Entrepreneurial Management

Executive Director
• David K. Hensley (Management and Entrepreneurship)

Director, Undergraduate Studies
• Kimm Harris (Management and Entrepreneurship)

Undergraduate certificate: entrepreneurial management
Faculty: https://www.iowajpec.org/people-directory
Website: https://www.iowajpec.org/

Courses

Entrepreneurial Management Courses

ENTR:1010 Exploring Entrepreneurship 3 s.h.
Introduction to entrepreneurship, including identifying characteristics of the entrepreneur, evaluating opportunities, engaging in customer discovery, design thinking, feasibility, financing, and planning for success.

ENTR:1020 Business Innovation 3 s.h.
Overview of entrepreneurship, innovation, and project management concepts; work in teams with science, technology, engineering, and mathematics (STEM) industry mentors to develop innovative solutions to real-world problems.

ENTR:1030 STEM Innovator 3 s.h.
Work with science, technology, engineering, and mathematics (STEM) industry mentors to engage in innovation and entrepreneurship by employing conceptual understandings and practices of STEM within an entrepreneurship framework; students solve real-world STEM problems that are of interest to them and their community, acquire and demonstrate 21st-century skills working on authentic, meaningful, and cross-curricular projects; exposure to potential STEM careers and entrepreneurial pathways; preparation for success in postsecondary STEM majors, careers, and entrepreneurial ventures of the future. Requirements: enrollment in STEM Innovator program and consent of UI STEM innovator program administrators.

ENTR:1300 First-Year Seminar 1 s.h.
Small discussion class taught by a faculty member; topics chosen by instructor; may include outside activities (e.g., films, lectures, performances, readings, visits to research facilities).

ENTR:1350 Foundations in Entrepreneurship 3 s.h.
Basic core business concepts faced by entrepreneurial managers in small business accounting, marketing, and business planning. Recommendations: non-business major interested in studying entrepreneurship.

ENTR:1800 Innovation in Action: Sustainability 0-1 s.h.
For businesses to successfully compete and thrive in a global marketplace, they must embrace innovation throughout their organizations, and one of the critical issues businesses face today is that of sustainability—how to most effectively acquire and utilize scarce resources while limiting their overall environmental impact; introduction to sustainability; focus on economic, social, and environmental issues facing organizations and society; project management fundamentals; students work in teams to identify a specific sustainability challenge, and prepare and present a strategic approach for addressing a sustainability problem.

ENTR:2000 Entrepreneurship and Innovation 3 s.h.

ENTR:2800 Entrepreneurial Experience 1-3 s.h.
Applied learning course designed to enhance innovation and opportunity recognition skills, develop customer discovery expertise, and foster team-building and leadership abilities.

ENTR:3000 Practicum in Entrepreneurship 1-3 s.h.
Applied, experiential learning opportunities designed to foster development of entrepreneurial leadership skills; opportunity recognition and assessment, strategic business planning, innovation and creativity, team leadership, professional communication skills, strategy development and execution.

ENTR:3050 Professional Preparation for Enterprise Leadership and Entrepreneurship 1 s.h.
Survey of career paths for students studying enterprise leadership and entrepreneurship; opportunities to build a professional network through regular interaction with business professionals and industry leaders; creating strategies for securing internships and full-time employment; developing professional soft skills to succeed in today's workplace.

ENTR:3100 Entrepreneurial Finance 3 s.h.
Understanding financial aspects of new and growing ventures; focus on preparing financial projections, analyzing financial performance, managing cash flow, and determining financial feasibility; detailed overview of various sources of capital available for start-up and growing ventures. Prerequisites: THTR:3520 or ENTR:2000 or ENTR:3350.

ENTR:3200 Entrepreneurial Marketing 3 s.h.
Practical marketing concepts for evaluating the market potential for new products, services, or business opportunities; how to obtain and evaluate market data, determine customer demand, analyze the competition, design effective promotions, develop and implement effective sales strategies, and write a successful marketing plan. Prerequisites: ENTR:2000 or ENTR:3350 or THTR:3520.

ENTR:3350 Entrepreneurial Strategy 3 s.h.
The synergistic effect of entrepreneurial attributes (e.g., innovation, creativity, opportunity recognition) and managerial attributes (e.g., strategic management, planning, budgeting) on profit and nonprofit organizations. Duplicates ENTR:2000 and ENTR:3520.
ENTR:3400 Strategic Management of Technology and Innovation 3 s.h.
New technology innovation and commercialization; technology innovation process, identification of commercialization strategies, feasibility analysis, intellectual property issues. Prerequisites: ENTR:2000 or THTR:3520 or ENTR:3350.

ENTR:3500 Social Entrepreneurship 3 s.h.
Introduction to the growing field of social entrepreneurship; creation of ventures with dual missions of social benefit and return on investment; issues related to evaluating market opportunities; acquiring and managing scarce resources; sustainability; maximizing social and economic value. Prerequisites: ENTR:2000 or THTR:3520 or ENTR:3350.

ENTR:3520 Starting Up the Arts Start-up 3 s.h.

ENTR:3525 The Business of the Performing Arts 3 s.h.
Use of live performing arts—drama, dance, performance art—to explore methods for starting and maintaining students' professional lives; topics and issues include understanding arts structures, producing and presenting, networking, and transitioning to various aspects of the arts and job market; how students as artists or producers fit into the arts ecosystem in the United States, how that ecosystem might be changing, and what students might do to change it. Prerequisites: DPA:3510 and ENTR:2000. Same as DANC:3525, DPA:3525, THTR:3525.

ENTR:3550 Commercializing New Technology 3 s.h.
Applied learning with focus on process of technology commercialization; real-world opportunity in the form of a technology developed in the academic environment or private sector and creation of a plan to transfer that technology to the marketplace; identifying a specific application of that technology (product), identifying and sizing relevant market segments, determining appropriate business and financial model, designing a business plan, and presentation of business plans/opportunities to simulated venture capitalists. Prerequisites: ENTR:3200 or ENTR:3350 or (ACCT:2100 or MKTG:3000). Same as DPA:3520, INTD:3520, THTR:3520. Requirements: 60 s.h. completed.

ENTR:3575 Commercializing New Technology II 3 s.h.
Creation of a formal technology commercialization plan for a university-based discovery by student teams; team assignment to alumni entrepreneurial mentors, interaction with industry experts, and engagement with potential customers and partners; preparation of a formal strategic business plan, intellectual property assessment, and pitch deck; presentation of final plans to alumni angel investors and venture capitalists; second in a two-course sequence. Prerequisites: ENTR:3550. Requirements: 60 s.h. completed.

ENTR:3595 Nonprofit Organizational Effectiveness I 3 s.h.
Operational and financial aspects of nonprofit management; mission and governance of organization; strategic planning for effective management, including finance, budget, income generation, fund-raising. Same as MGMT:3500, MUSM:3500, NURS:3595, RELS:3700, SSW:3500.

ENTR:3600 E-Commerce Strategies for Entrepreneurs 3 s.h.
E-commerce opportunities and internet business strategies for entrepreneurial ventures; how to develop effective web business strategies, latest technologies and trends in e-commerce, methods for maximizing traffic, impact of a company’s website. Prerequisites: ENTR:2000 or ENTR:3350 or THTR:3520.

ENTR:3700 Sustainable Product Innovation and Management 3 s.h.
Sustainability requirements in management of new product and process development from the perspective of the senior-level executive responsible for a firm’s business and operational strategies; student teams will develop a new sustainable product or undertake applied field study projects to gain firsthand experience with sustainability practices and strategies within a company. Prerequisites: ENTR:2000 or THTR:3520 or ENTR:3350 or MKTG:3000. Requirements: 60 s.h. earned.

ENTR:3800 Entrepreneurial Leadership Academy I 3 s.h.
Students hone leadership and project management skills through weekly workshops, guest speakers, and course discussion; preparation to actively manage and lead all phases of a business project; topics include client management, advanced project management skills, how to have tough conversations at work, and how to structure and lead a meeting for optimal results; first in a two-course sequence. Prerequisites: MGMT:2100 or ENTR:2000 or ENTR:3350. Requirements: declared management and entrepreneurship major or enterprise leadership major, and 60 s.h. completed. Same as MGMT:3800.

ENTR:3850 Entrepreneurial Leadership Academy II 3 s.h.
Work in small groups to provide strategic management consulting services to Iowa-based companies; experienced entrepreneurs and C-level executives provide mentoring to teams; students independently communicate with their client, learn to employ the latest techniques for assessing competitive markets and identifying growth opportunities, and ultimately develop recommendations and prepare a final report for their client; second in a two-course sequence. Prerequisites: MGMT:3800 or ENTR:3800. Same as MGMT:3850.

ENTR:4000 Topics in Entrepreneurship 1-3 s.h.
Current topics in entrepreneurship. Prerequisites: ENTR:2000 or ENTR:3350 or THTR:3520.

ENTR:4050 Directed Readings in Entrepreneurship arr.
Independent study; topics and assignments approved by instructor.

ENTR:4100 International Entrepreneurship, Culture, and Social Impact 1-3 s.h.
International entrepreneurship and business strategy, foreign exchange, tariffs and trade, microfinance, economic conditions, and culture of destination countries; students travel abroad or utilize distance technology to complete real-world projects with international entrepreneurs and business leaders; group projects focus on evaluating entrepreneurial opportunities, identifying sustainable growth strategies, incorporating innovation throughout the organization, and understanding international business culture. Prerequisites: ENTR:2000 or THTR:3520 or ENTR:3350. Requirements: junior standing.
ENTR:4200 Entrepreneurship: Business Consulting  3 s.h.
Students provide strategic business consulting services to start-up and early-stage companies: exploration of consulting process (i.e., proposal development, data collection and analysis, team dynamics, communications with clients, developing recommendations, final report preparation and presentation); projects involving market research and analysis, financial analysis and projections, and strategic business and operations planning; may include online business consulting services to international companies and organizations or Iowa-based clients. Requirements: 60 s.h. completed.

Creation and launch of a new venture; completion of a detailed business plan, creating an elevator pitch, and formal presentation of plan.

ENTR:4400 Managing the Growth Business  3 s.h.
Preparation to effectively manage employees, customers, and suppliers; leadership for a growing entrepreneurial venture; opportunities to evaluate, practice, and refine critical professional management skills. Prerequisites: ENTR:2000 or THTR:3520 or ENTR:3350. Requirements: 75 s.h. earned.

ENTR:4450 Professional Sports Management  3 s.h.
Detailed study of professional sports management and marketing; building and managing a front office, marketing sports properties, revenue generation models, developing media relationships, and capitalizing on new opportunities in the sports industry. Prerequisites: ENTR:2000 or THTR:3520 or ENTR:3350.

ENTR:4460 Entrepreneurship and Global Trade  3 s.h.
Complex issues of business operations in a global economy; trade transactions related to importing and exporting, logistics, and ethical issues in international trade; global business management, global marketing, global supply chain management, and trade finance; preparation for work in global marketplace and for the Certified Global Business Professional certification exam offered by the North American Small Business International Trade Educators. Prerequisites: ENTR:2000 or THTR:3520 or ENTR:3350.

ENTR:4510 Arts Leadership Seminar  3 s.h.
Performing arts management and administrative principles, practical applications, trends in arts leadership and advocacy. Prerequisites: THTR:3510 or ENTR:2000 or THTR:3520. Same as DPA:4510, INTD:4510, THTR:4510.

ENTR:4900 Academic Internship  arr.
Professional internship experience with academic credit (e.g., paper, coursework).

Independent study project directed by a faculty member or staff advisor, and culminating in a thesis that conforms to University of Iowa Honors Program guidelines; project includes empirical research, library research, applied projects. Requirements: honors standing, UI g.p.a. of at least 3.50, and enterprise leadership g.p.a. of 3.50.

ENTR:9100 Entrepreneurship and Innovation  3 s.h.
Entrepreneurial process from ideation to commercialization of innovations for new ventures, existing businesses, and nonprofit organizations; topics include innovation and creativity, opportunity recognition and assessment, venture screening, business modeling, resource identification and acquisition, entrepreneurial leadership, and strategic business planning.

ENTR:9150 Venture School International  arr.
Innovative training focused on real-world experimentation, customer discovery, and lean methodologies; curriculum developed by the National Science Foundation I-Corps to help entrepreneurs and startups turn their ideas into reality; individual and team ideation, problem identification, and validation using real customer discovery interviews; students test their hypothesis by talking with customers, partners, and suppliers; encountering chaos and uncertainty of commercializing innovations and creating new ventures in a safe environment; creation of a business model that creates value.

ENTR:9200 Entrepreneurial Finance  3 s.h.
Financial aspects of launching and growing entrepreneurial ventures; topics include financial feasibility, financial forecasting and cashflow management, business valuation, sources of venture financing, deal structure, financing growth, and exit strategies. Prerequisites: MBA:8140.

ENTR:9400 Evaluating Innovation Opportunities 2-3 s.h.
Integrated, cross-functional perspective of how organizations identify and evaluate opportunities and develop strategies to compete in a global marketplace; innovation and creativity, opportunity recognition, venture screening, identification of resources, and strategic business planning.

ENTR:9450 Strategic Management of Technology and Innovation  3 s.h.
Role of technology in creation, growth, and survival of industries; processes, risks, and rewards of technological innovation and commercialization; successful approaches to developing technological strategy and products.

ENTR:9500 Managing the Growth Business  3 s.h.
Issues faced by new, rapidly growing businesses; adapting organizational structure as business expands, building a management team, hiring new employees, managing strategic growth of a business; case studies, particularly in technology sector.

ENTR:9550 Commercializing New Technology  3 s.h.
Hands-on experience with the process of technology commercialization; real-world opportunity in the form of a technology developed in an academic environment or in the private sector and creation of a plan to transfer that technology to the marketplace; identifying a specific application of that technology (the product); identifying and sizing relevant market segments; determining the appropriate business and financial model; designing a business plan; presentation of business plans/opportunities to simulated venture capitalists.

ENTR:9600 Seminar in Entrepreneurship  1-3 s.h.
Topics vary; franchising, business acquisition, real estate development, e-commerce, technology transfer.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTR:9610</td>
<td>STEM Innovator I: Introduction to STEM Innovation and Entrepreneurial Thinking</td>
<td>1-3 s.h.</td>
</tr>
<tr>
<td>ENTR:9620</td>
<td>STEM Innovator II: Skills, Mindsets, Practices, and Academic Knowledge of Problem-Based Learning</td>
<td>1-3 s.h.</td>
</tr>
<tr>
<td>ENTR:9630</td>
<td>STEM Innovator III: Lean Start-Up, Data Analysis, Prototyping, and Project Development</td>
<td>1-3 s.h.</td>
</tr>
<tr>
<td>ENTR:9640</td>
<td>STEM Innovator IV: STEM Innovation Activities, Portfolio Assessment, and Community Engagement</td>
<td>1-3 s.h.</td>
</tr>
<tr>
<td>ENTR:9650</td>
<td>STEM Innovator V: STEM Innovator Tools to Create an Innovation Model for the Classroom</td>
<td>1-3 s.h.</td>
</tr>
<tr>
<td>ENTR:9660</td>
<td>STEM Innovator VI: Creating a STEM Innovation Pathway Across K-14 Learning Experiences</td>
<td>1-3 s.h.</td>
</tr>
<tr>
<td>ENTR:9670</td>
<td>Entrepreneurship: Business Consulting</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>ENTR:9800</td>
<td>Entrepreneurship: Advanced Business Planning</td>
<td>0-3 s.h.</td>
</tr>
</tbody>
</table>