ENT-ENTREPRENEURSHIP

ENT 2113  Innovation & Entrepreneurship  3 Credit Hours
Explore the basic concepts of innovation and entrepreneurship. The class
will be a mix of lectures and discussions, presentations, experiential
exercises and guest speakers. This course will not count towards the 9
hours of additional ENT coursework for ENT majors or the ENT elective
for business majors pursuing the ENT minor. (F, Sp)

ENT 3103  Entrepreneurial Methods  3 Credit Hours
Prerequisite: ECON 1123, ENT 2113 or MGT 2013; Not available to Price
College of Business majors; Required for non-business students who
obtain a minor in entrepreneurship from the Price College of Business.
Entrepreneurial Methods introduces non-business students to the
practices associated with obtaining and managing the money and
resources needed when launching a new venture. Students learn why
understanding sources of income and funding, and the costs of doing
business, is vital for entrepreneurial success. (F, Sp)

ENT 3113  New Venture Development I  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by
Price College; ENT 3113 and ENT 3513 or concurrent enrollment. Focuses on developing a better
understanding of the nature of entrepreneurial opportunities and how
these opportunities relate to the external environment and to students’
topical areas of interest. Topics in this course include understanding the
opportunity environment, determining the feasibility of an opportunity,
preparing for the launch, growth and harvesting of an entrepreneurial
venture and planning for a career in entrepreneurship. (F, Sp)

ENT 3123  Corporate Innovation  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by
Price College; ENT 3113 and ENT 3513 or concurrent enrollment. In today’s
context, understanding the nature of entrepreneurial opportunities and how
entrepreneurs to the external environment and to students’
topical areas of interest. Topics in this course include understanding the
opportunity environment, determining the feasibility of an opportunity,
preparing for the launch, growth and harvesting of an entrepreneurial
venture and planning for a career in entrepreneurship. (F, Sp)

ENT 3133  Entrepreneurial Resources  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price
College; ACCT 2123 or concurrent enrollment. A central facet of the
entrepreneurial process is the attainment and management of key
resources. The focus of this course is to offer a practical exploration of
key resources available to entrepreneurs. Examples include angels and
angel groups, venture capital, crowdfunding, accelerators/incubators,
grant funding among others. Students will learn about each resource,
and why/when they might be utilized by entrepreneurs. (F, Sp)

ENT 3193  Social Entrepreneurship  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price
College, ENT 3113, and ENT 3513 or concurrent enrollment. Introduction to
social entrepreneurship in for-profit ventures, and practices to start
and grow mission-driven ventures. Social ventures aim for a double or
triple bottom line with meaningful social and/or environmental returns,
and sustainable financial returns through their products, services or other
business practices. Fulfills ENT 3603 NVD II requirement or ENT upper
division elective, but cannot be used for both. (F)

ENT 3203  Entrepreneurial Process  3 Credit Hours
Prerequisite: student must be approved for degree candidacy by Price
College. Course focuses on the early development of independent
ventures as well as those within established organizations. Individual and
organizational level issues will be addressed. Entrepreneurial thinking will
explore the thought processes that challenge existing norms and pave
the way for novel solutions to problems in any field. The venture life-cycle
of opportunity, launch, growth, and harvest is highlighted. (Sp)

ENT 3213  Entrepreneurial Leadership  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price
College. To lead ventures in new or established organizations, cultivating
entrepreneurial leadership is essential. This requires leaders to expand
their worldview and continually learn to better lead themselves and
others. Entrepreneurial leadership involves a mentality of coordinating
resources by collaboratively turning problems into opportunities.
Entrepreneurial leaders value character, relationships, curiosity,
communication, action, and the processes by which impactful outcomes
are achieved. (F, Sp)

ENT 3423  International Entrepreneurship  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price
College. To launch and lead new ventures outside the United States,
entrepreneurs must develop a global perspective and exercise cross-
cultural business and communication skills. In this course, students learn
to navigate global contexts for entrepreneurship. Students
practice the entrepreneurship skills required to advance global ventures.
Special attention is given to differing institutional settings and markets.
(F, Sp)

ENT 3433  Global Entrepreneurship  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price
College. To launch and lead new ventures outside the United States,
entrepreneurs must develop a global perspective and exercise cross-
cultural business and communication skills. In this course, students learn
to assess and navigate global contexts for entrepreneurship. Students
practice the entrepreneurship skills required to advance global ventures.
Special attention is given to differing institutional settings and markets.
(F, Sp)

ENT 3440  Mentored Research Experience  3 Credit Hours
0 to 3 hours. Prerequisites: ENGL 1113 or equivalent, and permission of
instructor. May be repeated; maximum credit 12 hours. For the inquisitive
students to apply the scholarly processes of the discipline to a research
or creative project under the mentorship of a faculty member. Student
and instructor should complete an Undergraduate Research & Creative
Projects (URCP) Mentoring Agreement and file it with the URCP office.
Not for honors credit. (F, Sp, Su)

ENT 3513  Venture Capitalization I  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price
College. Prior enrollment in ECON 1123 or concurrent enrollment in
FIN 2203 or FIN 3303 or concurrent enrollment in FIN 2203 or FIN 3303.
Teaches students the fundamental tools to engage in the management of
entrepreneurial capital in ventures from early stage to mature. (F, Sp)

ENT 3603  New Venture Development II  3 Credit Hours
Prerequisite: student must be approved for degree candidacy by Price
College. ENT 3113, and ENT 3513 or concurrent enrollment. Teaches
student to conduct elaborate research relevant to the starting of a new
venture. Focus is on researching and assessing the market, industry and
customer context of a potential venture. Course forms the foundation for
writing a solid business plan. (F, Sp)
ENT 3613  Launching the New Venture  3 Credit Hours
Prerequisite: student must be approved for degree candidacy by Price College. This class covers issues an entrepreneur might face during the launch of their new venture or product. The case-based curriculum teaches the critical questions that must be addressed to turn products and ideas into sales and revenue. Issues to be covered are opportunity identification, manufacturing, pricing, market segmentaton, advertising, promotions, public relations, branding, sales, negotiations, channels, franchising, competition and strategy. (F, Sp, Su)

ENT 3710  Topics in Entrepreneurship  1-3 Credit Hours
1 to 3 hours. Prerequisite: student must be approved for degree candidacy in Price College of Business. May be repeated; maximum credit nine hours. Permits students to study topics in entrepreneurship not included in standard course offerings. Subject of course will vary. (F, Sp, Su)

ENT 3880  Directed Reading  1-3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College, permission. Directed readings and problems under staff supervision for advanced students. A comprehensive report and/or examination is required. (Irreg.)

ENT 3913  Entrepreneurial Growth Strategies  3 Credit Hours
Prerequisite: student must be approved for degree candidacy by Price College, and MGT 3013 or concurrent enrollment. Focuses on growth processes and systems; attracting the right people; managing cash-flow; shareholder decision-making; financial and market-driven options for long-run competitiveness, organizational structures, and management team issues; strategic planning from a resource-based perspective; transition planning for the corporate entity, family dynamics and communication issues; and leadership empowerment. (F)

ENT 3960  Honors Reading  1-3 Credit Hours
1 to 3 hours. Prerequisite: Admission to Honors Program. May be repeated; maximum credit six hours. Consists of topics designated by the instructor in keeping with the student's major program. The topics will cover materials not usually presented in the regular courses. (F, Sp, Su)

ENT 3970  Honors Seminar  1-3 Credit Hours
1 to 3 hours. Prerequisite: admission to Honors Program. May be repeated; maximum credit six hours. Subjects covered vary. Deals with concepts not usually treated in regular courses. (Irreg.)

ENT 3990  Honors Research  1-3 Credit Hours
Prerequisite: Admission to Honors College, and 3113 or concurrent enrollment. May be repeated, maximum credit six hours. Provides an opportunity for the gifted Honors candidate to work at a special project in the student's field. (Irreg.)

ENT 3990  Independent Study  1-3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College, all 3000-level business core courses, ENT 3113 or concurrent enrollment. Provides an opportunity for the student to work at a special project in the student's field. (Irreg.)

ENT 4503  Ronnie K. Irani Center for the Creation of Economic Wealth Internship  3 Credit Hours
Prerequisite: Student must be approved for degree candidacy by Price College, ENT 3113 or concurrent enrollment; students must apply for and be accepted in the Fall for a Spring internship, or in the Spring for a Fall internship, and must have selected to receive credit for their internship; department/Instructor approval required. I-CCEW provides OU with an enhanced mechanism to offer practical experience to promote the entrepreneurial spirit and assist in developing Oklahoma's economy. The Ronnie K. Irani Center for the Creation of Economic Wealth operates alongside the University's Office of Technology Development which is the primary source of the center's intellectual property. Through internship programs, I-CCEW participants engage in entrepreneurial outreach. (F, Sp)

ENT 4603  New Venture Development III  3 Credit Hours
Prerequisite: Business majors must be approved for degree candidacy by Price College; ENT 3603 and ENT 3513 for both ENT majors and ENT minor for business majors; or ENT 3603 and ENT 3103 for ENT minor for non-business majors. Teaches students the critical skills and processes associated with the commercialization of innovative ventures. The commercialization process involves building the resources and financial requirements for successfully launching a new venture. Success in this course requires application of prior learning the New Venture Development I and II. (F, Sp)

ENT 4710  Topics in Entrepreneurship  1-3 Credit Hours
1 to 3 hours. Prerequisite: Student must be approved for degree candidacy by Price College, ENT 3113 or concurrent enrollment; students must apply for and be accepted in the Fall for a Spring internship, or in the Spring for a Fall internship, and must have selected to receive credit for their internship; department/Instructor approval required. I-CCEW provides OU with an enhanced mechanism to offer practical experience to promote the entrepreneurial spirit and assist in developing Oklahoma's economy. The Ronnie K. Irani Center for the Creation of Economic Wealth operates alongside the University's Office of Technology Development which is the primary source of the center's intellectual property. Through internship programs, I-CCEW participants engage in entrepreneurial outreach. (F, Sp)

ENT 4813  Entrepreneurial Law  3 Credit Hours
Prerequisite: Students must be approved for degree candidacy by Price College; L S 3323. Designed to provide the would-be entrepreneur with a working knowledge of certain essential substantive areas of the law and the ability to work with and use lawyers effectively. The focus will be on the practical legal considerations in forming and sustaining an entrepreneurial enterprise, including entity organization, securities laws, employment benefits, operational liabilities, financing, mergers and acquisitions and intellectual property. (Sp)

ENT 4823  Venture Capitalization II  3 Credit Hours
Prerequisite: student must be approved for degree candidacy by Price College; ENT 3513 or permission of instructor. Covers various aspects of financing entrepreneurial ventures; from the initial fund raising effort to growth capital needs to harvesting or exiting the business. This course engages the valuation process when seeking to attract capital sources and particularly when harvesting the business. Various types of venture harvest strategies are also explored. (Sp)

ENT 4960  Directed Readings  1-4 Credit Hours
1 to 4 hours. Prerequisite: good standing in University; permission of instructor and dean. May be repeated; maximum credit four hours. Designed for upper-division students who need opportunity to study a specific problem in greater depth than formal course content permits. (Irreg.)

ENT 4970  Special Topics/Seminar  1-3 Credit Hours
1 to 3 hours. Prerequisite: Senior standing or permission of instructor. May be repeated; maximum credit nine hours. Special topics or seminar course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research and field projects. (Irreg.)
**ENT 4990  Independent Study**  
1-3 Credit Hours  
1 to 3 hours. Prerequisite: Senior standing and permission of instructor. May be repeated; maximum credit nine hours. Contracted independent study for a topic not currently offered in regularly scheduled courses. Independent study may include library and laboratory research and field projects. (Irreg.)

**ENT 5102  Entrepreneurship & Innovation**  
2 Credit Hours  
Prerequisite: graduate standing and admitted to the MBA program or permission of instructor. Innovation & Entrepreneurship offers MBA candidates the opportunity to understand how starting your own business can alter your life's path. The course offers an overview of the concepts and tools of entrepreneurship involving 1) finding or creating opportunities 2) critical success factors in the creation of new ventures and 3) the significance of entrepreneurship for economic development. (Irreg.)

**ENT 5111  Social Entrepreneurship**  
1 Credit Hour  
Prerequisite: Graduate standing and departmental permission. The course will challenge students to look beyond traditional business practices by using entrepreneurial principles to create public good. The design of the course assumes that entrepreneurs are powerful agents of social and economic change who, if properly harnessed, can drive a sustainable economy and environment as well as improve the equity, health, and wellbeing of the population. (Irreg.)

**ENT 5112  Corporate Entrepreneurship**  
2 Credit Hours  
Prerequisite: Graduate standing and departmental permission. Corporate Entrepreneurship is about understanding how and why some firms can maintain their entrepreneurial spirit, competitiveness, and growth, whereas others cannot. It is about creating work environments where innovation is the norm, where employees are encouraged to work entrepreneurially, where leadership is supportive (not controlling), and where firms are organized to take advantage of opportunities. (Irreg.)

**ENT 5121  Entrepreneurial Family Business**  
1 Credit Hour  
Prerequisite: Graduate standing and departmental permission. The course provides an overview of family businesses and the skills and knowledge needed to operate an entrepreneurial and sustainable family business. Topics include family business social and economic impact, strategy, performance, governance, succession, family business dynamics, and family business roles. (Irreg.)

**ENT 5122  Entrepreneurship for Science and Technology**  
2 Credit Hours  
(Crosslisted with ENGR 5122) Prerequisite: Graduate standing and departmental permission. This course will introduce entrepreneurship from the science and technology perspective. We will start with ideas, analyze them, and see how they could grow into a business. The course will cover areas such as innovation, prototyping, competition, customer discovery, business model canvas, networking, funding, and legal issues, including patents and intellectual property. (F; Sp)

**ENT 5131  Design Thinking for Entrepreneurship**  
1 Credit Hour  
Prerequisite: Graduate standing and departmental permission. This course introduces design thinking for budding business titans, policy makers, social innovators, and anyone else interested in learning an approach that can be applied to a variety of "wicked" problems, helping foster equity, and transforming product, services, and organizations. (Irreg.)

**ENT 5132  Global Entrepreneurship**  
2 Credit Hours  
Prerequisite: Graduate standing and departmental permission. This course will explore the basic concepts of global entrepreneurship. The class will be a mix of lectures, cases studies, discussions, experiential exercises, and guest speakers. (Irreg.)

**ENT 5141  Entrepreneurial Law**  
1 Credit Hour  
Prerequisite: Graduate standing and departmental permission. This course will provide the entrepreneur with a working knowledge of certain essential substantive areas of the law and the ability to work with and use lawyers effectively. The focus will be on the practical legal considerations in forming and sustaining an entrepreneurial enterprise, including entity organization, securities law, operational liabilities, financing, mergers and acquisitions, and intellectual property law. (Irreg.)

**ENT 5151  Entrepreneurial Resources**  
1 Credit Hour  
Prerequisite: Graduate standing and departmental permission. A central facet of the entrepreneurial process is the attainment and management of key resources. The focus of this course is to offer a practical exploration of key resources available to entrepreneurs. Examples include angels and angel groups, venture capital, crowdfunding, accelerators/incubators, and grant funding, among others. (Sp)

**ENT 5160  Directed Readings**  
1-3 Credit Hours  
1 to 3 hours. Prerequisite: graduate standing and permission of department. May be repeated; maximum credit twelve hours. Directed readings and/or literature reviews under the direction of a faculty member. (F, Sp, Su)
ENT 5970  Special Topics/Seminar  1-3 Credit Hours
1 to 3 hours. Prerequisite: Graduate standing or permission of instructor. May be repeated; maximum credit nine hours. Special topics or seminar course for content not currently offered in regularly scheduled courses. May include library and/or laboratory research and field projects. (Irreg.)

ENT 5990  Independent Study  1-3 Credit Hours
1 to 3 hours. Prerequisite: Graduate standing and permission of instructor. May be repeated; maximum credit nine hours. Contracted independent study for a topic not currently offered in regularly scheduled courses. Independent study may include library and/or laboratory research and field projects. (Irreg.)

ENT 5992  Entrepreneurial Growth Strategies  2 Credit Hours
Prerequisites: graduate standing, majors only. Focuses on growth processes and systems, attracting the right people, managing cash-flow, shareholder decision-making; financial and market-driven options for long-run competitiveness, organizational structures, and management team issues; strategic planning from a resource-based perspective; transition planning for the corporate entity, family dynamics and communication issues; and leadership empowerment. (F)

ENT 6960  Directed Readings  1-3 Credit Hours
1 to 3 hours. Prerequisite: graduate standing and permission of department. May be repeated; maximum credit six hours. Directed readings and/or literature reviews under the direction of a faculty member. (F, Sp, Su)

ENT 6970  Special Topics/Seminar  1-3 Credit Hours
1 to 3 hours. Prerequisite: graduate standing or permission of instructor. May be repeated; maximum credit 12 hours. Special topics or seminar course for content not currently offered in regularly scheduled courses. May include library and/or research and field projects. (Irreg.)

ENT 6980  Research for Doctoral Dissertation  2-16 Credit Hours
2 to 16 hours. Prerequisite: Graduate standing and permission of instructor; may be repeated. Directed research culminating in the completion of the doctoral dissertation. (F, Sp, Su)