# Entrepreneurship (MS)

- For additional program information see the Zicklin School website

Entrepreneurship is a major aspect of our economy that offers many employment opportunities as well as income and wealth accumulation for diverse groups within our population. The MS in entrepreneurship is designed to meet the needs of students who have varied or limited backgrounds in entrepreneurial ventures, are part of family businesses, or are interested in starting or growing their own businesses when they graduate. Students in the program are required to take a minimum of 30 credits. In contrast, the MBA in entrepreneurship requires a broader spectrum of business courses. All MS students take the five required courses, as well as choose five electives in the finance, information systems, law, management, human resource management, marketing, public affairs, and real estate areas.

| **Courses in Specialization** | (30 credits) | |
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| **Required (3 credits)** | | |
| MGT 9960 | Entrepreneurial Strategy and Cases (formerly MGT 9860 ) | 3 credits |
| **Choose four courses from: (12 credits)** | | |
| MGT 9961 | Analysis of Entrepreneurial Experiences (formerly MGT 9862 ) | 3 credits |
| MGT 9962 | Managing the Family Business (formerly MGT 9867 ) | 3 credits |
| MGT 9963 | Researching and Developing Entrepreneurial Ventures (formerly MGT 9865 ) | 3 credits |
| MGT 9965 | Boards, Governance, and Leadership Within Entrepreneurial and Family Firms | 3 credits |
| MGT 9970 | Entrepreneurship and Community Development | 3 credits |
| MGT 9971 | Gender Differences Among Entrepreneurial Leaders | 3 credits |
| **Choose five courses from (15 credits):** | | |
| CIS 9230 | Globalization and Technology | 3 credits |
| CIS 9444 | E-Business Principles and Technologies | 3 credits |

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| FIN 9774 | Venture Capital and Entrepreneurial Finance | 3 credits |
| FIN 9781 | Managerial Finance | 3 credits |
| FIN 9783 | Investment Analysis | 3 credits |
| LAW 9708 | Law and E-Business | 3 credits |
| MGT 9400 | Human Resource Management | 3 credits |
| MGT 9490 | International Human Resource Management | 3 credits |
| MGT 9961 | Analysis of Entrepreneurial Experiences<br>(formerly<br>MGT 9862<br>) | 3 credits |
| MGT 9962 | Managing the Family Business<br>(formerly<br>MGT 9867<br>) | 3 credits |
| MGT 9963 | Researching and Developing Entrepreneurial Ventures<br>(formerly<br>MGT 9865<br>) | 3 credits |
| MGT 9964 | Managing the Entrepreneurial Enterprise<br>(formerly<br>MGT 9861<br>) | 3 credits |
| MGT 9965 | Boards, Governance, and Leadership Within Entrepreneurial and Family Firms | 3 credits |
| MGT 9966 | Entrepreneurship and Social Business: From Strategy Development to Implementation<br>(formerly MGT 9866) | 3 credits |
| MGT 9967 | Technology, Innovation and Design in High-Growth Ventures | 3 credits |
| MGT 9968 | Entrepreneurial Communications: Selling and Negotiating<br>(formerly<br>MGT 9868<br>) | 3 credits |
| MGT 9969 | Social Entrepreneurship: Concepts and Cases | 3 credits |
| MGT 9970 | Entrepreneurship and Community Development | 3 credits |
| MGT 9971 | Gender Differences Among Entrepreneurial Leaders | 3 credits |
| MGT 9975<br>(<br>RES 9980<br>) | Real Estate Entrepreneurship<br>(formerly<br>MGT 9875<br>) | 3 credits |

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| MGT 9979 | Seminar in Entrepreneurship<br>(formerly<br>MGT 9864<br>) | 3 credits |
| MKT 9701 | Advertising and Marketing Communications | 3 credits |
| MKT 9750 | Marketing Strategy | 3 credits |
| MKT 9764 | Internet Marketing and Global Business | 3 credits |
| PAF 9141 | Community Development: History, Present, and Future | 3 credits |
| PAF 9143 | "Greening" and Growing Cities: Sustainability and Public Policy Options | 3 credits |
| PAF 9150 | Introduction to the Nonprofit Sector | 3 credits |
| PAF 9151 | The Administration of Not-for-Profit and Voluntary Organizations | 3 credits |
| RES 9776<br>(<br>FIN 9776<br>) | Real Estate Finance | 3 credits |
| RES 9800 | Real Estate Valuation and Market Analysis | 3 credits |
| RES 9850 | Real Estate Capital Markets | 3 credits |