

Entrepreneurship Concentration (18 units)

The new Entrepreneurship Concentration provides students with the opportunity to gain better understanding of entrepreneurial activities and strategies within organizations. In addition, the concentration supports the growing demand within the business community to develop students with entrepreneurial skills that will enable them to be more effective in organizations that create new ventures, spin-offs, mergers and other entrepreneurial activities. *(Prerequisite courses are noted in parentheses.)*

REQUIRED COURSES:

- ENTR 185 Venture Growth Strategies (*ENTR 187 or ENTR 189*)
- ENTR 187 Entrepreneurship
- ENTR 189 Corporate Entrepreneurship

ELECTIVE COURSES:

Select **three** courses from the following:

a. Marketing

- MKTG 121 Marketing Research and Information (*MKTG 101*)
- MKTG 126 Salesmanship
- MKTG 129 Marketing Management (*MKTG 101 and senior status*)

b. Finance

- FIN 134 Financial Management (*FIN 101*)
- FIN 137 Financial Institutions and Markets (*FIN 101*)
- FIN 138 Principles of Risk Management and Insurance

c. Accounting

- ACCY 111 Intermediate Accounting I
- ACCY 121 Cost Accounting

d. Operations Management

- OPM 160 Principles of Quality Management
- OPM 181 Supply Chain Logistics Management (*OPM 101*)
- OPM 188 Operations Strategy and Design (*OPM 101*)

e. Fund Formation and Investments

- FIN 135 Investments (*FIN 101*)
- FIN 136 Modern Portfolio Management (*FIN 101*)

f. Human Resources Management

- HROB 151 Management of Human Resources
- HROB 155 Conflict Management and Negotiations

g. International Business

- FIN 190 Multinational Business Finance (*FIN 101 or permission of instructor*)
- IBUS 190 International Business
- MKTG 190 Multinational Marketing (*MKTG 101 or permission of instructor*)

h. Special Emphasis

Other area emphasis approved by Entrepreneurship Concentration Coordinator.

Career Opportunities

Business Development Manager	Management Analyst	R & D Manager
Family Business Owner/Manager	Management Consultant	Realtor/Real Estate Manager
Financial Services Advisor/Manager	New Venture Founder/Manager	Sales Representative
Franchised Business Owner/Manager	Non-Profit Organization Founder/Manager	Small Business Owner/Manager
Insurance Agency Owner/Manager	Product Manager	

Academic Advising for Business Majors

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