ENTREPRENEURSHIP (ENTP)

ENTP 1001 - Own It: Your Business, Your Future, Your Life (1.5 Credits)
This summer, Junior Achievement and the Jake Jabs Center for Entrepreneurship present a new summer camp experience for high school students. Students will earn 1.5 college credit hours while learning what it takes to be an entrepreneur. They'll hear from some of the most successful entrepreneurs and business leaders from across the state as they consider a path for their future. The week will culminate with a competition where one team will be crowned the JA Titan of Business. Max hours: 1.5 Credits.
Grading Basis: Pass/Fail Only
Typically Offered: Summer.

ENTP 3200 - Essentials in Entrepreneurship (3 Credits)
This introductory course informs students of concepts, skills and practical information relevant to startup companies. The materials are designed to help students anticipate HR, financial, and marketing problems through proper planning. The primary objective of the course is to teach students the real-world aspects of entrepreneurship in order to improve the odds of success. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 3201 - Lean Startup Fundamentals (3 Credits)
Get to know the Lean Startup method, an emerging paradigm for developing and launching new businesses and products. This methodology focuses on experimentation, customer feedback, and iterative design to increase a venture's competitive advantage and chances of success. Course topics include the Lean Startup method's history and benefits, as well as how to test hypotheses, collect data, create a minimal viable product, accelerate growth, pivot, and more. Max hours: 3 Credits.
Grading Basis: Letter Grade
Typically Offered: Fall.

ENTP 3210 - Visionary Leadership for New Ventures (3 Credits)
This course provides students with an overview of key leadership principles for creating strategy and managing teams in a startup environment. It introduces leadership concepts critical to gaining true organizational commitment and focuses on case studies relevant to common business issues. By exploring what entrepreneurial leaders actually do and how visionary leadership is required to develop an organization, students will learn how to execute these concepts through measurable goals and objectives. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 3230 - Small Business Accounting and Finance (3 Credits)
Includes financial and legal aspects, financial reporting and cash flow analysis, financial planning, budgeting, working capital management, asset decisions, obtaining capital, business valuation, franchising, lease versus buy decisions, and financial aspects of international trade and different methods of obtaining capital. This course counts as a pre-req to ENTP 3780 and ENTP 3299. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 3240 - Developing Dynamic Concepts (3 Credits)
This course is designed to prepare entrepreneurial-minded students to critically and objectively evaluate the feasibility of their ideas. Entrepreneurs are motivated by plethora of "the next big idea" and are often fatally optimistic about their ideas. The course work will demonstrate how to objectively test and validate the feasibility of an entrepreneurial idea through data-driven analytical and strategic planning. Additionally, this course will provide pragmatic applications of the course content by incorporating real-life case studies presented by practicing entrepreneurs as guest lecturers. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 3260 - High Impact Sales for Entrepreneurs (3 Credits)
Selling one's own concept to prospective customers and investors is very different from selling products in a corporate environment. In this course, students will learn how to get their message heard, get their ideal clients to want to work with them, and use their authentic brand to sell their small-business concept successfully. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 3270 - New Venture Operations (3 Credits)
Introduces an operations model for developing internal and external operation plans for new ventures. Project management knowledge and skills are used to build operation plans. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 3280 - Mission Driven Entrepreneurial Mindset (3 Credits)
The course is designed to teach students to rethink the common market driven approach to innovation, with a mission driven focus. In this course, students will learn that impact innovation exists in the public, private and non-profit sectors. Completing this course will dispel the idea that purpose driven innovation only exists in the non-profit realm. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 3290 - Business Model Development & Planning (3 Credits)
At the heart of every great business is a well-thought out business plan. This course teaches entrepreneurially-minded students how to create one, and students will tackle this project with a team or as an individual. Local entrepreneurs and investors will serve as guest speakers and share their experiences. Mentors and advisors associated with the Jake Jabs Center, as well as special Center-organized experiential events, will provide students with practical feedback. Prereq or Coreq: ENTP 3230 may be taken at the same time as 3299 for a coreq. If 3230 is completed as a prerequisite, a grade of C- or higher is required. Max hours: 3 Credits.
Grading Basis: Letter Grade
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ENTP 3420 - Ethics: Formula for Success (3 Credits)
Students will learn how to spot and address red flags that foster unethical behavior in both publicly-traded and privately-held businesses. Governance and stakeholder management techniques that incentivize ethical behavior will be highlighted using examples of companies that are financially successful by "doing the right thing." Principle-based ethics are emphasized, namely, integrity, trust, accountability, transparency, fairness, respect, viability, and compliance with the rule of law. Max hours: 3 Credits.
Grading Basis: Letter Grade
ENTP 3800 - Special Topics in Entrepreneurship (3 Credits)
A variety of topics in entrepreneurship are offered. Consult the current 'schedule Planner' for semester offerings. Repeatable. Max Hours: 9 Credits.
Grading Basis: Letter Grade
Repeatable. Max Credits: 9.

ENTP 3900 - Experiential Topics in Entrepreneurship (3 Credits)
In Colorado's thriving entrepreneurial ecosystem, aspiring entrepreneurs need guidance, inspiration, networks, experiential events, and practice before launching a successful startup. This course will help you cultivate an entrepreneurial mindset and skillset that will not only empower you to create your own business but also stand out as a desirable job candidate to Colorado's many innovative companies. Learn from today's leading, most disruptive founders as you hear their stories and visit their businesses, and then develop your own idea with a team of your peers. Typically offered: fall. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 4028 - Global Study Topics (3 Credits)
This course is reserved for CU Denver faculty-led study abroad experiences. The course topic will vary based on the location and course content. Students register through the Office of Global Education. Cross-listed with ENTP 6028, INTB 4028, and INTB 6028. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 4200 - Mission Driven Entrepreneurial Mindset (3 Credits)
The course is designed to teach students to rethink the common market driven approach to innovation, with a mission driven focus. In this course, students will learn that impact innovation exists in the public, private and non-profit sectors. Completing this course will dispel the idea that purpose driven innovation only exists in the non-profit realm. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 4840 - Entrepreneurship Independent Study (1-3 Credits)
Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 4950 - Special Topics (3 Credits)
A variety of topics in Entrepreneurship are offered. Consult the current "Schedule Planner" for semester offerings. Prereq: Topics vary.
Repeatable. Max Hours: 9 Credits.
Grading Basis: Letter Grade
Repeatable. Max Credits: 9.