Entrepreneurship (ENTR)

Courses

ENTR 200. Survey of Entrepreneurship. 3 hours.
Introduces the discipline of entrepreneurship, which examines when, how and by what means individuals choose entrepreneurship over paid employment; examines the relationship between individual entrepreneurs and society over time. Course Information: Previously listed as ENTR 300. Prerequisite(s): ENGL 161. *UIC GE Individual and Society course, and UIC GE US Society course*.

ENTR 310. Introduction to Entrepreneurship. 3 hours.
Introduction to the concepts of entrepreneurship, opportunity recognition, characteristics of entrepreneurs, creativity, the role of the entrepreneur in the economy and society, and entrepreneurship in non-entrepreneurial settings. Course Information: Prerequisite(s): ENGL 160 or ENTR 200.

ENTR 320. Entrepreneurship Internship Program. 1 or 3 hour.
Cooperative education provides students an opportunity to gain access to mentors and practical work experience in entrepreneurial settings. Course Information: Satisfactory/Unsatisfactory grading only. May be repeated to a maximamum of 6 hours. Prerequisite(s): ENTR 310.

ENTR 360. Data Analytics for Management. 3 hours.
Examines types and sources of information used by managers and investors to make strategic decisions; provides working knowledge of tools used to effectively manage, analyze and report strategic information. Course Information: Same as MGMT 360. Extensive computer use required. Prerequisite(s): IDS 270 and MGMT 340; or consent of the instructor.

ENTR 420. Social Entrepreneurship. 3 hours.
Focuses on using entrepreneurial skills to craft innovative responses to social problems. Social entrepreneurship applies to both profit and non-profit firms that have programs designed to create social value. Course Information: Prerequisite(s): ENTR 310.

ENTR 430. Family Business Management. 3 hours.
Competitive strengths/weaknesses of a family business, dynamics of family interactions within the overlapping family, management and ownership systems. Course Information: Prerequisite(s): ENTR 310.

ENTR 435. International Entrepreneurship. 3 hours.
Provides students with knowledge useful for creating an international new venture by focusing on the identification and evaluation of international business opportunities, as well as building and managing an international organization. Course Information: Prerequisite(s): ENTR 310.

ENTR 444. Entrepreneurial Finance. 3 hours.
Develops the skills necessary to analyze the unique financial issues facing entrepreneurs, such as valuation of new ventures, financial tools useful in venture capital markets, deal structuring, governance, and harvesting. Course Information: Previously listed as FIN 444. Prerequisite(s): ENTR 310.

ENTR 445. New Venture Planning. 3 hours.
Focuses on strategic analysis and strategic planning for new ventures and provides students with the skills necessary to develop entry strategies for new ventures in uncertain environments. Course Information: Prerequisite(s): ENTR 310.

ENTR 450. Entrepreneurship for Scientists and Engineers. 3 or 4 hours.
Gives non-business students an appreciation for the rewards and challenges of entrepreneurship, especially as it relates to commercializing emerging technologies. Course Information: 3 undergraduate hours. 4 graduate hours. Credit is not given for students enrolled in a Business Administration degree program.

ENTR 454. Entrepreneurship New Venture Formation. 3 hours.
Focuses on analyzing the value propositions of a new business venture, and garnering and employing resources in pursuit of that new venture. Course Information: Prerequisite(s): ENTR 310.

ENTR 464. Entrepreneurial Consulting. 3 hours.
Student teams diagnose and recommend solutions to problems and opportunities facing Chicago area entrepreneurs and smaller enterprises. Application of previous coursework. Course Information: Prerequisite(s): ENTR 310.

ENTR 494. Special Topics in Entrepreneurship. 1-3 hours.
Exploration of areas not covered in existing course offerings or study of selected topics in greater depth. Subject will vary from semester to semester. Course Information: May be repeated to a maximum of 6 hours. May be repeated if topics vary. Prerequisite(s): ENTR 310.

ENTR 499. Research Experience. 1-3 hours.
Research experience under the supervision of a faculty member. The faculty member and student will determine the research project. Each student must submit a written report and each student must participate at a research event on campus. Course Information: May be repeated to a maximum of 12 hours. Students may register in more than one section per term. Prerequisite(s): Approval of the department head and the instructor required.

ENTR 502. Entrepreneurship. 4 hours.
Launching new ventures and entrepreneurial companies; components of successful business plans and feasibility studies; perceptual processes of opportunity recognition; entrepreneurial creativity and innovation. Career opportunities. Course Information: Credit is not given for ENTR 502 if the student has credit for MBA 510 or MGMT 502 or MKTG 502. Prerequisite(s): ACTG 500 and MKTG 500 or the equivalent courses.

ENTR 515. Social Entrepreneurship. 4 hours.
Provides knowledge and skills to create, fund, launch and grow a new social enterprise. Course Information: Recommended background: ENTR 502.

ENTR 521. Startup Exploration. 4 hours.
This course provides students with an introduction to essential knowledge needed to progress from idea to new business startup. Projects provide an opportunity for students to assess their interest in starting, leading or joining a startup. Course Information: Students enrolled in the MBA program cannot count course credit toward their degrees. Prerequisite(s): Consent of the instructor.

ENTR 523. Startup Launch. 4 hours.
Students in this course prepare, refine and pitch their concepts for new business startups. Course Information: Students enrolled in the MBA program cannot count course credit toward their degrees.

ENTR 541. Startup Integration. 1 hour.
In this experiential course, students will be integrated into the Chicago startup ecosystem. They will explore, participate in and report on resources such as incubators, accelerators, trade associations and entrepreneurship groups. Course Information: Students enrolled in the MBA program cannot count course credit toward their degrees. Prerequisite(s): Consent of the instructor. Recommended background: This course will be of most benefit to students who have completed or are currently enrolled in ENTR 523.

ENTR 545. New Venture Formation. 4 hours.
Students gain awareness and understanding of how to start business ventures by writing and presenting business plans. Course Information: Prerequisite(s): ENTR 502.

ENTR 554. Fundamentals of Technology Ventures. 4 hours.
Students gain an understanding of regulatory processes, capital markets, business plans and other requirements for creating and launching technology-based new business ventures. Course Information: Prerequisite(s): Consent of the instructor.

ENTR 555. Technology Venture Formation I. 4 hours.
Student teams learn about specific emerging technologies, assess their market potential and write business plans to commercialize those technologies. Course Information: Credit is not given for ENTR 555 if the student has credit for MGMT 555 or MKTG 555. Prerequisite(s): ENTR 554 and consent of the instructor.

ENTR 556. Technology Venture Formation II. 4 hours.
Mentors from the business community guide student teams as they revise business plans, research capital markets, pitch to potential investors and attempt to launch technology-based new ventures conceived in ENTR 555. Course Information: Prerequisite(s): Credit or concurrent registration in ENTR 554 and ENTR 555; and consent of the instructor.

ENTR 558. Entrepreneurial Electronic Commerce. 4 hours.
The role of electronic commerce in entrepreneurship; competitive practices, marketing strategies, financing options, creating an e-commerce business plan. Course Information: Credit is not given for ENTR 558 if the student has credit in MGMT 558 or MKTG 558. Prerequisite(s): ACTG 500 or MBA 501; and MKTG 500 or MBA 506.

ENTR 559. Entrepreneurial Consulting. 4 hours.
Application of principles from management and marketing to entrepreneurial firms. Emphasis on consulting with young and small firms and developing a consulting practice. Assessment, problem-solving, and change facilitation. Course Information: Credit is not given for ENTR 559 if the student has credit for MGMT 559 or MKTG 559. Field work required. Prerequisite(s): ENTR 502. Class Schedule Information: To be properly registered, students must enroll in one Lecture-Discussion and one Practice.

ENTR 560. Fundamentals of Technology Entrepreneurship. 2 hours.
Provides an understanding of what it takes to create, fund and launch a technology-based new business venture. Course Information: Credit is not given ENTR 560 if the student has credit in ENTR 554. Extensive computer use required. Meets eight weeks of the semester.

ENTR 561. Assessing Technologies for Venture Potential. 2 hours.
Provides an understanding of the discovery, evaluation, legal protection and commercialization of new inventions. Projects completed develop skills in assessing technologies for commercial potential. Course Information: Credit is not given ENTR 561 if the student has credit in ENTR 554. Extensive computer use required. Meets eight weeks of the semester. Prerequisite(s): Consent of the instructor.

ENTR 565. Business Models for Technology Ventures. 2 hours.
Provides a real world, hands-on experience working in teams to learn how to turn an idea or invention into a company. Students will explore, develop and refine business models for new business ventures. Course Information: Extensive computer use required. Meets eight weeks of the semester. Credit is not given for ENTR 565 if the student has credit in ENTR 555. Prerequisite(s): Consent of the instructor.

ENTR 566. Business Plans for Technology Ventures. 2 hours.
Focuses on developing business plans and investor pitches for technology-based new business ventures. Topics include market analysis, market entry strategy, competitor analysis, business model, financial projections, and operating plan. Course Information: Extensive computer use required. Meets eight weeks of the semester. Credit is not given for ENTR 566 if the student has credit in ENTR 555. Prerequisite(s): Consent of the instructor.

ENTR 567. Resource Acquisition for Technology Ventures. 2 hours.
Introduces a broad array of resources available to support the launch and growth of technology-based new ventures including grants, equity investment, consultants, incubators, accelerators, trade associations and entrepreneurship groups. Course Information: Credit is not given for ENTR 567 if the student has credit in ENTR 556. Extensive computer use required. Meets eight weeks of the semester. Prerequisite(s): Consent of the instructor.

ENTR 569. Technology Venture Integration. 2 hours.
In this experiential course, students with emerging technology startups will be immersed in: investor pitches, grant applications, prototype development and exploration of incubators, accelerators, trade associations and entrepreneurship groups. Course Information: Credit is not given for ENTR 569 if the student has credit in ENTR 556. Extensive computer use required. Meets eight weeks of the semester. Prerequisite(s): Consent of the instructor.

ENTR 584. Seminar in Entrepreneurship: Theoretical Foundations. 4 hours.
Entrepreneurship is an emerging academic discipline that is interdisciplinary and cross-functional in nature. This seminar explores the foundations of entrepreneurship phenomena and related research. Course Information: Prerequisite(s): Open only to Ph.D. degree students.

ENTR 594. Special Topics in Entrepreneurship. 4 hours.
Exploration of areas not covered in existing course offerings or study of selected topics in greater depth. Subject will vary from semester to semester. Course Information: Prerequisite(s): ENTR 502; or post-baccalaureate leadership certificate; or consent of Instructor.

ENTR 596. Independent Study in Entrepreneurship. 1-4 hours.
Independent study of an approved topic in entrepreneurship. Student must prepare a written report under the guidance of the instructor. Course Information: Prerequisite(s): Approval of the department.