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 Master of Science 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 resources management, marketing, public affairs, and real estate areas.

Required for all MS Students*		
BUS 9551	Business Communication I	1.5 credits
or		
Program specific 1.5 credit equivalent business communication instruction approved by the Graduate Curriculum Committee.		
Preliminary courses (6 credits) Students with appropriate academic background will be able to reduce the number of required credits in preliminary courses.		
ACC 9110	Financial Accounting	3 credits
MKT 9703	Marketing Management	3 credits
Courses in Specialization (30 credits)		
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
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 (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 9964	Managing the Entrepreneurial Enterprise (formerly MGT 9861)	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 (formerly MGT 9866)	3 credits
MGT 9967	Technology, Innovation and Design in High-Growth Ventures	3 credits
MGT 9968	Entrepreneurial Communications: Selling and Negotiating (formerly MGT 9868)	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 (RES 9980)	Real Estate Entrepreneurship (formerly MGT 9875)	3 credits
MGT 9979	Seminar in Entrepreneurship (formerly MGT 9864)	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 (FIN 9776)	Real Estate Finance	3 credits
RES 9800	Real Estate Valuation and Market Analysis	3 credits
RES 9850	Real Estate Capital Markets	3 credits

*Effective spring 2016.