

ENTREPRENEURSHIP (ENTP)

ENTP 1001 - Business Bound (1 Credit)

Junior Achievement and the Jake Jabs Center for Entrepreneurship offer this summer camp experience for high school students. Students will earn 1 college credit hour 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 Credit.

Grading Basis: Satisfactory/Unsatisfactory

Typically Offered: Summer.

ENTP 3200 - Essentials in Entrepreneurship (3 Credits)

This course provides an introduction to, and an overview of, the fundamentals of entrepreneurship. Whether you already have an idea and are eager to start your own business, or simply want to learn more about what an entrepreneurial career in a dynamic startup eco-system (like Denver) would be like, this course exposes you to the joys and challenges of entrepreneurship—from conceptualizing new ventures to developing, marketing, vetting, pitching, funding, and managing them. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall, Spring.

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 grow a venture, students will learn how to execute these concepts through measurable goals and objectives. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Summer.

ENTP 3230 - Small Business Accounting and Finance (3 Credits)

This course covers key financial topics such as financial reporting, cash flow analysis, financial planning, budgeting, working capital management, asset decisions, obtaining capital, business valuation, source of funds for raising capital, franchising, and other topics relevant to entrepreneurial finance. This course counts as a pre-req to ENTP#3299. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall.

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)

If you want to have a successful business, selling is non-negotiable. The purpose of this course is to demystify sales and help you understand strategies and tactics for effective selling in both pre-revenue and post-revenue entrepreneurial environments. The course empowers you to learn effective selling through knowledge, skill, and discipline and thereby master the art of conversion. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Spring.

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: ENTP 3230 or ACCT 2200 with a grade of C- or higher is required. Max hours: 3 Credits. Grading Basis: Letter Grade Prereq: ENTP 3230 or ACCT 2200 with a grade of C- or higher is required. Typically Offered: Spring.

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. Students can register for ENTP 4028 twice as long as they are for two different trips (for example: Cuba and Barcelona). Cross-listed with ENTP 6028, INTB 4028, and INTB 6028. Repeatable. Max hours: 6 Credits. Grading Basis: Letter Grade Repeatable. Max Credits: 6. Additional Information: Global Education Study Abroad. Typically Offered: Spring, Summer.

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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)

This course is intended for research or other unique circumstances. 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.