

## Program Requirements by Major

The Minor in Entrepreneurial Leadership consists of coursework in accounting, economics, and entrepreneurship. Some of the courses in accounting and economics fulfill or may fulfill requirements for the business or arts and sciences cores. For engineering students, the senior incubation class is replaced with senior design, which is part of the engineering core.

### ARTS AND SCIENCES MAJORS

(24 credits)

#### ACCOUNTING

ACCT 260 or 263 (3 credits)

#### ECONOMICS

ECON 200\* or 201 (3 credits)

#### ENTREPRENEURSHIP

ENTR 201 (3 credits)

ENTR 202 (3 credits)

ENTR 301 (3 credits)

ENTR 302 (3 credits)

ENTR 401 (3 credits)

ENTR 402 (3 credits)

\*ECON 200 may satisfy  
core requirements

### BUSINESS MAJORS

(18 credits)

#### ACCOUNTING

ACCT 260 (3 credits) \*

#### ECONOMICS

ECON 201 (3 credits) \*

#### ENTREPRENEURSHIP

ENTR 201 (3 credits)

ENTR 202 (3 credits)

ENTR 301 (3 credits)

ENTR 302 (3 credits)

ENTR 401 (3 credits)

ENTR 402 (3 credits)

\* satisfy business school  
core requirements

### ENGINEERING MAJORS

(21 credits)

#### ACCOUNTING

ACCT 260 or 263 (3 credits)

#### ECONOMICS

ECON 200\* or 201 (3 credits)

#### ENTREPRENEURSHIP

ENTR 201 (3 credits)

ENTR 202 (3 credits)

ENTR 301 (3 credits)

ENTR 302 (3 credits)

ENTR 402 (3 credits)

\*ECON 200 may satisfy  
core requirements

## Schedule of Courses

Hogan students will take one ENTR course per semester during their sophomore, junior, and senior years. The specific accounting and economics courses required for arts and sciences, business, or engineering majors may be completed at any time prior to the second semester of the student's junior year. Additionally, students are required to complete an internship (ENTR 497).

### FALL

#### ENTR 201 Idea to Solution

Every entrepreneur begins at the same starting point - the idea. In this course, students will start with an idea and build it into a solution.

Major topics will include: identifying opportunities, creating value, identifying and connecting with the customer, understanding markets and the competition, and measuring return on investment.

#### ENTR 301 Strategic Leadership

Success as an entrepreneur requires the ability to get people behind your idea and your organization. In this course, students will explore what leadership means, how to be a good leader, and how to inspire trust and commitment in others.

Major topics will include: team dynamics, managing projects and people, trust, leading by example, shared goals, and setting expectations.

#### ENTR 401 Senior Incubation

Entrepreneurship is an active experience - we learn best by doing. In this course, students will take their own ideas from idea to launch in a learning-lab setting.

Major topics will include: selling the idea, pitching the concept to investors and stakeholders, and enterprise launch.

(engineering majors substitute Senior Design)

### SPRING

#### ENTR 202 Solution to Execution

A solution is only valuable if you can make it a reality. In this course, students will take a solution and build in the processes and structure required to execute it.

Major topics will include: business models, feasibility analysis, forecasting demand, market research, budgeting and financing, and organizational structure.

#### ENTR 302 Strategic Thinking

Many of the challenges of starting a venture come after it has begun. In this course, students will learn how to create a venture that is sustainable, scalable, and provides lasting value to their communities.

Major topics will include: strategic analysis, venture scaling, measuring success, goal-setting, diversification and growth, and exit strategies.

#### ENTR 402 Ethics and Moral Leadership

The value we create as entrepreneurs is more than economic. In this course, students will explore how to create ventures that provide lasting value to society and serve as examples of Jesuit and humanistic leadership.

Major topics will include: ethical and moral development, Magis, the responsibility of leaders, and building an ethical organization.

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