BACHELOR OF SCIENCE IN ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT

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Entrepreneurship is an important driver of growth for both the national and international economy. Students are prepared to think innovatively, develop new ideas for existing businesses, and create new business ventures. However, entrepreneurship is even more than the creation of a new business venture. Entrepreneurship encompasses seeking opportunity, identifying and acknowledging risk and, most importantly, persisting until the idea becomes reality. Entrepreneurial thinking can be applied to all contexts and organizations. At Quinnipiac University, we facilitate the development of an entrepreneurial mindset and attitude in our students; this enables them to apply their unique attributes and skills to realize innovative ideas in a variety of settings including profit and not-for-profit organizations, new and existing ventures, and in business and non-business activities. The development of an entrepreneurial mindset creates career opportunities for students whether starting their own business or going to work in a large or small organization.

The Entrepreneurship and Small Business Management program includes a rigorous and rounded academic curriculum complemented by extracurricular and service learning involvement in the region’s business activity. The program develops entrepreneurial thinking, establishes a foundation in sound business practices along with an appreciation and understanding of the arts and sciences, and hones the skills necessary for successful entrepreneurship and small business management. This is accomplished through a distinct and innovative curriculum.

The program is highly experiential, allowing students to work on team and individual projects to develop and improve businesses and business ideas. Students compete in regional and national business plan competitions and interact with various agencies and financial institutions supportive of entrepreneur and small business success. The program includes local, regional and national companies and small business owners sharing their expertise and experiences as an important element in the program’s educational process.

BS in Entrepreneurship and Small Business Management Curriculum

Students majoring in entrepreneurship are required to complete 122 credits.

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<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ENT</td>
<td>Introduction to Entrepreneurial Thinking and Practice</td>
<td>3</td>
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<tr>
<td>ENT</td>
<td>Entrepreneurial Skills</td>
<td>3</td>
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<tr>
<td>ENT</td>
<td>Creativity and Innovation</td>
<td>3</td>
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<td>ENT</td>
<td>Small Business Marketing</td>
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<td>ENT</td>
<td>Entrepreneurial Finance</td>
<td>3</td>
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<tr>
<td>ENT</td>
<td>Opportunity Recognition and Negotiation</td>
<td>3</td>
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<tr>
<td>ENT</td>
<td>New Venture Creation</td>
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Select three of the following entrepreneurship electives: 9

- ENT 290 Creating New Enterprises
- ENT 299 Special Topics in Entrepreneurship
- ENT 331 Family or Small Business Financing
- ENT 350 Social Entrepreneurship
- ENT 360 Small and Family Business
- ENT 361 Managing the Family or Small Business
- ENT 371 Business Plan Competition
- ENT 420 Entrepreneurial Implementation I
- ENT 430 Entrepreneurial Implementation II
- ENT 488 Entrepreneurship Internship

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<tr>
<td>MG</td>
<td>Supply Chain Logistics and Technology</td>
</tr>
<tr>
<td>SB</td>
<td>International Business Immersion</td>
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Open Electives

Select 15 credits 15

Total Credits 122

1. ENT 371 is a repeatable 1-credit course that can be taken up to six times. The credit will count as an ENT elective if taken three times. The credit will count as an open elective if taken once or twice.

Student Learning Outcomes

Students who graduate with this degree will demonstrate the following competencies:

1. Business Knowledge: Students apply basic business theories and concepts to understand and solve business problems.
2. Business Analytics: Students effectively gather, assess and utilize data to understand, improve and communicate business decisions using Excel and other analytical tools.
3. Communication: Students communicate business ideas effectively through written communications, oral communications and presentations, and digital media.
4. Critical Thinking: Students utilize information and research findings to analyze problems and determine appropriate solutions.
5. Business Ethics: Students apply ethical frameworks to evaluate situations and determine appropriate solutions.
6. Cultural Adaptability: Students recognize and apply knowledge of diversity within and across individual and groups.
7. **Professionalism**: Students exhibit professional behavior, including a strong work ethic in their classes, in their interactions with faculty, staff and colleagues, and in their team assignments.

**Admission Requirements: School of Business**

The requirements for admission into the undergraduate School of Business programs are the same as those for admission to Quinnipiac University.

Admission to the university is competitive, and applicants are expected to present a strong college prep program in high school. Prospective freshmen are strongly encouraged to file an application as early in the senior year as possible, and arrange to have first quarter grades sent from their high school counselor as soon as they are available.

For detailed admission requirements, including required documents, please visit the Admissions page of this catalog.