

ENTREPRENEURSHIP (ENTP)

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)

This course covers everything an entrepreneur needs to know about finance when running a startup or small business. Topics include: financial and legal aspects, financial reporting and cash flow analysis, budgeting, working capital management, asset decisions, obtaining capital, business valuation, franchising, lease versus buy decisions and more. This course counts as a prerequisite to ENTP 3299. Max hours: 3 Credits.

Grading Basis: Letter Grade

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 3299 - 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.

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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 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 - Impact Driven Entrepreneurship (3 Credits)

The course helps students understand some of the strategies that entrepreneurs employ to create high-impact ventures, highlighting unique models for social problem-solving that offer bold solutions to complex and entrenched societal issues. The course considers the full spectrum of business models, including strictly non-profit organizations, enterprises developing revenue-generating solutions for a mission-driven goal, and socially responsible for-profit companies. The course takes a global perspective to solve mission-driven problems. Max hours: 3 Credits.

Grading Basis: Letter Grade

ENTP 4840 - Entrepreneurship Independent Study (1-3 Credits)

Max hours: 3 Credits.

Grading Basis: Letter Grade

2 Entrepreneurship (ENTP)

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.