

**ENTR 101 Topics in Entrepreneurship (1-2)**

Introduction to entrepreneurial or innovation issues, perspectives, methodologies and/or skills at the lower-division level. In the context of the liberal arts, course will explore varied topics of entrepreneurship, creativity and innovation. Students will examine innovation and entrepreneurship as applied in a variety of nonprofit and for profit settings. Students will consider major course of study, life-long learning, professional career and community engagement applications of course subject matter. Topics will vary each semester. Course may be repeated for credit when topics vary. Course is offered for S/U grading only.

**ENTR 101A Entrepreneurship: A Film Study (1)**

Explore the entrepreneurial mindset and skillset required for a successful entrepreneur through watching a series of major motion picture, TV series and/or documentary films. Class will unpack concepts of opportunity assessment, creativity and innovation, resources, risk taking, resiliency and relationship required to be an entrepreneur. Course offered for S/U grading only.

**ENTR 101B Innovation & the Liberal Arts (2)**

Webster defines innovation as the introduction of something new--a new idea, method or device. Adam Grant, in his recent book *Originals*, defines it as introducing and advancing an idea. It's a concept that belongs to no particular major nor career path but is central to each of us: making our own unique contribution. Exploration of innovation through diverse array of readings and discussion from Machiavelli to contemporary organizational psychologist, Adam Grant. This class is appropriate for anyone intellectually curious, regardless of major. Course offered for S/U grading only.

**ENTR 101C Improvisation (2)**

Entrepreneurs are expected to "embrace ambiguity". Expand your creativity and interpersonal skills through training in improvisation practices. Learn how to build on others ideas and contributions in a dynamic and applied classroom format. Course offered for S/U grading only.

**ENTR 101D Social Ventures: Ideation to Impact (2)**

Explore the concepts of opportunity/need assessment within the context of social change. Determine creative pathways to impact the social problem while learning the collaboration and benefit considerations for multiple stakeholders that will need to be engaged to create and sustain positive social impact. Course offered for S/U grading only.

**ENTR 101E Innovating Your Life: Defaults and Dogfish (2)**

Innovation principles can be a strong guide to creating a life that leverages trends, opportunities and growth mindset as a foundation for continuous change that will be ahead both personally and professionally. Through readings, video clips and conversation, this course will continue to push your mindset on what your life path will have in store and your ability to embrace and leverage those opportunities. Course offered for S/U grading only.

**ENTR 101F Financial Considerations for Founders (2)**

In this course, expand your understanding of financial concepts critical for successful venture launch and oversight. Topics that will be explored will include: financial statements and key financial ratios, budgets and forecasting, financial measurement and management and funding avenues for businesses from founding through venture growth. Course offered for S/U grading only.

**ENTR 271 Individual Learning Project (1-4)**

Supervised reading or research at the lower-division level. Permission of department chair required. Consult department for applicability towards major requirements. Not available to first-year students.

**ENTR 280 Experiencing Entrepreneurship (1)**

Students will be introduced to entrepreneurship, interviewing techniques as a research tool, organization operations basics, differences between nonprofit and for profit organizations, and career discovery techniques. Course is offered for S/U grading only.

**ENTR 301 Creating World Class Ventures (4)**

This is the first in a three course sequence for the E-Scholars pro-gram. The course covers conceptual entrepreneurial skills needed to create a business that is globally competitive. Each student creates a feasibility plan for a potential world class venture. Students will observe first hand, the best practices of entrepreneurial organizations. Students will also be introduced to issues of organizational integrity and ethics. Prerequisite: acceptance into the E-Scholars program and permission of instructor required.

**ENTR 302 Global Entrepreneurship (4)**

This is the second course in a three course sequence. The course prepares students to conduct international business by comparing and contrasting the business practices of entrepreneurs in the United States with entrepreneurs globally. Through readings and direct interactions with entrepreneurs and small business owner/operators in their home countries, the course introduces students to the decisions surrounding international operations. The emphasis of the course is on analyzing how markets and competition (economic dimension), power (political dimension), and culture (social dimension), and values (ethical dimension) influence start up decisions. Academic lessons presented by foreign professors and entrepreneurs are practiced by students when they are immersed in a foreign culture and face the challenge of actually transacting business on foreign soil. Prerequisite ENTR 301 & Acceptance to E-Scholars Program and written permission of instructor required.

**ENTR 303 Entrepreneur Apprenticeship (4)**

This is the final course in the E-Scholars program. It involves an individualized entrepreneurial experience. In this course, students will be expected to complete a business plan. After completing the business plan, students will implement their plan or complete an apprenticeship that provides a significant experience in an entrepreneurial organization in the field of their interest. Prerequisite ENTR 302 and written permission of instructor required.

**ENTR 304 Entrepreneurship (4)**

Entrepreneurs search for change, respond to it, and exploit it as an opportunity. This course begins by examining the process of opportunity recognition. Students then conduct a feasibility analysis on one or more new venture ideas. Students will consider issues in marketing, strategy, operations, human resources, and finance as they develop and present a business plan. Topics relating to ethics, social responsibility, technology and personality will be investigated.

**ENTR 310 Social Entrepreneurship (4)**

Social Entrepreneurs identify and address social issues using entrepreneurial principles and approaches. They act as change agents at the local, national, and often global level and focus on creating value for those around them. An introduction to social entrepreneurship, this course will engage students in identifying important issues in today's world and creating potential entrepreneurial approaches to address those issues. Students will become familiar with this new field, meet active social entrepreneurs and develop their own social venture plans. Prerequisite: instructor permission, preference to students with service learning or nonprofit volunteer experience.

**ENTR 371 Individual Learning Project (1-4)**

Supervised reading or research at the upper-division level. Permission of department chair and completion and/or concurrent registration of 12 credits within the department required. Consult department for applicability towards major requirements.