

Entrepreneurial Management, Certificate

Students who pursue the Certificate in Entrepreneurial Management develop a solid foundation in entrepreneurial management, professional leadership, and communication skills that prepare them for a variety of career opportunities or to start their own business. They are able to apply their innovative problem-solving and critical thinking skills to contemporary issues, to develop strategies to seize upon opportunities, and to build and lead successful teams.

Students learn from a select team of faculty members, business executives, and entrepreneurs who have distinguished themselves in the business world and have a unique ability to successfully teach theory and practice. Students will have the opportunity to meet successful alumni and entrepreneurial leaders to help them build their professional network. Several cocurricular programs also are available to help students develop additional marketable skills and strengthen their résumés for career success.

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.

Requirements

The undergraduate Certificate in Entrepreneurial Management requires a minimum of 18 s.h. of credit. Students must maintain a g.p.a. of at least 2.00 in work for the certificate.

The certificate program is open to current University of Iowa undergraduate students and to individuals who have earned a bachelor's degree and are not enrolled in a UI graduate or professional degree program, except to students earning the B.B.A. in management (entrepreneurship management track) or the B.A. in enterprise leadership.

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 Office of Academic Programs and Student Development.

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 coursework 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 coursework. 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

To begin work on the certificate, students should first enroll in ENTR:2000; students pursuing the Certificate in Arts Entrepreneurship should enroll in ENTR:3520. For non-business students, ENTR:1350 Foundations in Entrepreneurship must be taken prior to or concurrently with ENTR:2000 or ENTR:3520.

Code	Title	Hours
One of these:		
ENTR:2000	Entrepreneurship and Innovation	3
ENTR:3520	Starting Up the Arts Start-up (for students with focus on arts entrepreneurship)	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:1800	Innovation in Action: Sustainability	0-1
ENTR:2800	Entrepreneurial Experience	1-3
ENTR:3000	Practicum in Entrepreneurship	1-3
ENTR:3400	Strategic Management of Technology and Innovation	3
ENTR:3500	Social Entrepreneurship	3
ENTR:3525	The Business of the Performing Arts	3
ENTR:3550	Commercializing New Technology	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:3800	Entrepreneurial Leadership Academy I	3
ENTR:3850	Entrepreneurial Leadership Academy II	3
ENTR:4000	Topics in Entrepreneurship	1-3
ENTR:4050	Directed Readings in Entrepreneurship	arr.
ENTR:4100	International Entrepreneurship, Culture, and Social Impact	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
ENTR:4999	Honors Thesis in Entrepreneurial Studies	arr.
MGMT:4100	Dynamics of Negotiations	3