

The Fundamentals

1 COMPLETE ONE INTRO CLASS*

General (same course, two codes)

BAEP 451

The Management of New Ventures

BAEP 450

Fundamentals of Entrepreneurship

Specialized

BUAD 301

Technology Entrepreneurship

BAEP 423

Management of Small Businesses

2 COMPLETE AN ADVANCED CLASS

BAEP 452

Feasibility Analysis

(for students with venture concepts)

BAEP 453

Venture Management

(for students without venture concepts)

3 LAUNCH A VENTURE

BAEP 454

Venture Initiation: Launching and Scaling Your Startup

Marshall majors who complete three Entrepreneurship courses, including at least two of the Fundamentals, earn an Entrepreneurship Certificate & a Greif Center graduation sash.

* Students can take only 1 intro course and have it counted toward degree completion requirements. If completing a minor, students must check to ensure enrollment in the correct introductory course.

Additional Entrepreneurship Courses

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| BAEP 455 Founder's Dilemmas (4 units) | ▶ Spring only | ▶ Early founding pitfalls and solutions |
| BAEP 460 Seminar in Entrepreneurship (2 units) | ▶ Fall + Spring | ▶ Various topics, led by expert entrepreneurs, repeatable up to 4 units |
| BAEP 465 Digital Playbook for Entrepreneurs (2 units) | ▶ Fall + Spring | ▶ Digital tools (e.g., social media, cloud computing) for tech start-ups |
| BAEP 469 Growth Hacking: Scaling Startups (2 units) | ▶ Spring only | ▶ Tools & analytics to accelerate startup growth |
| BAEP 470 Entrepreneurial Mindset: Taking the Leap (2 units) | ▶ Spring only | ▶ A moderated speaker series, entrepreneurial leaders as guests |
| BAEP 471 Social Innovation Design Lab (4 units) | ▶ Spring only | ▶ Deep-dive design thinking, 20 students, by application |
| BAEP 472 The Science of Peak Performance (2 units) | ▶ Spring only | ▶ Interdisciplinary science of human optimization |
| BAEP 475 Entertainment Entrepreneurship (2 units) | ▶ Fall + Spring | ▶ Trends & opportunities in the entertainment industry |
| BAEP 480 Entrepreneurial Family Business (4 units) | ▶ Fall + Spring | ▶ The dynamics of privately held and family businesses |
| BAEP 491 Intro to Social Entrepreneurship (4 units) | ▶ Spring only | ▶ Focus on mission-driven, self-sustaining enterprises |
| BAEP 499 Special Topics (2-4 units) | ▶ Fall + Spring | ▶ New courses on important topics (e.g., IP, managing growth) |