

Whether you're launching a new venture or working on something that already exists, entrepreneurship challenges you to see opportunities, take action, ignite change, and make an impact. The W. P. Carey degree in business entrepreneurship prepares you to innovate within a business or launch one of your own, with a strong foundation in strategic planning and analysis, product development, collaboration, leadership, communication, and team building.

Major Requirements

Sequencing

MGT 300	⇒	MGT 320 Entrep Elect	⇒	MGT 360 MGT 440 Entrep Elect	⇒	MGT 445
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Prerequisites

- MGT 303 fulfills both MGT 300 and MGT 320. Barrett Honor students completing MGT 303 will need to complete an additional MGT elective to replace MGT 320.
- MGT 320 requires ACC 241, 242 or 271 and MGT 300/303 and PSY 101/304 or SOC 101/301
- MGT 440 requires FIN 300/302/303 and MGT 300/303/310
- MGT 440 is a prerequisite for MGT 445

Business Entrepreneurship Degree Courses

MGT 300 Organization and Management Leadership

Analyzes strategic, behavioral, and human resource management perspectives, including principles of strategic management and leadership of human resources.

Prerequisites: W. P. Carey BS or BA student, or engineering management, secondary education business, or business minor; ECN 221, 231, or IEE 380 with C or better; ACC 241, 242, or 271 with C or better; MAT 211 with C or better.

MGT 320 Organizational Behavior

Management processes, fundamentals of business-level strategy, individual difference issues, motivation and leadership of people in organizations.

Prerequisites: W. P. Carey management student; ACC 241, 242 or 271; ECN 221 or 231; and MGT 300 or 303; and PSY 101(or PGS 101), or PSY 304 (or PGS 304), or SOC 101, or SOC 301 all with C or better.

MGT 360 Entrepreneurship and Value Creation

In-depth application of entrepreneurial concepts including opportunity recognition, value creation, and new business management. Students learn how to identify the needs of a market and problem solve to meet those needs through innovation. Students learn common mistakes made in the new venture process and how to work to avoid these mistakes.

Prerequisites: W. P. Carey BS or BA student, or secondary education business, and ACC 240, 241 or 242 with C or better; OR non-business with minimum 2.5 ASU cumulative GPA, 56 hours, MGT 290. Pre- or corequisite: MGT 340 with C or better. Credit for MGT 394 Intro to Entrprnrshp OR MGT 360.

MGT 440 Entrepreneurship

Prepares students for the challenges of assembling and growing high-potential innovative ventures through the use of analytical frameworks that encompass uncertainty inherent in entrepreneurship (or in entrepreneurial activity). In-depth discussion of cases provides a strong empirical foundation.

Prerequisites: W. P. Carey BS or BA student; FIN 300, 302 or 303 with C or better; MGT 300, 310 or 303 with C or better.

MGT 445 Business Plan Development

Develops a complete strategic business plan emphasizing the planning process undertaken by successful small business owners and entrepreneurs.

Prerequisites: W. P. Carey BS or BA student; MGT 440 with C or better.

Entrep **See options below**
Elect

Business Entrepreneurship Elective Course Options

For more complete specific course information, see the course catalog.

FIN 394	Fundamentals of Entrepreneurial Finance
MKT 435	Entrepreneurial Marketing
MGT 310	Collaborative Team Skills
MGT 315/394	Women and Leadership in Business Today
MGT 340	Topic: Creativity and Innovation
MGT 411	Leading Organizations
MGT 420	Human Resource Management
MGT 430	Negotiations
MGT 447	Lean Launch

MGT 450	Consulting Projects (L)
MGT 464	Collaborative Design Development I (L)
MGT 465	Collaborative Design Development II (L)
MGT 484	Internship (must get MGT department approval in advance)
MGT 493	Honors Thesis (L)
MGT 494	Venture Capital Experience