Entrepreneurship (ENT) Courses

ENT 5113. Entrepreneurship. (3-0) 3 Credit Hours.
Prerequisite: Consent of instructor. An introduction to entrepreneurship, with an emphasis on identifying, evaluating and developing new venture opportunities. Topics may include opportunity identification and evaluation, startup strategies, business valuation, business model and business plan development, financing the venture, and exit strategies. Case studies and guest lectures by entrepreneurs and venture capital partners provide a real-world perspective. The major deliverable of this course is usually an early stage business model of a venture of the student’s choosing.

ENT 5213. Social Entrepreneurship. (3-0) 3 Credit Hours.
Prerequisite: Consent of instructor. Social enterprises are entities—both private and nonprofit—created and managed to achieve a social good. Social enterprise is becoming increasingly popular as competition increases for scarce resources from philanthropy and government. The focus is on ‘social enterprise’ models and the entrepreneurs who create them and explored through a combination of lecture, case study and projects. The course objective is to cultivate needed skills and knowledge for building and leading social enterprises. It will also be valuable to those interested in consulting to social enterprises, planning to serve as an advisor in an organization, or funding social efforts or nonprofit organizations.

ENT 5313. Global Entrepreneurship. (3-0) 3 Credit Hours.
Prerequisite: Consent of instructor. Addresses various aspects of entrepreneurship in the global environment. Explores the opportunities that entrepreneurs create, the challenges they encounter, and the ways in which they conduct business across national borders and cultures. All topics are covered from an international perspective and may include: entrepreneurial opportunity identification and evaluation; market analysis and intelligence; joint ventures and partnerships; agents, value added resellers and representatives; regulations, laws and customs; regional and cultural issues; financing foreign ventures; and choice of domestic and international legal entities.

ENT 6953. Independent Study. (0-0) 3 Credit Hours.
Prerequisites: Graduate standing and permission in writing (form available) of the instructor and the student’s Graduate Advisor of Record. Independent reading, research, discussion, and/or writing under the direction of a faculty member. For students needing specialized work not normally or not often available as part of the regular course offerings. May be repeated for credit, but not more than 6 hours, regardless of discipline, will apply to the Master’s degree.

ENT 6971. Special Problems in Entrepreneurship. (1-0) 1 Credit Hour.
Prerequisite: Consent of instructor. An organized course offering the opportunity for specialized study not normally or not often available as part of the regular course offerings. Special Problems courses may be repeated for credit when the topics vary, but not more than 6 hours, regardless of discipline, will apply to a Master’s degree. Example topics cover the gamut of subjects important to technology entrepreneurs: venture capital, mergers and acquisitions, leveraged buyouts, negotiating technology contracts, valuation of innovative technology, understanding the sustainable energy sector, understanding the information technology sector, new product development, and intellectual property law for entrepreneurs.