

# Entrepreneurship (ENTR)

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## 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. *Individual and Society course, and 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): BA 200 and ENGL 161; or ENTR 200 and ENGL 161.

### **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 maximum 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.