will work weekly with faculty and community advisors to assist them to finalize their entrepreneurial concepts into a final business plan that can be monetized and launched. Students will be challenged to pivot their ideas into sustainable ventures that will attract investors. The course will be conducted through internship-style opportunities in the community and could include Vetpreneurship (Military), Real Estate entrepreneurship, Hospitality Entrepreneurship, Healthcare Entrepreneurship, Tech Entrepreneurship, Forensics Entrepreneurship, Agripreneurship, etc.

ENT 470 Business Startup and Mentorship (3)

Prerequisite(s): ENT 400.

Corequisite(s): ENT 450.

Prerequisite or In this course, students will utilize Lean Startup methods to prepare the launch of their business. Weekly collaborative opportunities between faculty and industry advisors will assist students to prepare their venture for the appropriate marketplace. Focus will be placed on developing the final prototypes, beta testing products and services, and pitching techniques that will enable students to pitch for equity funding to launch their business. (This course will include participation in the Runway Project – pitch expose’ to attract partner funding that will cover launch expenses and student loans for startup equity.)