

# Entrepreneurial Management, Certificate

The undergraduate Certificate in Entrepreneurial Management requires a minimum of 18 s.h. of credit. The certificate program is open to all current University of Iowa undergraduate students and to all individuals who have earned a bachelor's degree and are not enrolled in a UI graduate or professional degree program. Students must maintain a g.p.a. of at least 2.00 in work for the certificate.

The Certificate in Entrepreneurial Management is not open to students earning the B.B.A. in management (entrepreneurship management track) or the B.A. in enterprise leadership.

The certificate program is designed to help students acquire the entrepreneurial mindset that will enable them to launch new ventures or seek management positions in existing organizations. It focuses on qualities and skills essential for entrepreneurs and successful business leaders.

Entrepreneurial management students learn from a select team of faculty members and business executives distinguished by their ability to teach, model, and inspire the entrepreneurial process. Students develop the following skills in the program: innovation and creativity, opportunity recognition, developing and executing business strategies, building and leading interdisciplinary teams, market assessments, financial forecasting and evaluation, professional communications, critical thinking, and problem solving.

Undergraduate students must declare their intention to pursue the certificate. Business students should contact the Tippie College of Business Undergraduate Program Office. Liberal arts and sciences students should contact the Academic Programs & Student Development office.

Students earning the certificate in conjunction with the Bachelor of Applied Studies (University College) or the Bachelor of Liberal Studies (University College) may complete the certificate's course work by distance education.

Students may begin working toward the Certificate in Entrepreneurial Management during their sophomore year. They may count a maximum of 6 s.h. of transfer credit toward the certificate, with approval from the entrepreneurship program director. Credit earned in entrepreneurship courses (prefix ENTR) is counted as semester hours earned in business.

The Certificate in Entrepreneurial Management requires the following course work. Many certificate courses have prerequisites and other requirements for registration; students must complete a course's prerequisites and must meet its registration requirements before they may register for the course.

## Entrepreneurship Core

ENTR:2000 Entrepreneurship and Innovation requires concurrent registration in ENTR:1350 Foundations in Entrepreneurship; ENTR:3520 New Ventures in the Arts requires concurrent registration in ENTR:1350 Foundations in Entrepreneurship, or in ACCT:2100 Introduction to Financial Accounting and MKTG:3000 Introduction to

Marketing Strategy. Certificate students must complete the required concurrent courses.

Code	Title	Hours
One of these:		
ENTR:2000	Entrepreneurship and Innovation	3
ENTR:3520	New Ventures in the Arts	3
All of these:		
ENTR:3100	Entrepreneurial Finance	3
ENTR:3200	Entrepreneurial Marketing	3
ENTR:4400	Managing the Growth Business	3

## Electives

Students earn an additional 6 s.h. in elective courses chosen from the following list. Students who wish to use a course not on the list must consult with the John Pappajohn Entrepreneurial Center director.

Code	Title	Hours
ENTR:2800	Entrepreneurial Experience	1-3
ENTR:3000	Practicum in Entrepreneurship	1-3
ENTR:3300	Legal Aspects of Entrepreneurship	3
ENTR:3400	Strategic Management of Technology and Innovation	3
ENTR:3500	Social Entrepreneurship	3
ENTR:3595	Nonprofit Organizational Effectiveness I	3
ENTR:3600	E-Commerce Strategies for Entrepreneurs	3
ENTR:3700	Sustainable Product Innovation and Management	3
ENTR:4000	Topics in Entrepreneurship	1-3
ENTR:4050	Directed Readings in Entrepreneurship	arr.
ENTR:4100	International Entrepreneurship and Culture	1-3
ENTR:4200	Entrepreneurship: Business Consulting	3
ENTR:4300	Entrepreneurship: Advanced Business Planning	3
ENTR:4450	Professional Sports Management	3
ENTR:4460	Entrepreneurship and Global Trade	3
ENTR:4510	Arts Leadership Seminar	3
ENTR:4900	Academic Internship	3
MGMT:4100	Dynamics of Negotiations	3