ENTREPRENEURSHIP

CURRICULUM: Suggested sequence for students admitted as of Fall 2019 – Present

FRESHMAN YEAR	Credits
First Semester	
BUAD 110[1]	3
ENTR 160	1
ENTR 350*	3
STAT 200	3
ENGL 110*	3
History & Cultural Change Breadth*	3
	16
Second Semester	
ENTR 161	1
ECON 100, ECON 101 **OR** ECON 103	3
MATH 115, MATH 117, MATH 221, MATH 241, **OR** MISY 262	3/4
ENTR 356* **OR** LEAD 300[2]	3
CISC 101, CISC 103, CISC 108, MISY 225, MISY 160 **OR** MISY 261[3]	3
Multicultural Course or Free Elective	3
	16/17

SOPHOMORE YEAR	Credits
First Semester	
ACCT 207	3
ENTR 158* **OR** ENTR 260*	1
ENTR 351*	3
Entrepreneurship Elective*[4]	3
COMM 212, HOSP 230, LEAD 209, THEA 204, THEA 226 **OR** THEA 361	3
MISY 225[3], MISY 261[3] **OR** Free Elective	3
	16
Second Semester	
ACCT 208	3
BUAD 301	3
ENTR 158* **OR** ENTR 260*	1
ENTR 355*	3
Technical Competency*[5] #1	3
ENTR 253* **OR** ENTR 353*	3
	16

Junior year	Credits
First Semester	
BUAD 309	3
ENTR 452* **OR** BUAD 470	3
Entrepreneurship Elective*[4]	3
FINC 311	3
Technical Competency*[5] #2	3
	15
Second Semester	
BUAD 306	3
ENTR 455*[6,7]	3
ENTR 364* **OR** ENTR 461*	3
Technical Competency*[5] #3	3
Breadth* **or** Free Elective*	3
	15

Senior Year	Credits
First Semester	
BUAD 441[7]	3
ACCT 352 **OR** ENTR 457*	3
Technical Competency*[5] #4	3
Creative Arts & Humanities (CAH) Breadth **OR** Free Elective	3
Breadth* **or** Free Elective*	3
	15
Second Semester	
Entrepreneurship Elective*[4]	3
International Course[8]	3
Technical Competency*[5] #5	3
Breadth* **or** Free Elective*	3
	12

*Grade of C- or better required in these courses.

[1]-This course fulfills the First Year Experience (FYE) requirement. Students that are exempt from FYE requirement or completed an FYE at the University of Delaware prior to becoming an Entrepreneurship major are not required to take BUAD 110.

[2]-Only one of ENTR 356 or LEAD 300 may apply to the degree.

[3]-MISY 225 and MISY 261 have prerequisite requirements.

[4]-See page 5 for the list of Entrepreneurship Elective options.

[5]-A specific course plan for fulfillment of the Technical Competency should be established during the freshman or sophomore year and must be approved by the advisor for Horn Entrepreneurship.

[6]-This course fulfills the Discovery Learning Experience (DLE) requirement.

[7]-The course fulfills the Capstone requirement.

[8]-See page 5 for the list of International courses.

REQUIREMENTS FOR ENTREPRENEURSHIP

(All requirements except free electives must be taken for a letter grade. Pass/Fail status courses may only count in free electives)

University Requirements

- ENGL 110 – Seminar in Composition with a minimum grade of C- (3-credits).
- Multicultural Course (3-credits)
- Discovery Learning Experience (DLE) (3-credits). ENTR 455 fulfills this requirement.
- First-Year-Experience (FYE): BUAD 110 – Basics of Business. Students that are exempt from the FYE requirement or completed an FYE at the University of Delaware prior to becoming an Entrepreneurship major are not required to take BUAD 110.
- Capstone (1 to 3-credits) BUAD 441 and ENTR 455 fulfills this requirement.
- University Breadth Requirements (12-credits) with a minimum grade of C-.

All students entering the University of Delaware as of fall 2010 are required to take a minimum of 12-credits of University breadth requirements, 3-credits each from courses designated as: Creative Arts and Humanities, History and Cultural Change, Social and Behavioral Sciences and Mathematics, Natural Sciences and Technology. Students must earn a minimum grade of C- or better. *Note that students must take breadth courses from four different areas (e.g., the four letter subject code ACCT, HIST, etc.). Students may not use a course that is cross-listed with a subject area that has already been used to satisfy a university breadth requirement. Students enrolled in a single major may not satisfy the breadth requirement with courses in the subject area of that major (e.g. chemistry majors may not use CHEM courses). Students who are enrolled in more than one major or degree are allowed to meet the University breadth requirement by taking approved breadth courses from within the subject areas of their majors. The requirements are subject to limitations above, however credit hours may be counted only once towards the credit hour minimum required for the degree. See the undergraduate catalog at catalog.udel.edu for the list of course options.*

Degree Requirements

See the undergraduate catalog at catalog.udel.edu and then select "other content" under catalog search and search for "breadth requirements" for the specific list of courses.

CAH – Creative Arts & Humanities (3-credits) (C- minimum grade)

HCC – History & Cultural Change (3-credits) (C- minimum grade)

Mathematics & Analytics (6-credits)

- MATH 201 Introduction to Statistical Methods I **or** STAT 200 Basic Statistical Practice.
- One of the following:
  MATH 115 Pre-Calculus
  MATH 117 Pre-Calculus for Scientists and Engineers
  MATH 221 Calculus I
  MATH 241 Analytic Geometry and Calculus A
  MISY 262 Fundamentals of Business Analytics

Note: Successful completion of MATH 201, 221, 241 or STAT 200 with a minimum grade of C- or better may simultaneously fulfill the Mathematics, Natural Sciences and Technology University breadth requirement above.

Legal (3-credits)

- ACCT 352 Law & Social Issues in Business **or** ACCT/ENTR 457 Legal Issues for Entrepreneurs. If ACCT/ENTR 457 is chosen, a C- minimum grade is required.

REQUIREMENTS FOR ENTREPRENEURSHIP

(All requirements except free electives must be taken for a letter grade. Pass/Fail status courses may only count in free electives)

Degree Requirements (cont'd)

Oral Communication (3-credits)
- One of the following:
  COMM 212 Oral Communication in Business
  HOSP 230 Executive Presentations and Problem Solving
  LEAD 209 Presentation Strategies
  THEA 204 Introduction to Voice and Speech
  THEA 226 Fundamentals of Acting
  THEA 361 Acting Tech for Business Professionals

Note: Successful completion of THEA 204, 226 or 361 with a minimum grade of C- or better may simultaneously fulfill the Creative Arts & Humanities University breadth requirement above.

Technology & Computational Thinking (4-credits)
- ENTR 158 Inventions, Innovations & New Technologies (C- minimum grade)
- One of the following:
  CISC 101 Principles of Computing
  CISC 103 Introduction to Computer Science with Web Applications
  CISC 108 Introduction to Computer Science I
  MISY 225 Intro.to Programming Business Applications (Prerequisite: CISC 101 or MISY 160)
  MISY 261 Business Information Systems (Prerequisite: CISC 101 or MISY 160)

Note: Successful completion of CISC 101, 103 or 108 with a minimum grade of C- or better may simultaneously fulfill the Mathematics, Natural Sciences & Technology University breadth requirement above.

Economics (3-credits)
- One of the following:
  ECON 100 Economics Issues and Policies
  ECON 101 Introduction to Microeconomics
  ECON 103 Introduction to Macroeconomics

Note: Successful completion of ECON 100, 101 or 103 with a minimum grade of C- or better may simultaneously fulfill the Social & Behavioral Sciences University breadth requirement above.

Professional Development (3-credits)
- ENTR 160 Professional Development for Innovators I
- ENTR 161 Professional Development for Innovators II
- ENTR 260 Landing Your Dream Internship (C- minimum grade required)

Leadership (3-credits) (C- minimum grade)
- One of the following:

ENTR/LEAD 253 Individual Leadership – Building a Foundation for Success
ENTR 353 Entrepreneurial Apprentice: Leadership & Influence

REQUIREMENTS FOR ENTREPRENEURSHIP
(All requirements except free electives must be taken for a letter grade)
(Pass/Fail status courses may only count in free electives, unless only offered Pass/Fail)

Degree Requirements (cont'd)

Creativity & Design Thinking (3-credits)
- One of the following:
  ENTR 356 Creativity and Design Thinking (C- minimum grade required) (3cr.)
  LEAD 300 Leadership, Creativity and Innovation (3cr.)

NOTE: Only one of these courses can count toward fulfillment of degree requirements

Business Core (21-credits)
- ACCT 207 Accounting I (Financial)
- ACCT 208 Accounting II (Managerial)
- BUAD 301 Introduction to Marketing
- BUAD 306 Introduction to Service and Operations Management
- BUAD 309 Organizational Behavior
- BUAD 441 Strategic Management
- FINC 311 Principles of Finance

Entrepreneurship Core (15-credits) (C- minimum grade required in all ENTR courses)
- ENTR/BUAD 350 Introduction to Entrepreneurship
- ENTR/BUAD 351 Entrepreneurial Marketing
- ENTR 355 User-Centered Research Methods for Entrepreneurship
- ENTR 455 Startup Experience
- And one of the following:
  ENTR 452 Entrepreneurial Selling
  BUAD 470 Sales Management and Selling

Intrapreneurship (3 credits) (C- minimum grade)
- One of the following:
  ENTR 364 Entrepreneurship in Practice
  ENTR 461 Corporate Innovation & Intrapreneurship

REQUIREMENTS FOR ENTREPRENEURSHIP

(All requirements except free electives must be taken for a letter grade.)
(Pass/Fail status courses may only count in free electives and those ONLY offered as Pass/Fail.)

Degree Requirements (cont'd)

Nine (9) credits from any combination of 300-level and 400-level ENTR designated or ENTR cross-listed courses, including but not limited to:

Entrepreneurship Electives (9-credits) (C- minimum grade)

- Three of the following:
  ENTR 360 Entrepreneurship in the Health Sciences
  ENTR 409 Prototype to Product
  ENTR 410 Acceptance and Resistance to Innovation
  ENTR 420 Social Entrepreneurship
  ENTR 450 Business Accelerator for New Ventures
  ENTR 451 Special Topics in Entrepreneurship
  ENTR 456 Startup Experience II
  ENTR 458 Developing New Technology-Based Products
  ENTR 459 Startup Finance & Raising Capital for Entrepreneurs
  ENTR 460 High Technology Entrepreneurship
  ENTR 464 Social Entrepreneurship Practicum
  ENTR 489 Eco-Entrepreneurship Practicum

NOTE: ENTR 350, 351, 355, 356, 452, and 455 may NOT be counted toward the fulfillment of the entrepreneurship elective requirement.

International (3-credits)

- One of the following:
  ACCT 395 Seminar: International Accounting
  BUAD 383 Seminar on International Business
  BUAD 384 Global Business Environment
  BUAD 386 International Business Management
  BUAD 391 Seminar on International Management
  BUAD 393 Seminar on International Marketing Management
  BUAD 394 Seminar on International Operations Management
  BUAD 475 International Marketing
  ECON 311 Economics of Developing Countries
  FINC 392 Seminar on International Financial Management
  FINC 415 International Finance
  MISY 395 Global Issues in Information Technology

REQUIREMENTS FOR ENTREPRENEURSHIP

(All requirements except free electives must be taken for a letter grade. Pass/Fail status courses may only count in free electives)

Degree Requirements (cont'd)

Technical Competency (15-credits) (C- minimum grade)

A total of 15 credits, six of which must be at the 300-level or above, from courses that comprise: (1) an established minor, (2) the disciplinary core of an established major or (3) a coherent, well-defined area of study and practice. A specific course plan for fulfillment of the technical competency requirement should be established during the freshman or sophomore year and must be approved by the advisor for Horn Entrepreneurship.

Free Electives

In addition to required courses, sufficient credits must be taken to meet the minimum credits required for the degree, subject to the following:

- A maximum of 2-credits of BHAN 120 may be applied
- Excess credits from any category above may be applied
- "0" level courses **may not** be counted toward the degree
- If a student elects to take an eligible free elective course Pass/Fail, a maximum of one P/F course (3 to 4-credits) may be taken each semester. This is in addition to courses offered only on a P/F basis

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ANY DEVIATION FROM THE ABOVE CURRICULUM REQUIRES APPROVAL OF THE UNDERGRADUATE PROGRAM ADVISOR FOR HORN ENTREPRENEURSHIP

"WHO'S MY ADVISOR?"

Please see my.lerner.udel.edu for a list of advisors by major.

Note: Many students take courses through the winter and summer sessions to reduce their regular semester course load. These special sessions normally offer only introductory level courses. If you want to take a course somewhere other than UD, be sure to get the course pre-approved by the department offering the equivalent course and your College's Assistant Dean. You will need a copy of the course description and/or syllabus. The College or University must be AACSB accredited if the course is in business.

UNIVERSITY OF DELAWARE
LERNER BUSINESS & ECONOMICS

ENTREPRENEURSHIP MAJOR CHECKSHEET
For students admitted to the University as of Fall 2019 – Present

Name: _____   ID#: _____

Course	Credits	Grade	Semester
*ENGL 110	3	_____	_____

Creative Arts and Humanities (CAH)

Course	Credits	Grade	Semester
*_____	3	_____	_____

(Note: THEA 204, 226 or 361 may satisfy this requirement, provided a C-minimum grade is earned.)

History and Cultural Change (HCC)

Course	Credits	Grade	Semester
*_____	3	_____	_____

Social and Behavioral Sciences

Course	Credits	Grade	Semester
*_____	3	_____	_____

(Note: ECON 100, 101, 103, BUAD 301 or 309 may satisfy this requirement, provided a C- minimum grade is earned.)

Mathematics, Natural Sciences and Technology

Course	Credits	Grade	Semester
*_____	3	_____	_____

(Note: CISC 101, 103, 108, MATH 201, 221, 241 or STAT 200 may satisfy this requirement, provided a C- minimum grade is earned.)

Mathematics & Analytics

Course	Credits	Grade	Semester
Math 201 or STAT 200	3	_____	_____
MATH 115, 117, 221, 241 or MISY 262			
_____	3	_____	_____

Legal

Course	Credits	Grade	Semester
ACCT 352 **or** *ACCT/ENTR457	3	_____	_____

Oral Communication
Choose one (1) course from:
COMM 212, HOSP 230, LEAD 209, THEA 204, 226 OR 361

Course	Credits	Grade	Semester
_____	3	_____	_____

Technology & Computational Thinking

Course	Credits	Grade	Semester
*ENTR 158	1	_____	_____

Choose one (1) course from:
CISC 101, 103, 108, MISY 225 or 261

Course	Credits	Grade	Semester
_____	3	_____	_____

Total Credits: 121

[1] Course fulfills the Capstone requirement.
[2] Course fulfills the DLE requirement.
[3] See page 5 for the list of Entrepreneurship elective options.
[4] See page 5 for the list of International business course options.

Economics
Choose one (1) course from: ECON 100, 101 or 103

Course	Credits	Grade	Semester
_____	3	_____	_____

Professional Development

Course	Credits	Grade	Semester
ENTR 160	1	_____	_____
ENTR 161	1	_____	_____
*ENTR 260	1	_____	_____

Leadership

Course	Credits	Grade	Semester
*ENTR 253 or *ENTR 353	3	_____	_____

Creativity & Design Thinking

Course	Credits	Grade	Semester
*ENTR 356 or LEAD 300	3	_____	_____

Business Core

Course	Credits	Grade	Semester
ACCT 207	3	_____	_____
ACCT 208	3	_____	_____
BUAD 301	3	_____	_____
BUAD 306	3	_____	_____
BUAD 309	3	_____	_____
[1]BUAD 441	3	_____	_____
FINC 311	3	_____	_____

Entrepreneurship Core

Course	Credits	Grade	Semester
*ENTR 350	3	_____	_____
*ENTR 351	3	_____	_____
*ENTR 355	3	_____	_____
[1,2]*ENTR 455	3	_____	_____
*ENTR 452 **or** BUAD 470	3	_____	_____

Intrapreneurship

Course	Credits	Grade	Semester
*ENTR 364 **or** *ENTR 461	3	_____	_____

Entrepreneurship Electives

Course	Credits	Grade	Semester
[3]*_____	3	_____	_____
[3]*_____	3	_____	_____
[3]*_____	3	_____	_____

International

Course	Credits	Grade	Semester
[4]_____	3	_____	_____

Free Electives

Course	Credits	Grade	Semester
_____	3	_____	_____
_____	3	_____	_____
_____	3	_____	_____

ENTREPRENEURSHIP MAJOR TECHNICAL COMPETENCY
(15-Credits)
For students admitted to the University as of Fall 2019 – Present

Area: _____

Course	Credits	Grade	Semester
*,1 _____	_____	_____	_____
*,1 _____	_____	_____	_____
* _____	_____	_____	_____
* _____	_____	_____	_____
* _____	_____	_____	_____
* _____	_____	_____	_____
* _____	_____	_____	_____
* _____	_____	_____	_____
* _____	_____	_____	_____

*Grade of C- or better required in these courses
[1] At least 6 credits must be at the 300-level or above

Technical Competency (15-credits) (C- minimum grade)
A total of 15 credits, six of which must be at the 300-level or above, from courses that comprise: (1) an established minor, (2) the disciplinary core of an established major or (3) a coherent, well-defined area of study and practice. A specific course plan for fulfillment of the technical competency requirement should be established during the freshman or sophomore year and must be approved by the advisor for Horn Entrepreneurship.

_____   _____

Signature of Student   Date

_____   _____

Signature of Advisor   Date

UNIVERSITY REQUIREMENTS CHECK SHEET

University requirements may also fulfill major requirements; however, credit hours may be counted only once towards the credit hour minimum required for the degree.

Requirement	Credits	Grade	Semester

1. First-year-Experience (FYE) Requirement – click on the link for a list of approved FYE courses: FYE Requirement

BUAD 110 or _____   _____   _____   _____

2. Writing Requirement (C- minimum grade)

ENGL 110   3   _____   _____

3. Multicultural Requirement (3-credits) – this course must be taken for standard grading

Course: _____   3   _____   _____

4. Discovery Learning Experience (DLE) Requirement (3-credits) – Click on the link for a list of approved DLE courses: DLE Requirement

ENTR 455   3   _____   _____

5. Capstone (1 to 3-credits)

BUAD 441   3   _____   _____

6. University Breadth Requirements (12-credits) – C- minimum grade

All students entering the University of Delaware as of Fall 2010 are required to take a minimum of 12-credits of University breadth requirements: 3-credits each from courses designated as Creative Arts and Humanities, History and Cultural Change, Social and Behavioral Sciences and Mathematics, Natural Sciences and Technology. Students must pass these courses with a grade of C- or better. Note that students must take breadth courses from four different subject areas (e.g., the four letter subject code ACCT, HIST, etc.). Students may not use a course that is cross-listed with a subject area that has already been used to satisfy a university breadth requirement. Students enrolled in a single major may not satisfy the breadth requirement with courses in the subject area of that major (e.g. chemistry majors may not use CHEM courses). Students who are enrolled in more than one major or degree are allowed to meet the University breadth requirement by taking approved breadth courses from within the subject areas of their majors. The requirement may be fulfilled through a course or courses taken to complete other degree requirements, subject to the limitations above; however, credit hours may be counted only once towards the credit hour minimum required for the degree. See the undergraduate catalog at http://catalog.udel.edu/ for the list of course options.

Creative Arts and Humanities (3-credits) – C- minimum grade

Course: _____   _____   _____   _____

History and Cultural Change (3-credits) – C- minimum grade

Course: _____   _____   _____   _____

Social and Behavioral Sciences (3-credits) – C- minimum grade

Course: _____   _____   _____   _____

Mathematics, Natural Sciences and Technology (3-credits) – C- minimum grade

Course: _____   _____   _____   _____

7. Residency Requirement (check one):   _____ The first 90 of 100 credits completed at UD

   _____ The last 30 of 36 credits completed at UD