To: Faculty Curriculum Committee  
From: Department of Management and Marketing, School of Business  
Subject: Entrepreneurship Course, Concentration and Minor Changes

To Whom It May Concern:

With the start of our new introductory course in entrepreneurship, ENTR 200, our courses, concentration and minor are being updated. In total there are 10 change course forms, 5 new course forms, 1 program change form, 1 minor change form, plus 2 accompanying letters for other departments.

Two courses are receiving significant changes. We are proposing to change the title, course description and pre-requisites for ENTR 320. The course previously split focus between teaching basic concepts of entrepreneurship and the processes of opportunity recognition and business modeling. Now that ENTR 200 covers the basic concepts, ENTR 320 will focus entirely on the processes. The other course with a significant change is ENTR 405. We are proposing to change its designation back to MGMT, plus change the course description and prerequisites.

We are proposing changing the prerequisite from ENTR 320 to ENTR 200 in the other eight courses – ENTR 321, 335, 375, 406, 407, 445, 451, and MGMT 403. The changes reflect the fact that ENTR 200 now serves as the introductory foundation course in entrepreneurship rather than ENTR 320. In addition, ENTR 321 is proposing to remove the pre-requisite of MGMT 301.

We are proposing five new courses, ENTR 260, 360, 420, and 499, plus HONS 205. The ENTR courses allow us to offer special topics, independent studies and bachelor’s essays in entrepreneurship. In the past these have been offered using the respective MGMT courses, which then require manual overrides to include as part of the entrepreneurship concentration. The HONS 205 course will serve as the Honors version of ENTR 200.

We are also including a program change form for the BSBA Entrepreneurship Concentration (along with the program of study worksheet) and a minor change form for the Entrepreneurship Minor. The changes include adding the four new courses, as well as adding INTB 313, to the list of electives for both the minor and the concentration. We are also proposing modifying the structure of the Entrepreneurship Concentration. We propose adding ENTR 200 as a required course, reducing the required electives from four to three and requiring one of those electives to be either ENTR 406 (Social Entrepreneurship) or ENTR 407 (Ecopreneurship). This change reflects the structure of the Entrepreneurship Minor, which began this fall.

Finally, we have also included letters from International Business and Computer Science.

Thank you very much for your consideration.
Countersigned by Thomas Kent, Chair of the Department of Management and Marketing.
MEMORANDUM

TO: Dr. Kelly G. Shaver
    Professor of Entrepreneurial Studies
    Department of Management & Entrepreneurship

FROM: George J. Pothering, Interim Chair
    Computer Science Department

SUBJECT: Changes in Entrepreneurship Prerequisites

The proposed changes in the prerequisite structures for ENTR 320 from Junior Standing to ENTR 200, and the addition of ENTR 200 to the prerequisites for ENTR321 (while simultaneously dropping MGMT 301 as a prerequisite for that course) would pose the following problems for the Computer Science Department as it concerns our Computer Information Systems curriculum:

Computer Information Systems majors are currently required to take

ACCT203, ACCT204, DSCI232, ENTR320, ENTR321, and MGMT301.

The change in prerequisites that you propose would effectively mean that these requirements would become

ACCT203, ACCT204, DSCI232, ENTR 200, ENTR 321, and MGMT301

in order that Information Systems students not be required to take an additional business-related course. In short, this would replace ENTR 320 with ENTR 200.

Computer Information Systems minors, are currently required to take ENTR320. The best option in light of your proposed prerequisite changes would be to require ENTR200 in its place, again to avoid placing another required course in with those they must currently complete.

My own feeling about these changes is that you must make the changes that you feel strengthen your own program. Anticipating that this change will indeed be approved, the Computer Science Department will begin a discussion to see if the choices described above are ones we want our students to pursue. While not major changes, we just need to decide whether these are the best options for our students.
First Course:
   ENTR 200 Introduction
   OR
   HONS 205 Introduction

Methods:
   OR
   AND
   ENTR 320 Business Models
   AND
   ENTR 321 Business Planning

“Responsibility”:
   OR
   AND
   ENTR 406 Social Entrepreneurship
   AND
   ENTR 407 Ecopreneurship

And

Also
   ENTR 321 Business Planning
   ENTR 260
   ENTR 360
   ENTR 420
   ENTR 499
   INTB 313 Global Enterprise
   ENTR 335 Funding
   ENTR 375 Research
   ENTR 445 Seminar
   ENTR 451 Health Sciences Entrep.
   MGMT 377 Psych of Entrep
   MGMT 405 Small Business
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Wyman
Phone: 843-953-5697
Email: wymandm@cofc.edu

Department or Program: Management and Entrepreneurship
School: Business

Subject Acronym and Course Number: HONS 205

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J, K)
☐ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J, K)
☐ Course Number
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☐ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J, K)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J, K)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

HONS 205 is designed to become the new introductory course in entrepreneurship for honors students. HONS 205 will serve two purposes. First, it will provide students with an earlier opportunity to start taking entrepreneurship courses and is congruent with the plans to establish a new living and learning Entrepreneurship cohort in the Honors College in the Fall of 2015. Next, upon successful completion of HONS 205, these students as sophomores will have direct access to the new student entrepreneurship accelerator ICAT (International Cross-Curricular Accelerator for Technology) - a six-credit course that will debut as a pilot program in the spring 2015 and be introduced as a new course later (next year).

ICAT is a new student technology accelerator designed to teach students (a) how to find ideas; (b) how to ask the right questions; (c) how to solve real-life problems. Students will form cross-curricular teams (of 3) composed of majors from computer science, business and liberal arts. The ICAT program assists students in developing their business, computing and entrepreneurial skills in an experiential exercise of business creation. There are four phases to the ICAT accelerator:
Phase 1: Idea Generation
Phase 2: Discovery and Prototyping
Phase 3: Minimum Viable Prototype and Customer Iteration Process
Phase 4: Pitching, Launching and Exit

This form was last updated on 06/03/13 and replaces all others.
HONS 205 mirrors the existing ENTR 200 that acts as the entry pathway to entrepreneurship with the addition of a high impact learning experience of interviewing an entrepreneur. Students will provide both a written and an oral report on their selected entrepreneur. This enhanced activity provides the student with an integrated learning experience that engages the entrepreneurial community.

The HONS 205 course has been designed in response to a request from the Honors College.

IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

Currently the course will not affect any programs.
D. EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: School: Subject Acronym: Course Number:
Credit hours: lecture lab seminar independent study Contact hours: lecture lab seminar independent study

Course title:

Course description (maximum 50 words, exactly as it appears in the catalog):

Restrictions (pre-requisites, co-requisites, majors only, etc.):

Cross-listing, if any:

Is this course repeatable? yes no If yes, how many total credit hours may the student earn?

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Management School: Business Subject Acronym: HONS Course Number: 205
Credit hours: lecture lab seminar independent study Contact hours: lecture lab seminar independent study

Course title: Entrepreneurship Theory and Practice

Course description (maximum 50 words, exactly as it appears in the catalog):

This course provides an introduction to theoretical and experiential issues in entrepreneurship including the language of entrepreneurship, creativity and innovation, lean startups, business models, intrapreneurship, and learning from both successful and unsuccessful ventures. Readings, lectures, and live case discussions with entrepreneurs will be used to explore these and related issues.

Restrictions (pre-requisites, co-requisites, majors only, etc.):

If this is a newly-created course, is it intended to be the equivalent of an existing course and replace it? yes no
If so, which course?

Note: You must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ENTR 200 (is the non-honors equivalency of HONS 205)
Note: Cross-listed courses are equivalent.

This form was last updated on 06/03/13 and replaces all others.
Is this course repeatable? ☑ yes ☐ no  If yes, how many total credit hours may the student earn? __

Is there an activity, lab, or other fee associated with this course? ☑ yes ☐ no  What is the fee? $____

Note: The Senate cannot approve new fees. Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

There would be no additional faculty lines or equipment required for teaching the HONS 205 course. The course would be offered annually to the 16 students housed in the living and learning entrepreneurship center. The course would most likely be covered by a practitioner in the field i.e. one with entrepreneurial experience. The stipend would be covered by the Honors College and incur no additional costs or expenses for the School of Business.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the course?</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1. Gain knowledge of the context and language of entrepreneurship</td>
<td>This will be assessed through quizzes, exams, presentations and/or assignments. Students should receive a passing grade.</td>
</tr>
</tbody>
</table>
| 2. Identify and describe common characteristics and behaviors of ethical entrepreneurial leaders | Students will engage with live case studies of entrepreneurs during the semester long project. This will be assessed through quizzes, exams, presentations and/or assignments. Students should receive a passing grade.  
Additionally, the new Honors Section will engage in a high impact live case study experience of interviewing an entrepreneur. Students will provide both a written and an oral report on their selected entrepreneur. This enhanced activity provides the student with an integrated learning experience that engages the entrepreneurial community. |
| 3. Review new business concepts that confront social, environmental and/or economic challenges at local, national and international levels | This will be assessed through quizzes, exams, presentations and/or assignments. Students should receive a passing grade. |
| 4. Persuasively pitch new venture ideas via oral presentations and evaluate new venture pitches | Students will be required to give three elevator pitches and convince a group of potential investors to invest in your idea. Students will also have to evaluate other students' pitches. Students should receive a passing grade. |
How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

The course supports the School of Business learning goals – Intellectual Innovation & Creativity and Synthesis. Entrepreneurship is largely focused on addressing extemporaneous problems creatively.

HONS 205 is designed to become the new introductory course in entrepreneurship for honors students. HONS 205 will serve two purposes. First, it will provide students with fundamental learnings in entrepreneurship and is congruent with the plans to establish a new living and learning entrepreneurship cohort in the Honors College in the Fall of 2015. Next, upon successful completion of HONS 205, these students as sophomores will have direct access to the new student entrepreneurship accelerator ICAT (International Cross-Curricular Accelerator for Technology) – a six-credit course that will debut as a pilot program in the spring 2015 and be introduced as a new course later (next year).

Successful completion of HONS 205 requires that students collaborate with and draw upon knowledge from multiple disciplines.

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ☑ yes ☐ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

Minor in Entrepreneurship.

J. CHECKLIST.

☑ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.

You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:

   Date: 10/16/14

2. Signature of Academic Dean:

   Date: 10/16/14

3. Signature of Provost:

   Date: 11/3/14

4. Signature of Business Affairs (only for course fees):

   Date: ________________________________

   □ fee approved on __________

   □ BOT approval pending

5. Signature of Curriculum Committee Chair:

   Date: ________________________________

6. Signature of Budget Committee Chair (only for new programs):

   Date: ________________________________

7. Signature of Academic Planning Committee Chair (only for new programs):

   Date: ________________________________

8. Signature of Faculty Senate Secretary:

   Date: ________________________________

Date Approved by Faculty Senate: ________________________________
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

• In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
• You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:

   [Signature]

   Date: 10/23/2014

2. Signature of Academic Dean:

   [Signature]

   Date: 10/24/2014

3. Signature of Provost:

   [Signature] Date: ________________

4. Signature of Business Affairs (only for course fees):

   [Signature] Date: ________________

   □ fee approved on __________
   □ BOT approval pending

5. Signature of Curriculum Committee Chair:

   [Signature] Date: ________________

6. Signature of Budget Committee Chair (only for new programs):

   [Signature] Date: ________________

7. Signature of Academic Planning Committee Chair (only for new programs):

   [Signature] Date: ________________

8. Signature of Faculty Senate Secretary:

   [Signature] Date: ________________

Date Approved by Faculty Senate: ________________
HONS 205: ENTREPRENEURSHIP THEORY AND PRACTICE  
Syllabus – Fall, 2015

<table>
<thead>
<tr>
<th>Class meets:</th>
<th>MWF: 11-11:50, TBD</th>
<th>Lecturer:</th>
<th>TBD</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office:</td>
<td>Beatty Center, Room 411</td>
<td>Office Hours:</td>
<td>MW: 1:00 – 4:00</td>
</tr>
<tr>
<td>Phone:</td>
<td>858-229-9028</td>
<td>E-mail:</td>
<td><a href="mailto:wymandm@cofc.edu">wymandm@cofc.edu</a></td>
</tr>
</tbody>
</table>

“One person with passion is better than forty people merely interested.” ~ E.M. Forster  
“Follow your heart, but check it with your head.” ~ Steve Jobs

COURSE DESCRIPTION:
This course provides an introduction to theoretical and experiential issues in entrepreneurship including the language of entrepreneurship, creativity and innovation, lean startups, intrapreneurship, and learning from both successful and unsuccessful ventures. Readings, lectures, and live case discussions with entrepreneurs will be used to explore these and related issues.

HONS 205:
The HONS 205 course mirrors the course ENTR 200 Theory and Practice with the addition of three components:

1. The class has a substantial discussion component that befits its small group setting. To account for this component, the syllabus includes a “discussant” (participation) grade.
2. As befitting an honors class, the syllabus requires reading and discussion using primary research sources such as the Journal of Business Venturing.
3. The syllabus includes a high impact learning experience in the form of a group project referred to as the entrepreneurial choice project. The only constraint is that the project must be an integrated learning experience that engages the entrepreneurial community.

TEXT:

Please note that the course required reading also includes a number of articles from primary research sources such as the Journal of Business Venturing.

COURSE OBJECTIVES:
Upon completion of this course, students will be able to:

1. Know the context and language of entrepreneurship
2. Identify and describe common characteristics and behaviors of ethical entrepreneurial leaders
3. Review new business concepts that confront social, environmental and/or economic challenges at local, national and international levels
4. Persuasively pitch new venture ideas via oral presentations
5. Evaluate new venture pitches
6. Synthesize and integrate theoretical concepts with practices of the entrepreneurial community
SOBE LEARNING GOALS:
This class addresses the four Learning Goals established by the School of Business and Economics:
1. Communication skills – written assignments and oral presentations
2. Global and civic responsibility – review of socially- and environmentally-responsible entrepreneurship; additionally global awareness is integrated throughout the course
3. Intellectual innovation and creativity – portions of the course material cover creativity and innovation
4. Synthesis – the final project applies the theoretical lessons learned to the live cases presented throughout the semester

DEPARTMENT STATEMENT OF EXCELLENCE:
The Department of Management & Entrepreneurship believes organizations have an obligation to optimize the “Triple Bottom Line;” that is, to achieve financial, ecological, and social objectives in increasingly competitive global markets. As teachers, we seek to prepare our students to be global citizens who will think and act systemically regarding the multiple purposes of creating and managing organizations in this responsible way.

METHOD OF EVALUATION:
Your final grade will be based on the following:

<table>
<thead>
<tr>
<th>Modules</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>PechaKucha Text Presentations</td>
<td>20</td>
</tr>
<tr>
<td>Discussant (Participation)</td>
<td>50</td>
</tr>
<tr>
<td>Elevator Pitches with Executive Summaries</td>
<td>30</td>
</tr>
<tr>
<td>Entrepreneurial Choice Project</td>
<td>100</td>
</tr>
<tr>
<td>Quizzes</td>
<td>100</td>
</tr>
<tr>
<td>Final Exam</td>
<td>50</td>
</tr>
</tbody>
</table>

GRADING SCALE:
Late assignments will NOT be accepted. Final course grades will be determined as follows (percentages of total possible points):

92+ = A
88-89.9 = B+
82-87.9 = B
78-79.9 = C+
72-77.9 = C
68-69.9 = D+
62-67.9 = D
50-59.9 = D-
40-49.9 = F

ACADEMIC INTEGRITY POLICY:
Lying, cheating, attempted cheating, and plagiarism are violations of our Honor Code that, when identified, are investigated. Each incident will be examined to determine the degree of deception involved. Incidents where the instructor determines the student’s actions are related more to a misunderstanding will handled by the instructor. A written intervention designed to help prevent the student from repeating the error will be given to the student. The intervention, submitted by form and signed both by the instructor and the student, will be forwarded to the Dean of Students and placed in the student’s file.

Cases of suspected academic dishonesty will be reported directly by the instructor and/or others having knowledge of the incident to the Dean of Students. A student found responsible by the Honor Board for academic dishonesty will receive a XF in the course, indicating failure of the course due to academic dishonesty. This grade will appear on the student’s transcript for two years after which the student may petition for the X to be expunged. The student may also be placed on disciplinary probation, suspended (temporary removal) or expelled (permanent removal) from the College by the Honor Board. Students
should be aware that unauthorized collaboration—working together without permission—is a form of cheating. Unless the instructor specifies that students can work together on an assignment, quiz and/or test, no collaboration during the completion of the assignment is permitted. Other forms of cheating include possessing or using an unauthorized study aid (which could include accessing information via a cell phone or computer), copying from others’ exams, fabricating data, and giving unauthorized assistance.

Research conducted and/or papers written for other classes cannot be used in whole or in part for any assignment in this class without obtaining prior permission from the instructor. Students can find the complete Honor Code and all related processes in the Student Handbook at http://studentaffairs.cofc.edu/honor-system/studenthandbook/index.php

DISABILITY STATEMENT
The College will make reasonable accommodations for persons with documented disabilities. Students should apply at the Center for Disability Services / SNAP, located on the first floor of the Lightsey Center, Suite 104. Students approved for accommodations are responsibility for notifying me as soon as possible and for contacting me one week before accommodation is needed.

ATTENDANCE POLICY
Class attendance is absolutely essential. All missed classes will be noted. The policy on missed classes is to allow each student one absence, no questions asked, no penalty. All further absences over this limit will reduce the student’s grade on a sliding scale of points thereafter:

<table>
<thead>
<tr>
<th>Absences</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Absence</td>
<td>Free</td>
</tr>
<tr>
<td>2 Absences</td>
<td>-5 Points</td>
</tr>
<tr>
<td>3 Absences</td>
<td>-10 Points</td>
</tr>
<tr>
<td>4 Absences</td>
<td>Fail</td>
</tr>
</tbody>
</table>

Four “absences” and the student will receive a final grade of F.

Class meetings start promptly. Habitual lateness (and leaving class early) and/or use of laptops or cell phones during class will be noted as evidence of low course commitment and similarly be penalized as an absence. This policy is non-negotiable.

ASSIGNMENT EXPECTATIONS
Expectations for Written Work: Following the School of Business learning goal of effective communications, all written work (including presentations) must be completed in professional style, and follow basic principles of effective written communication. As any potential investor (or employer) would expect, all written work should be neat, well organized, clearly written, and free from grammatical and/or typographical errors. In other words, grammar, spelling and formatting will count as part of the grade on all assignments (including presentations).

USE of PDA DEVICES:
The use of all PDA devices, including cell phones and laptop computers, pads and pods is expressly forbidden in the classroom during lectures and class discussions. Texting, receiving or sending messages, cell phone use, or the use of laptop computers during these times will result in immediate dismissal from the lecture with an absence recorded. Students must keep these devices turned off and out of sight during class. It is a violation of this policy to keep such devices on your lap. Of course the use of these devices during team meetings in class to prepare cases or assignments is not prohibited.
PECHAKUCHA CHAPTER PRESENTATIONS – 20 POINTS
Students will form teams and make brief PechaKucha format presentations from our texts. PechaKucha Night was devised in Tokyo in February 2003 as an event for young designers to meet, network, and display their work in public. The presentation format is based on the idea of presenting a PPT image every 20 seconds. Teams have 6 minutes, 40 seconds to present (20 slides). It's a format that makes presentations concise, and keeps things moving at a rapid pace. Please load your presentation before class. All presentations start promptly at the beginning of class unless otherwise informed.

ELEVATOR PITCHES with Executive Summaries – 30 POINTS
As a prospective entrepreneur an important skill you should have is the ability to pitch an idea. Over the course of the semester you will develop this skill by giving three elevator pitches. For example, select a recently launched company and pretend to be one of the founders. Your task is to convince a group of potential investors to invest in your idea. The potential investors will be a mix of your classmates, your professor and (potentially) real investors. Your grade will be based on clarity of the concept and how persuasive your pitch is. You will have just 60 seconds to make your pitch. For each business opportunity you will create an executive summary of your pitch highlighting the key entrepreneurial details including problem, solution, opportunity, and financing. There will be three elevator pitches over the course of the semester; each is worth 10 points. There may be alternative themes for the elevator pitches.

QUizzes – 100 POINTS
There will be 10 quizzes throughout the semester. The quizzes will be based on prior readings including articles, speakers and even this syllabus. Quizzes are based on your knowledge, understanding and application (i.e., not just regurgitation of definitions) of entrepreneurial concepts covered in the texts and in class. Questions will be a mix of multiple choice, short answer and essay. You must be present to take the quiz. There will be no make-ups – if you miss class you receive a zero for the quiz. The value of the quizzes will vary, but will add up to a possible 100 points.

DISCUSSANT (PARTICIPATION) – 50 POINTS
You will need to come to class prepared, having read the required materials or completed the expected assignment. As this course is taught in a studio format, there are few lectures from the readings. Most of the benefits of this course will only occur when students undertake the effort to engage in the many exercises and activities that are scheduled each week. This is a “discussion based” course, where students may randomly be assigned a discussant role for any class session. The learning and insights about the process of new venture creation are gained in direct proportion to the time devoted to these efforts and the ability of the student to thoughtfully discuss, question and present relevant perspectives.

ENTREPRENEURIAL CHOICE PROJECT – 100 POINTS
This is a group project of your own creation. You decide what you want to do and how to do it. The only constraint is that the project must be an integrated learning experience that engages the entrepreneurial community. Students must submit a written one-page explanation of their project for approval by the instructor during the fourth week of semester. The project’s written report and oral presentation are due the penultimate week of the semester.

FINAL EXAM – 50 POINTS – ENTREPRENEURSHIP: Integrating Theory and Practice
You have been asked to write a book on entrepreneurship for starting entrepreneurs. To do this you need to compile the experiential lessons from all of the guest speakers in our class and integrate them with theoretical lessons learned in class.

a. Title page – Present a creative title for your book and include your name as author. Use photos or graphics to illustrate the main theme.
b. Executive summary – create a two page executive summary that summarizes the seven key entrepreneurial lessons that you have learned from participation in the live case studies with entrepreneurs in this class. Please cite at least one different entrepreneur for each lesson. How do the lessons from the entrepreneurs confirm or challenge the lessons learned in the text?

c. Final page – Copy and paste verification that you have completed the student assessment of instructors.

Format – Please single space in Time New Roman or Calibri font size 11, skip a line between paragraphs and do not indent paragraphs (similar format to this syllabus). The presentation and graphics is important, so please make the presentation visually attractive, and meaningful. Do not go beyond the 4 pages. The final exam is due in PDF format by e-mail on the exam date and time as specified in the College calendar.

ENTREPRENEURSHIP MINOR / CONCENTRATION:
The entrepreneurship minor or concentration are ideal for anyone that plans to eventually own their own business, work for/with someone else starting a new business, work at a small or large entrepreneurial company or in any job that requires a combination of business skills and creative thinking.

ENTREPRENEURSHIP PIZZA NIGHT:
At least once a month, the entrepreneurship faculty, former entrepreneurship students and possibly an entrepreneur or two, will gather at Mellow Mushroom. Entrepreneurship students (current, future and former) are welcome and encouraged to stop by. This is a great chance to meet other entrepreneurship students and faculty. There are no agendas during these gatherings ... unless you bring one. So bring your questions, ask for advice, pitch your business ideas, share your entrepreneurial stories, talk about classes or just hang out. We’ll buy the pizza!

ENACTUS:
Enactus is the largest student organization in the world, dedicated to teaching others concepts such as social entrepreneurship and business ethics. Enactus is a great networking opportunity and resume builder. Enactus is a global non-profit organization and runs projects like Technology for Africa, LemonAid Stand, and CUBE coffee and snack bar.

ICAT:
Upon successful completion of HONS 205, students as sophomores will have direct access to the new student entrepreneurship accelerator ICAT (International Cross-Curricular Accelerator for Technology) – a six-credit course.

ICAT is a new student technology accelerator designed to teach students (a) how to find ideas; (b) how to ask the right questions; (c) how to solve real-life problems. Students will form cross-curricular teams (of 3) composed of majors from computer science, business and liberal arts. The ICAT program assists students in developing their business, computing and entrepreneurial skills in an experiential exercise of business creation. There are four phases to the ICAT accelerator:
Phase 1: Idea Generation
Phase 2: Discovery and Prototyping
Phase 3: Minimum Viable Prototype and Customer Iteration Process
Phase 4: Pitching, Launching and Exit
<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1:</td>
<td>Introduction to entrepreneurship</td>
</tr>
<tr>
<td>Week 2:</td>
<td>Entrepreneurial Mindset</td>
</tr>
<tr>
<td>Week 3:</td>
<td>Creativity and Business Ideas</td>
</tr>
<tr>
<td>Week 4:</td>
<td>Pitching Your Product; Entrepreneurial Choice Project Outline due</td>
</tr>
<tr>
<td>Week 5:</td>
<td>Lean Start Up</td>
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<tr>
<td>Week 6:</td>
<td>Business Models</td>
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<tr>
<td>Week 7:</td>
<td>Business Plan</td>
</tr>
<tr>
<td>Week 8:</td>
<td>Social Entrepreneurship</td>
</tr>
<tr>
<td>Week 9:</td>
<td>IP and Legal Issues</td>
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<tr>
<td>Week 10:</td>
<td>Financial Plan</td>
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<tr>
<td>Week 11:</td>
<td>Sources of Capital</td>
</tr>
<tr>
<td>Week 12:</td>
<td>Entrepreneurial Leadership</td>
</tr>
<tr>
<td>Week 13:</td>
<td>Entrepreneurial Choice Project Reports and Presentations</td>
</tr>
<tr>
<td>Week 14:</td>
<td>Succession and Harvest; Wrap up</td>
</tr>
<tr>
<td>Finals Week</td>
<td>Final Exam Due</td>
</tr>
</tbody>
</table>

It is each student’s responsibility to attend class and hear any schedule adjustments from me and regularly check our class Oaks site for changes to the schedule and other course information. I reserve the right to modify this syllabus.
FACULTY CURRICULUM COMMITTEE
CHANGE/DELETE PROGRAM FORM

Instructions:
- Please fill out all of the portions of the form that are specified in section B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, please start by checking the detailed instructions on the website.
- Please feel free to contact the committee chair with any remaining questions you might have.

A. CONTACT INFORMATION.

Name: David J. Hansen Phone: 3-6447 Email: HansenD@cofc.edu

School: Business Department or Program: Management & Marketing

Name and Acronym of Major: Business Administration (BSBA)

B. CATEGORY OF REVIEW. Please check all that apply, then fill out the specified parts of the form.

☐ Change Request (fill out all sections)
  ☐ Add an existing course to requirements or electives
  ☐ Add a new course to requirements or electives (attach completed course form for each)
  ☐ Delete courses from requirements or electives
  ☒ Add or modify concentration*
  ☐ Add or modify cognate*

*Note: Only concentrations and cognates requiring 18 or more credit hours will be tracked in Banner and Degree Works and noted on the transcript.

☐ Terminate Program (fill out E, G, H, and I)
  ☐ Terminate degree
  ☐ Terminate major
  ☐ Terminate concentration
  ☐ Terminate cognate

C. GENERAL INFORMATION

Number of Current Credit Hours (for existing program): 18
Number of Proposed Credit Hours (for changed program): 18
Catalog Year in which changes will take effect: FALL 2015

D. CURRICULUM. Please list every change you are making below AND attach the current Program of Study Worksheet for this major (http://registrar.cofc.edu/program-of-study-resources/program-of-study-worksheets/index.php) with changes marked in RED. Additions should show where the course will be inserted, deletions should be noted by crossing out the course, and moves indicated with arrows. Distinguish between required and elective courses, and note any prerequisites, co-requisites, sequencing, or other restrictions. Provide the catalog description and course list exactly as they should appear in the catalog. For each new course, submit the Curriculum Committee’s Course Form and a sample syllabus.

This form was last updated on 6/6/2013 and replaces all others.
1) Add ENTR 200, Entrepreneurship Theory and Practice, to the required courses. Allow HONS 205 to substitute for ENTR 200.

2) Change Elective requirements from (4 courses, one of which must be ENTR) to (3 courses, one of which must be either ENTR 406, Social Entrepreneurship, or ENTR 407, Ecopreneurship).

3) Add INTB 313, ENTR 260, ENTR 360, ENTR 420, ENTR 499 to the list of electives.

4) Change ENTR 405 to MGMT 405 and change the pre-requisites

5) Change ENTR 320 course name and pre-requisites

6) Change pre-requisites for: ENTR 321, ENTR 335, ENTR 375, ENTR 406, ENTR 407, ENTR 445, ENTR 451, MGMT 403

E. RATIONALE AND EXPLANATION. Please provide a narrative addressing the request you are making and why you are making it.

1) As our experience with the entrepreneurship program has increased, we have begun to use ENTR 320 more and more as a specific treatment of the opportunity recognition and business model generation processes. That development is why we split off the "general principles" into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it should serve as the foundation course and thus it is being proposed (numerous included change course forms) as a pre-requisite for most of the entrepreneurship courses. Therefore it should be included in the core required courses of the entrepreneurship concentration.

2) With the addition of ENTR 200 as required course, we want to reduce the number of electives required in order to keep the required credit hours the same. The requirement of students to take one of their electives as either ENTR 406 or ENTR 407 follows the requirement in the Entrepreneurship Minor, which was approved in spring 2014. The rationale for requiring one of these courses remains the same as it was described in the minor proposal:
   According to the College’s Strategic Plan the core purpose is: “to pursue and share knowledge through study, inquiry and creation in order to empower the individual and enrich society.” Entrepreneurship is a great tool of empowerment. Additionally, the responsibility requirement (taking Social Entrepreneurship and/or Ecopreneurship) helps entrepreneurship students understand how they can help “enrich society.”

3) The INTB 313 course covers some entrepreneurship topics, including business growth, which is not well covered by existing entrepreneurship electives. The four new ENTR courses (260, 360, 420, 499) should be included as electives.

4, 5, 6) These courses are changing pre-requisites from ENTR 320 to ENTR 200, along with some other changes. Details about the changes are included in the respective course forms.

F. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the minor? Attach a Curriculum Map.</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1. Gain knowledge of the context, concepts and process of entrepreneurship</td>
<td>This will be assessed through quizzes, exams and/or assignments across courses, and especially in ENTR 200 (Entrepreneurship Theory and Practice). Students should receive a passing grade.</td>
</tr>
</tbody>
</table>

This form was last updated on 6/6/2013 and replaces all others.
2. Gain ability to conceive and develop entrepreneurial opportunities, articulate them using a business model canvas and test them through a feasibility analysis

Students will engage in a semester long project in New Venture Modeling (ENTR 320) in which they will conceive and develop entrepreneurial opportunities, articulate them using a business model canvas and test them through a feasibility analysis. Students should receive a passing grade.

3. Gain understanding of the responsibility that businesses have towards society and the environment.

Students will be required to take Social Entrepreneurship (ENTR 406) or Ecopreneurship (ENTR 407) and should receive a passing grade.

How does this minor align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this minor?

The concentration supports the School of Business learning goals – Intellectual Innovation & Creativity and Synthesis. Entrepreneurship is largely focused on addressing extemporaneous problems creatively. ENTR 320, for example, begins with customer/user-focused research to uncover problems that might be solved through new products and/or businesses. Similarly, ENTR 406 and 407 focus on solving social and environmental problems, respectively, through business. Solving these problems requires resourcefulness and originality. Synthesis is required in several of the entrepreneurship courses, especially ENTR 321, where students integrate their diverse knowledge of organizations, finance, accounting, marketing, operations, etc. to write a business plan. In addition, the development of new business opportunities (by solving aforementioned problems) in ENTR 320 requires that students draw upon knowledge from multiple disciplines.

G. IMPACT ON EXISTING PROGRAMS AND COURSES. Please describe the impact of this request on other programs and courses. If you are deleting a program, please describe the effect on all programs that will be impacted; if you are adding or changing a program, please explain any overlap with existing programs at the College.

There are no expected impacts on programs outside of entrepreneurship.

H. COSTS ASSOCIATED WITH THE REQUESTED ACTION. List all of the new costs or cost savings (including new faculty/staff requests, library, or equipment) associated with your request.

No change in costs are expected.

I. CHECKLIST

☐ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

This form was last updated on 6/6/2013 and replaces all others.
☐ I have attached a Course Form for each newly-created or modified course.

☐ (For proposals that affect other departments in any way) I have attached an acknowledgement from the relevant department.

☐ I have provided the complete curriculum for the program, concentration, emphasis, etc., including the description and course list, exactly as it should appear in the catalog.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
• In section A, list ALL of the forms covered by this signature page. **If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.**
• You must obtain the signature of your department chair and dean before submitting your proposal.

A. **FORMS COVERED BY THIS SIGNATURE PAGE.** List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

   ENTR 200 Course Form
   Minor Form (Add a new minor)

B. **APPROVAL AND SIGNATURES.**

   1. Signature of Department Chair or Program Director:
      [Signature]
      Date: 10/14/14

   2. Signature of Academic Dean:
      [Signature]
      Date: 10/14/14

   3. Signature of Provost:
      [Signature]
      Date: 11/3/14

   4. Signature of Business Affairs (only for course fees):
      [Signature]
      Date: [ ]
      □ fee approved on [ ]
      □ BOT approval pending

   5. Signature of Curriculum Committee Chair:
      [Signature]
      Date: [ ]

   6. Signature of Budget Committee Chair (only for new programs):
      [Signature]
      Date: [ ]

   7. Signature of Academic Planning Committee Chair (only for new programs):
      [Signature]
      Date: [ ]

   8. Signature of Faculty Senate Secretary:
      [Signature]
      Date: [ ]

   Date Approved by Faculty Senate: [ ]
Business Administration Major with Concentration in Entrepreneurship

Requirements

Catalog Year: 2014-15

Degree: Bachelor of Science

Credit Hours: 60+

"PR" indicates a pre-requisite. "CO" indicates a co-requisite.

Courses within this major may also satisfy general education requirements. Please consult http://registrar.cofc.edu/general-edu for more information.

Required Courses

ACCT 203 Financial Accounting (3) PR: Sophomore standing

ACCT 204 Managerial Accounting (3) PR: Sophomore standing, ACCT 203

BLAW 205 Legal Environment of Business (3) PR: Sophomore standing

DSCI 232 Business Statistics (3) PR: MATH 104 or 250

DSCI 304 Production and Operations Management (3) PR: Junior standing, DSCI 232, MGMT 301, MATH 104 or 250, MATH 105 or 120

DSCI 320 Management Information Systems (3) PR: Junior standing, ACCT 203, 204, DSCI 232, MATH 104 or 250

ECON 200 Principles of Microeconomics (3) PR: None

ECON 201 Principles of Macroeconomics (3) PR: ECON 200

FINC 303 Business Finance (3) PR: Junior standing, major declaration, ACCT 203, 204, ECON 200, 201, MATH 104 or 250, (DSCI 232 suggested)

MATH 104 Elementary Statistics (3) PR: MATH 101 or placement

OR

MATH 250 Statistical Methods I (3) PR: MATH 105 with a C- grade or better or MATH 111 or MATH 120 or permission of instructor
MATH 105 Calculus for Business and the Social Sciences (3) PR: MATH 101 or placement

OR

MATH 120 Introductory Calculus (4) PR: Placement or C-or better in MATH 111

MGMT 301 Management and Organizational Behavior (3) PR: Junior Standing, major declaration

MGMT 408 Business Policy (3) PR: Senior standing, ACCT 203, 204, DSCI 232, 304, ECON 200, 201, FINC 303, MGMT 301, MKTG 302, MATH 104 or 250, MATH 105 or 120

MKTG 302 Marketing Concepts (3) PR: Junior standing, major declaration, ECON 200, 201

Entrepreneurship Concentration

Required courses:

ENTR 200 Entrepreneurship Theory and Practice (3) PR: Sophomore standing

ENTR 320 New Venture Modeling (3) PR: ENTR-320 ENTR 200

ENTR 321 New Venture Planning (3) PR: ACCT 203, ENTR 200, MGMT-304

Choose three courses from the following; at least one must be either ENTR 406 or ENTR 407:

ENTR 335 Financing New Ventures (3) PR: ENTR-200 ENTR 200

ENTR 375 Research in Entrepreneurship (3) PR: PSYC 103, ENTR-320 ENTR 200

and DSCI 232 or PSYC 103, PSYC 220 and ENTR-320 ENTR 200

MGMT 405 Small Business Management (3) PR: Junior standing, ACCT 203, 204,

ENTR 320, ENTR 200 MGMT 301, MKTG 302, FINC 303, ECON 200, 201, MATH

404 or 250

ENTR 406 Social Entrepreneurship (3) PR: ENTR-320 ENTR 200
ENTR 407 Ecopreneurship (3) PR: Junior standing; ENTR 220 ENTR 200 or ENV 200 or instructor permission

ENTR 445 Seminar in Entrepreneurship (1) CO or PR: ENTR 220 or 405 ENTR 200

ENTR 451 Health Sciences Entrepreneurship (3) PR: ENTR 220 ENTR 200 or instructor permission for non-Business majors

MGMT 351 Minority Entrepreneurship (3) PR: Junior standing

MGMT 377 Psychology of Entrepreneurship (3) PR: Junior standing; PSYC 103 or HONS 163 or MGMT 301; PSYC 211 or DSCI 232

MGMT 403 Entrepreneurial Leadership (3) PR: ENTR 220 ENTR 200 or MGMT 345
Instructions:
- Please fill out all of the portions of the form that are specified in section B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, please start by checking the detailed instructions on the website. Please feel free to contact the committee chair with any remaining questions you might have.

A. CONTACT INFORMATION.

Name: David J. Hansen          Phone: 3-6447          Email: HansenD@cofc.edu

School: Business               Department or Program: Management & Marketing

Name and Acronym of Minor: Entrepreneurship (ENTR)

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Minor (complete all portions)

☒ Change an Existing Minor (complete C, D, E, G, H, and I)
   ☒ Add existing course or courses to requirements or electives
   ☐ Add new course(s) to requirements or electives (attach completed course form for each)
   ☐ Delete courses from requirements or electives

☐ Terminate a Minor (complete E, G, H, and I)

C. GENERAL INFORMATION.

Number of Current Credit Hours (for existing minors): 21
Number of Proposed Credit Hours (for new or changing minors): _____

Catalog year in which changes will take effect: FALL 2015

☐ Interdisciplinary (please see guidelines on the Curriculum Committee website and include acknowledgments from relevant departments)

According to academic policy, students may not obtain a major/concentration and minor in the same subject. Will students in specific majors be prohibited from declaring this minor because of this policy?

☒ Yes—Which major(s) or concentration(s)? BSBA - Entrepreneurship Concentration

☐ No

D. CURRICULUM. For a changed minor, please list every change you are making below AND attach the current catalog entry for this minor (from the Minor Requirements section) with changes marked in RED. Additions should show where the course will be inserted, deletions should be noted by crossing out the course, and moves indicated with arrows. Distinguish between required and elective courses, and note any prerequisites, co-requisites, sequencing, or other restrictions. For each new course, submit the Curriculum Committee’s Course Form and a sample syllabus. For

This form was last updated on 6/6/2013 and replaces all others.
a new program, please submit the complete curriculum and catalog description exactly as they should appear in the catalog.

Add INTB 313, ENTR 260, ENTR 360, ENTR 420 and ENTR 499 to the choice of electives

Add HONS 205 as an alternative to ENTR 200

E. RATIONALE AND EXPLANATION. Please provide a narrative addressing the request you are making and why you are making it. In addition, for a new minor, please address its objectives, provide evidence of student interest (e.g., interviews with student focus groups, enrollment in special-topics courses in this area), and explain how the minor supports the liberal arts tradition as well as the mission of the institution.

The INTB 313 course covers some entrepreneurship topics, including business growth, which is not well covered by existing entrepreneurship electives. Specifically, the course is an in-depth exploration of global commerce issues including the specific mechanisms and tools used in global enterprise. Students learn principles and practices of trade and how to identify and analyze trade data, trade opportunities, and challenges. The focus of this course is on how to take a firm global through opportunity assessment.

The three new ENTR courses should be included as electives in the minor.

HONS 205 is a proposed new honors course that will be the honors version of ENTR 200.

F. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the minor? Attach a Curriculum Map.</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
</tbody>
</table>

1. 

2. 

3. 

4. 

This form was last updated on 6/6/2013 and replaces all others.
How does this minor align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this minor?

G. IMPACT ON EXISTING PROGRAMS AND COURSES. Please describe the impact of this request on other programs and courses. If you are deleting a minor, please identify all programs that will be affected. If you are adding or changing a minor, please explain any overlap with existing programs at the College.

This will slightly increase enrollment in the International Business course.

H. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

No additional costs expected.

I. CHECKLIST.

- I have completed all relevant parts of the form.
- I have attached a cover letter that describes my request and lists all the documents I am submitting.
- I have attached a Course Form for each newly-created or modified course.
- (For proposals that affect other departments in any way) I have attached an acknowledgement from the relevant department.
- I have provided the complete curriculum for the minor, including the description and course list, exactly as it should appear in the catalog.
- I have submitted one Signature Form that lists all of the different forms I am submitting.
In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.

You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:

   [Signature]

   Date: 10/16/14

2. Signature of Academic Dean:

   [Signature]

   Date: 10/16/14

3. Signature of Provost:

   [Signature]

   Date: 11/3/14

4. Signature of Business Affairs (only for course fees):

   [Signature]

   Date:

   [Fee approved on _____] [BOT approval pending]

5. Signature of Curriculum Committee Chair:

   [Signature]

   Date:

6. Signature of Budget Committee Chair (only for new programs):

   [Signature]

   Date:

7. Signature of Academic Planning Committee Chair (only for new programs):

   [Signature]

   Date:

8. Signature of Faculty Senate Secretary:

   [Signature]

   Date:

Date Approved by Faculty Senate: __________________________
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Hansen      Phone: 3-6447      Email: HansenD@cofc.edu

Department or Program: Management & Marketing    School: Business

Subject Acronym and Course Number: ENTR 320, Principles of Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)

☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☒ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)

☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

There are three changes being proposed for this course. First, we are requesting to replace an existing prerequisite (Junior Standing) with a different prerequisite (ENTR 200). Second, we are requesting to change the name of the course from "Principles of Entrepreneurship", to "New Venture Modeling". Third, we are requesting to change the catalog description, which can be found in section F below.

As our experience with the entrepreneurship program has increased, we have begun to use ENTR 320 more and more as a specific treatment of the opportunity recognition and business model generation processes. That development is why we split off the "general principles" into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it should serve as the foundation course and thus be the pre-requisite for ENTR 320. The change in name reflects the focus on process, rather than principles. It also follows the format of ENTR 321 New Venture Planning, the other core course in our entrepreneurship curriculum. The change in description reflects that the course will be more about process and less about concepts.

This form was last updated on 12/13/13 and replaces all others.
E. EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: Mgmt & Mktg School: SB Subject Acronym: ENTR Course Number: 320

Credit hours: 3 lecture lab seminar independent study
Contact hours: lecture lab seminar independent study

Course title: Principles of Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course describes entrepreneurship as a process of economic or social value creation, rather than the single event of opening a business. Reflecting recent research, the course focuses on opportunity recognition, assembly of the financial and human resources needed to develop the idea, and launching the new venture.

(Red italicized text indicates wording being replaced).

Restrictions (pre-requisites, co-requisites, majors only, etc.): Junior Standing

Cross-listing, if any:

Is this course repeatable? □ yes □ no If yes, how many total credit hours may the student earn? __

F. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt & Mktg School: SB Subject Acronym: ENTR Course Number: 320

Credit hours: 3 lecture lab seminar independent study
Contact hours: lecture lab seminar independent study

Course title: New Venture Modeling

Course description (maximum 50 words, exactly as it appears in the catalog):

This course describes entrepreneurship as a process of economic or social value creation, rather than the single event of opening a business. Reflecting recent research, the course focuses on opportunity recognition, business model generation and lean startup. Students will research and develop a repeatable, scalable business model.

(Red italicized text indicates new wording).

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 200

If this is a newly-created course, is it intended to be the equivalent of an existing course? □ yes □ no
If so, which course? ____________

If equivalent, will the newly-created course replace the existing course? □ yes □ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.
Cross-listing, if any (submit approval from relevant department): _______________

Note: Cross-listed courses are equivalent.

Is this course repeatable? □ yes  X  no  If yes, how many total credit hours may the student earn? ___

Is there an activity, lab, or other fee associated with this course? □ yes □ no  What is the fee? $ ______

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

G. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

There will be no change in costs.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
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<th>Student Learning Outcomes</th>
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<tr>
<td>1.</td>
<td></td>
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<td>2.</td>
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<tr>
<td>3.</td>
<td></td>
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<td>4.</td>
<td></td>
</tr>
</tbody>
</table>

How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

This form was last updated on 12/13/13 and replaces all others.
I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? □ yes ☒ no It is already included in both the concentration and minor.

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

J. CHECKLIST.

☒ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.

This form was last updated on 12/13/13 and replaces all others.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

- In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
- You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   
2. Signature of Academic Dean:
   
3. Signature of Provost:
   
4. Signature of Business Affairs (only for course fees):
   
5. Signature of Curriculum Committee Chair:
   
6. Signature of Budget Committee Chair (only for new programs):
   
7. Signature of Academic Planning Committee Chair (only for new programs):
   
8. Signature of Faculty Senate Secretary:
   
   Date Approved by Faculty Senate: ______________
Instructions:
- Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
- Fill out the parts of the form specified in part B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: Kelly Shaver  Phone: 3-2276  Email: shaverk@cofc.edu

Department or Program: Management & Marketing  School: Business

Subject Acronym and Course Number: ENTR 321, New Venture Planning

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☒ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Two changes are being proposed in the prerequisites for this course. First, we are requesting to replace an existing prerequisite (ENTR 320) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that this business planning course (ENTR 321) not be a student’s first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the “general principles” into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it – rather than ENTR 320 – should be the prerequisite for ENTR 321.

The second change being proposed in the prerequisites for ENTR 321 is the dropping of MGMT 301 as a prerequisite. MGMT 301 (Management and Organizational Behavior), whether it is taught from the perspective of organizational behavior or the perspective of management, deals almost exclusively with existing corporations large enough to have departments, policy manuals, human resource processes, existing customers, and the need to coordinate the activities of many individuals in order to achieve the larger organization’s goals. By contrast, ENTR 321 is about starting a business that at its outset may have no paid employees at all, or perhaps a founding partner or two. The critical “organizational” issues for a start-up are nondisclosure and noncompete agreements, partnership agreements, or whether compensation should be in the form of cash or equity in the future of the company. None of these topics appears in books traditionally

This form was last updated on 12/13/13 and replaces all others.
used as texts for MGMT 301. In short, there is very little knowledge to be gained from MGMT 301 that transfers at all well to the environment of a start-up. It is also worth noting that MGMT 301 is a "hidden" prerequisite for the ENTR minor for students outside the School of Business, one not included in some other Business School minors. For all of these reasons we propose to drop MGMT 301 as a prerequisite for ENTR 321.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will affect three programs. They will change the requirements for the Entrepreneurship Concentration within the BSBA degree, the Entrepreneurship Minor available to all students, and the Computer Information Systems Major (INFS). The Computer Information Systems Minor remains unaffected by this particular change, because ENTR 321 is not part of the INFS minor. We have attached an acknowledgement from Computer Science that indicates they understand the change and support it.

1. Entrepreneurship Concentration: Because BSBA students must take MGMT 301, the only change in the ENTR Concentration is the change from ENTR320 to ENTR 200 as the entrepreneurship prerequisite.

2. Entrepreneurship Minor: The change in entrepreneurship prerequisites from ENTR 320 to ENTR 200 expands the options for non-business students seeking an Entrepreneurship Minor by allowing students to take ENTR320 either before, after, or at the same time as ENTR 321. Moreover, eliminating MGMT 301 from the prerequisites eliminates one prerequisite that is currently "hidden." (ACCT 203 remains as a hidden prerequisite.)

3. Computer Information Systems Major: Elimination of MGMT 301 removes a hidden prerequisite for the INFS major. ACCT 203 remains as a hidden prerequisite. We expect that the INFS Major Business Course requirement will also change from ENTR 320 to ENTR 200, leaving ENTR 200 and ENTR 321 as the two required courses; or possibly ENTR 200 plus either ENTR 320 or ENTR321 (but the choice of listing two or three is up to the Computer Science Department).
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: Mgmt&Mktg  School: SB  Subject Acronym: ENTR  Course Number: 321

Credit hours: _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: New Venture Planning

Course description (maximum 50 words, exactly as it appears in the catalog):

Student teams write complete business plans for new ventures they originate. Topics covered include research on the target industry and market; analysis of the competition and potential risk; the development of plans for marketing, operations, technology, and management; full pro-forma financial projections, and consideration of milestones, exit, and social responsibility.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ACCT 203, ENTR 320, MGMT 301

Cross-listing, if any:

Is this course repeatable? ☐ yes  ☒ no  If yes, how many total credit hours may the student earn? ___

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt&Mktg  School: SB  Subject Acronym:  ENTR  Course Number: 321

Credit hours: _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: New Venture Planning

Course description (maximum 50 words, exactly as it appears in the catalog):

Student teams write complete business plans for new ventures they originate. Topics covered include research on the target industry and market; analysis of the competition and potential risk; the development of plans for marketing, operations, technology, and management; full pro-forma financial projections, and consideration of milestones, exit, and social responsibility.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ACCT 203, ENTR 200

If this is a newly-created course, is it intended to be the equivalent of an existing course? ☐ yes  ☐ no
If so, which course? _________________

If equivalent, will the newly-created course replace the existing course? ☐ yes  ☐ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): _________________
Note: Cross-listed courses are equivalent.

This form was last updated on 12/13/13 and replaces all others.
Is this course repeatable? □ yes ☒ no If yes, how many total credit hours may the student earn? ___

Is there an activity, lab, or other fee associated with this course? □ yes ☒ no What is the fee? $ _____
Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change in prerequisites only. No changes in costs.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
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<th>Student Learning Outcomes</th>
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How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ☒ yes □ no
If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

J. CHECKLIST.

- [x] I have completed all relevant parts of the form.
- [x] I have attached a cover letter that describes my request and lists all the documents I am submitting.
- [ ] (For new courses only) I have attached a syllabus.
- [x] (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.
- [ ] (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.
- [ ] I have submitted one Signature Form that lists all of the different forms I am submitting.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

- In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
- You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   
   [Signature]
   Date: 10/16/14

2. Signature of Academic Dean:
   
   [Signature]
   Date: 10/16/14

3. Signature of Provost:
   
   [Signature]
   Date: 11/18/14

4. Signature of Business Affairs (only for course fees):
   
   [Signature]
   Date: ____________
   □ fee approved on ____________
   □ BOT approval pending

5. Signature of Curriculum Committee Chair:
   
   [Signature]
   Date: ____________

6. Signature of Budget Committee Chair (only for new programs):
   
   [Signature]
   Date: ____________

7. Signature of Academic Planning Committee Chair (only for new programs):
   
   [Signature]
   Date: ____________

8. Signature of Faculty Senate Secretary:
   
   [Signature]
   Date: ____________

Date Approved by Faculty Senate: ____________
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
- Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
- Fill out the parts of the form specified in part B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.
Name: David Wyman Phone: 953-5181 Email: Wymandm@cofc.edu
Department or Program: Management and Marketing School: Business
Subject Acronym and Course Number: ENTR 335, Financing New Ventures
Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.
- [ ] Add a New Course (complete parts C, D, F, G, H, I, J)
- [x] Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
  - [ ] Course Number (you must submit a course deactivation request for the old course number)
  - [ ] Course Name
  - [ ] Course Description
  - [ ] Credit/Contact Hours
  - [x] Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
- [ ] Deactivate an Existing Course (complete parts C, D, E, G, I, J)
- [ ] Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Only one change is being proposed, in the prerequisites for this course. Specifically, we are requesting to replace an existing prerequisite (ENTR 320) and Co-requisite or prerequisite (ENTR 321) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that advanced courses such as this one not be a business student's first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the “general principles” into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it - rather than ENTR 320 or ENTR 321 - should be the prerequisite for ENTR 335. We are requesting that that the prerequisites would read just ENTR 200.
D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will affect two programs. They will change the requirements for the Entrepreneurship Concentration within the BSBA degree, and the Entrepreneurship Minor available to all students.

1. Entrepreneurship Concentration: The only change in the ENTR Concentration is the change from ENTR320 to ENTR 200 as the entrepreneurship prerequisite.

2. Entrepreneurship Minor: The change in entrepreneurship prerequisites from ENTR 320 to ENTR 200 expands the options for non-business students seeking an Entrepreneurship Minor by allowing students to take ENTR320 either before, after, or at the same time as ENTR 321.
E. EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: MGMT & MKTG  School: SB  Subject Acronym: ENTR  Course Number: 335

Credit hours: _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Financing New Ventures

Course description (maximum 50 words, exactly as it appears in the catalog):

This course covers commonly used means of funding new ventures including credit cards, short- and long-term debt instruments, and receivables financing. Also covered are the two most common forms of equity investment: angel capital and venture capital. The course uses a combination of lectures, case studies, and expert guest presentations.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 320 or Co-requisite or prerequisite: ENTR 321

Cross-listing, if any:

Is this course repeatable?☐ yes ☑ no  If yes, how many total credit hours may the student earn? __

F. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: MGMT & MKTG  School: SB  Subject Acronym: ENTR  Course Number: 335

Credit hours: _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Financing New Ventures

Course description (maximum 50 words, exactly as it appears in the catalog):

This course covers commonly used means of funding new ventures including credit cards, short- and long-term debt instruments, and receivables financing. Also covered are the two most common forms of equity investment: angel capital and venture capital. The course uses a combination of lectures, case studies, and expert guest presentations.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 200

If this is a newly-created course, is it intended to be the equivalent of an existing course?☐ yes ☐ no
If so, which course? __ __ __

If equivalent, will the newly-created course replace the existing course?☐ yes ☐ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ________________
Note: Cross-listed courses are equivalent.

This form was last updated on 12/13/13 and replaces all others.
Is this course repeatable? □ yes ☒ no  If yes, how many total credit hours may the student earn? ___

Is there an activity, lab, or other fee associated with this course? □ yes ☒ no  What is the fee? $____

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

**G. COSTS.** List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change in perquisite only. No changes in costs anticipated.

**H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.**

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1.  

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4.  

How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

**I. PROGRAM CHANGES.** Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ☒ yes □ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

This form was last updated on 12/13/13 and replaces all others.
J. CHECKLIST.

☑️ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

• In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
• You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   ____________________________ Date: 10/16/14

2. Signature of Academic Dean:
   ____________________________ Date: 10/16/14

3. Signature of Provost:
   ____________________________ Date: 11/3/14

4. Signature of Business Affairs (only for course fees):
   ____________________________ Date:
   □ fee approved on _________
   □ BOT approval pending

5. Signature of Curriculum Committee Chair:
   ____________________________ Date:

6. Signature of Budget Committee Chair (only for new programs):
   ____________________________ Date:

7. Signature of Academic Planning Committee Chair (only for new programs):
   ____________________________ Date:

8. Signature of Faculty Senate Secretary:
   ____________________________ Date:

Date Approved by Faculty Senate: ____________________
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: Kelly Shaver                  Phone: 3-2276              Email: shaverk@cofc.edu

Department or Program: Management & Marketing         School: Business

Subject Acronym and Course Number: ENTR 375, Research in Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
  ☐ Course Number (you must submit a course deactivation request for the old course number)
  ☐ Course Name
  ☐ Course Description
  ☐ Credit/Contact Hours
   ☐ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Only one change is being proposed, in the prerequisites for this course for business majors. Specifically, we are requesting to replace an existing prerequisite (ENTR 320) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that advanced courses such as this one not be a business student’s first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the “general principles” into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it – rather than ENTR 320 – should be the prerequisite for ENTR 375.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

This form was last updated on 12/13/13 and replaces all others.
These proposed changes will affect two programs. They will change the requirements for the Entrepreneurship Concentration within the BSBA degree, and the Entrepreneurship Minor available to all students.

1. Entrepreneurship Concentration: The only change in the ENTR Concentration is the change from ENTR320 to ENTR 200 as the entrepreneurship prerequisite.

2. Entrepreneurship Minor: The only change in the ENTR minor is the change from ENTR 320 to ENTR 200 as the entrepreneurship prerequisite.
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: Mgmt&Mktg  School: SB  Subject Acronym:  ENTR  Course Number: 375
Credit hours:  _3  lecture  _  lab  _  seminar  _  independent study
Contact hours:  _  lecture  _  lab  _  seminar  _  independent study

Course title: Research in Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course applies qualitative and quantitative methods to the study of entrepreneurship. The course begins by reviewing theories of entrepreneurial behavior, then turns to development of student research projects using data individually collected or contained in national or international databases.

Restrictions (pre-requisites, co-requisites, majors only, etc.): PSYC 103, ENTR 320 and DSCI 232 or PSYC 103, PSYC 220 and ENTR 320.

Cross-listing, if any:

Is this course repeatable?  □ yes  □ no  If yes, how many total credit hours may the student earn?  ____

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt&Mktg  School: SB  Subject Acronym:  ENTR  Course Number: 375
Credit hours:  _3  lecture  _  lab  _  seminar  _  independent study
Contact hours:  _  lecture  _  lab  _  seminar  _  independent study

Course title: Research in Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course applies qualitative and quantitative methods to the study of entrepreneurship. The course begins by reviewing theories of entrepreneurial behavior, then turns to development of student research projects using data individually collected or contained in national or international databases.

Restrictions (pre-requisites, co-requisites, majors only, etc.): PSYC 103, ENTR 200 and DSCI 232 or PSYC 103, PSYC 220 and ENTR 200.

If this is a newly-created course, is it intended to be the equivalent of an existing course?  □ yes  □ no
If so, which course?  ____________

If equivalent, will the newly-created course replace the existing course?  □ yes  □ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department):  ____________
Note: Cross-listed courses are equivalent.

Is this course repeatable?  □ yes  □ no  If yes, how many total credit hours may the student earn?  ____

This form was last updated on 12/13/13 and replaces all others.
Is there an activity, lab, or other fee associated with this course? □ yes □ no What is the fee? $ __

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change in prerequisite only. No changes in costs.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

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How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? □ yes □ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

This form was last updated on 12/13/13 and replaces all others.
J. CHECKLIST.

☒ I have completed all relevant parts of the form.

☒ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

- In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
- You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:

Date: 10/16/14

2. Signature of Academic Dean:

Date: 10/16/14

3. Signature of Provost:

Date: 11/03/14

4. Signature of Business Affairs (only for course fees):

Date: 

☐ fee approved on 

☐ BOT approval pending

5. Signature of Curriculum Committee Chair:

Date: 

6. Signature of Budget Committee Chair (only for new programs):

Date: 

7. Signature of Academic Planning Committee Chair (only for new programs):

Date: 

8. Signature of Faculty Senate Secretary:

Date: 

Date Approved by Faculty Senate: 

Date: 

Date: 

Date: 

Date: 

Date: 

Date: 

Date:
Instructions:
- Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
- Fill out the parts of the form specified in part B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Wyman  
Phone: 953-5181  
Email: Wymandm@cofc.edu

Department or Program: Management and Marketing  
School: Business

Subject Acronym and Course Number: ENTR 406, Social Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☒ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Only one change is being proposed, in the prerequisites for this course for business majors. Specifically, we are requesting to replace an existing prerequisite (ENTR 320) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that advanced courses such as this one not be a business student’s first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the “general principles” into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it – rather than ENTR 320 – should be the prerequisite for ENTR 406.
E. EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: MGMT & MKTG   School: SB   Subject Acronym: ENTR   Course Number: 406

Credit hours:   _3_ lecture _ lab _ seminar _ independent study
Contact hours:   _ lecture _ lab _ seminar _ independent study

Course title: Social Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course explores issues in not-for-profit entrepreneurship such as ways social reform can be enhanced by adopting principles inherent in sustainable business and ways outcomes can be measured to satisfy contributors and agencies. Readings, lectures, and case discussions will be used to explore these and related issues.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 320

Cross-listing, if any:

Is this course repeatable? □ yes ❌ no   If yes, how many total credit hours may the student earn? ___

F. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: MGMT & MKTG   School: SB   Subject Acronym: ENTR   Course Number: 406

Credit hours:   _3_ lecture _ lab _ seminar _ independent study
Contact hours:   _ lecture _ lab _ seminar _ independent study

Course title: Social Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course explores issues in not-for-profit entrepreneurship such as ways social reform can be enhanced by adopting principles inherent in sustainable business and ways outcomes can be measured to satisfy contributors and agencies. Readings, lectures, and case discussions will be used to explore these and related issues.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 200

If this is a newly-created course, is it intended to be the equivalent of an existing course? □ yes □ no
If so, which course? ______________

If equivalent, will the newly-created course replace the existing course? □ yes □ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ______________
Note: Cross-listed courses are equivalent.

Is this course repeatable? □ yes ❌ no   If yes, how many total credit hours may the student earn? ___

This form was last updated on 12/13/13 and replaces all others.
Is there an activity, lab, or other fee associated with this course? □ yes  □ no  What is the fee? $_____

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

G. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change in prerequisite only. No changes in costs anticipated.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
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How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? □ yes  □ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

This form was last updated on 12/13/13 and replaces all others.
J. CHECKLIST.

☑ I have completed all relevant parts of the form.
☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.
☐ (For new courses only) I have attached a syllabus.
☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.
☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.
☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will affect two programs. They will change the requirements for the Entrepreneurship Concentration within the BSBA degree, and the Entrepreneurship Minor available to all students.

1. Entrepreneurship Concentration: The only change in the ENTR Concentration is the change from ENTR320 to ENTR 200 as the entrepreneurship prerequisite.

2. Entrepreneurship Minor: The change in entrepreneurship prerequisites from ENTR 320 to ENTR 200 expands the options for non-business students seeking an Entrepreneurship Minor by allowing students to take ENTR320 either before, after, or at the same time as ENTR 321.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

- In section A, list ALL of the forms covered by this signature page. *If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.*
- You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

**ENTR 200 Course Form**
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   __________________________________________________________________________
   Date: 10/16/14

2. Signature of Academic Dean:
   __________________________________________________________________________
   Date: 11/6/14

3. Signature of Provost:
   __________________________________________________________________________
   Date: 11/14/14

4. Signature of Business Affairs (only for course fees):
   __________________________________________________________________________
   Date: _____________________

5. Signature of Curriculum Committee Chair:
   __________________________________________________________________________
   Date: _____________________

6. Signature of Budget Committee Chair (only for new programs):
   __________________________________________________________________________
   Date: _____________________

7. Signature of Academic Planning Committee Chair (only for new programs):
   __________________________________________________________________________
   Date: _____________________

8. Signature of Faculty Senate Secretary:
   __________________________________________________________________________
   Date: _____________________

Date Approved by Faculty Senate: _____________________
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David J. Hansen  Phone: 3-6447  Email: HansenD@cofc.edu

Department or Program: Management & Marketing  School: Business

Subject Acronym and Course Number: ENTR 407

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☒ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Only one change is being proposed, in the prerequisites for this course. Specifically, we are requesting to replace an existing prerequisite (ENTR 320) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that advanced courses such as this one not be a business student’s first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the “general principles” into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it – rather than ENTR 320 – should be the prerequisite for ENTR 407. The alternative prerequisite of ENVT 200 remains.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

This form was last updated on 12/13/13 and replaces all others.
No expected impact on any programs.

EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: MGMT & MKTG  School: Business Subject Acronym: ENTR  Course Number: 407

Credit hours: 3 lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Ecopreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course approaches environmental problems as entrepreneurial opportunities and sees entrepreneurs as influential in creating positive environmental, social and economic change. Students will learn about sustainable businesses, industries and creating value for all of an organization's stakeholders. Students will work to conceive and develop an environmentally sustainable new business opportunity.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 320 or ENVT 200 or Instructor Permission; junior standing

Cross-listing, if any:

Is this course repeatable? □ yes □ no  If yes, how many total credit hours may the student earn? __

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: MGMT & MKTG  School: Business Subject Acronym: ENTR  Course Number: 407

Credit hours: 3 lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Ecopreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course approaches environmental problems as entrepreneurial opportunities and sees entrepreneurs as influential in creating positive environmental, social and economic change. Students will learn about sustainable businesses, industries and creating value for all of an organization's stakeholders. Students will work to conceive and develop an environmentally sustainable new business opportunity.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 200 or ENVT 200 or Instructor Permission; junior standing

If this is a newly-created course, is it intended to be the equivalent of an existing course? □ yes □ no
If so, which course? _____________

Page 2 of 4

This form was last updated on 12/13/13 and replaces all others.
If equivalent, will the newly-created course replace the existing course? □ yes □ no  
*Note:* If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ____________________  
*Note:* Cross-listed courses are equivalent.

Is this course repeatable? □ yes ☑ no  
If yes, how many total credit hours may the student earn? ____

Is there an activity, lab, or other fee associated with this course? □ yes □ no  
What is the fee? $____  
*Note:* The Senate cannot approve fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

F. **COSTS.** List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

No cost changes.

H. **STUDENT LEARNING OUTCOMES AND ASSESSMENT.**

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This form was last updated on 12/13/13 and replaces all others.
How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration?  □ yes  ☑ no  It is already included in both the concentration and minor.

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

J. CHECKLIST.

☒ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

• In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
• You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   ___________________________ Date: 10/6/14

2. Signature of Academic Dean:
   ___________________________ Date: 10/6/14

3. Signature of Provost:
   ___________________________ Date: 11/3/14

4. Signature of Business Affairs (only for course fees):
   ___________________________ Date: ————

5. Signature of Curriculum Committee Chair:
   ___________________________ Date: ————

6. Signature of Budget Committee Chair (only for new programs):
   ___________________________ Date: ————

7. Signature of Academic Planning Committee Chair (only for new programs):
   ___________________________ Date: ————

8. Signature of Faculty Senate Secretary:
   ___________________________ Date: ————

Date Approved by Faculty Senate: ————
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Wyman
Phone: 953-5181
Email: Wymandm@cofc.edu

Department or Program: Management and Marketing
School: Business

Subject Acronym and Course Number: ENTR 445, Seminar in Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)

☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☒ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)

☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Only one change is being proposed, in the prerequisites for this course for business majors. Specifically, we are requesting to replace an existing prerequisite (MOMT 319, ENTR 320 or ENTR 405) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that advanced courses such as this one not be a business student’s first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the “general principles” into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it – rather than MOMT 319, ENTR 320 or ENTR 405 - should be the prerequisite for ENTR 445.
D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will affect two programs. They will change the requirements for the Entrepreneurship Concentration within the BSBA degree, and the Entrepreneurship Minor available to all students.

1. Entrepreneurship Concentration: The only change in the ENTR Concentration is the change from ENTR320 to ENTR 200 as the entrepreneurship prerequisite.

2. Entrepreneurship Minor: The change in entrepreneurship prerequisites from ENTR 320 to ENTR 200 expands the options for non-business students seeking an Entrepreneurship Minor by allowing students to take ENTR320 either before, after, or at the same time as ENTR 321.
E. EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: MGMT & MKTG  
School: SB  
Subject Acronym: ENTR  
Course Number: 445

Credit hours: _1_ lecture _ lab _ seminar _ independent study  
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Social Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course will provide an opportunity for students to listen to and interact with a number of entrepreneurs in a small group setting. Guest speakers are selected for their entrepreneurial experiences and accomplishments. This approach allows students to learn directly from people who have started and developed their own businesses.

Restrictions (pre-requisites, co-requisites, majors only, etc.):

Cross-listing, if any:

Is this course repeatable? ☑ yes ☐ no  
If yes, how many total credit hours may the student earn? _3_

F. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: MGMT & MKTG  
School: SB  
Subject Acronym: ENTR  
Course Number: 445

Credit hours: _1_ lecture _ lab _ seminar _ independent study  
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Social Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course will provide an opportunity for students to listen to and interact with a number of entrepreneurs in a small group setting. Guest speakers are selected for their entrepreneurial experiences and accomplishments. This approach allows students to learn directly from people who have started and developed their own businesses.

Restrictions (pre-requisites, co-requisites, majors only, etc.):

If this is a newly-created course, is it intended to be the equivalent of an existing course? ☑ yes ☐ no

If so, which course? ____________

If equivalent, will the newly-created course replace the existing course? ☑ yes ☐ no

Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ____________

Note: Cross-listed courses are equivalent.
Is this course repeatable? ☑ yes ☐ no  If yes, how many total credit hours may the student earn? ___

Is there an activity, lab, or other fee associated with this course? ☐ yes ☑ no  What is the fee? $

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

G. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change in perquisite only. No changes in costs anticipated.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

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How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ☑ yes ☐ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

Page 4 of 5

This form was last updated on 12/13/13 and replaces all others.
J. CHECKLIST.

☒ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.

This form was last updated on 12/13/13 and replaces all others.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

• In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
• You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   ___________________________ Date: 10/16/14

2. Signature of Academic Dean:
   ___________________________ Date: 10/16/14

3. Signature of Provost:
   ___________________________ Date: 11/3/14

4. Signature of Business Affairs (only for course fees):
   ___________________________ Date: __________

5. Signature of Curriculum Committee Chair:
   ___________________________ Date: __________

6. Signature of Budget Committee Chair (only for new programs):
   ___________________________ Date: __________

7. Signature of Academic Planning Committee Chair (only for new programs):
   ___________________________ Date: __________

8. Signature of Faculty Senate Secretary:
   ___________________________ Date: __________

Date Approved by Faculty Senate: ________________
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
- Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
- Fill out the parts of the form specified in part B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: Kelly Shaver Phone: 3-2276 Email: shaverk@cofc.edu

Department or Program: Management & Marketing School: Business

Subject Acronym and Course Number: ENTR 451, Health Sciences Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☒ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Only one change is being proposed, in the prerequisites for this course for business majors. Specifically, we are requesting to replace an existing prerequisite (ENTR 320) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that advanced courses such as this one not be a business student's first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the "general principles" into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it – rather than ENTR 320 – should be the prerequisite for ENTR 451 for business students. The prerequisites for non-business students remain "Instructor Permission" to accommodate both College of Charleston undergraduates in other disciplines (e.g., Health, Biology, Chemistry) and MUSC graduate students (the course has always been cross-listed at MUSC, as CGS 729 (Biomedical Commercialization) and last year was also cross-listed at Clemson as BIOE 850 (Biomedical Technology Entrepreneurship). Particularly in light of the ongoing community interest in having CofC and MUSC "work together," keeping the prerequisites for non-business students as simple as possible is in the best interest of the College, as well as that of the students.
D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will affect two programs. They will change the requirements for the Entrepreneurship Concentration within the BSBA degree, and the Entrepreneurship Minor available to all students.

1. Entrepreneurship Concentration: The only change in the ENTR Concentration is the change from ENTR320 to ENTR 200 as the entrepreneurship prerequisite.

2. Entrepreneurship Minor: The only change in the ENTR Minor is the change from ENTR320 to ENTR 200 as the entrepreneurship prerequisite.
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: Mgmt&Mktg  
School: SB  
Subject Acronym: ENTR  
Course Number: 451

Credit hours: _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Health Sciences Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course examines the process of commercializing research results from medical research laboratories. Topics include drug discovery and development, preclinical and clinical trials, market assessment for biomedical products, competitive analysis, revenue models and exit strategies. The course has a project-based format.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 320 for Business Majors, Instructor Permission for others.

Cross-listing, if any:
MUSC: College of Graduate Studies, CGS 729, Biomedical Commercialization
Clemson: Bioengineering, BIOE 850, Biomedical Technology Entrepreneurship

IMPORTANT NOTE: ONLY THE ENTR 451 PRE-REQUISITE IS CHANGING, SO NO LETTERS OF ACKNOWLEDGEMENT ARE NEEDED FROM THE OTHER INSTITUTIONS (whose prerequisites are NOT changing).

Is this course repeatable? ☐ yes ☒ no If yes, how many total credit hours may the student earn? ___

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt&Mktg  
School: SB  
Subject Acronym: ENTR  
Course Number: 451

Credit hours: _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Health Sciences Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course examines the process of commercializing research results from medical research laboratories. Topics include drug discovery and development, preclinical and clinical trials, market assessment for biomedical products, competitive analysis, revenue models and exit strategies. The course has a project-based format.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 200 or Instructor Permission for non-Business students.

If this is a newly-created course, is it intended to be the equivalent of an existing course? ☐ yes ☒ no
If so, which course? __________________

If equivalent, will the newly-created course replace the existing course? ☐ yes ☒ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

This form was last updated on 12/13/13 and replaces all others.
Cross-listing, if any (submit approval from relevant department):
MUSC: College of Graduate Studies, CGS 729, Biomedical Commercialization
Clemson: Bioengineering, BIOE 850, Biomedical Technology Entrepreneurship

IMPORTANT NOTE: ONLY THE ENTR451 PRE-REQUISITE IS CHANGING, SO NO LETTERS OF ACKNOWLEDGEMENT ARE NEEDED FROM THE OTHER INSTITUTIONS (whose prerequisites are NOT changing).

Note: Cross-listed courses are equivalent.

Is this course repeatable? □ yes ☑ no If yes, how many total credit hours may the student earn? ___

Is there an activity, lab, or other fee associated with this course? □ yes ☑ no What is the fee? $___

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change in prerequisite only. No changes in costs.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the course?</td>
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</tbody>
</table>

This form was last updated on 12/13/13 and replaces all others.
How does this course align with the student learning outcomes articulated for the major, program, or general education? What program- or level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

1. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration?  □ yes  □ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

J. CHECKLIST.

☒ I have completed all relevant parts of the form.

☒ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

MUSC: College of Graduate Studies, CGS 729, Biomedical Commercialization
Clemson: Bioengineering, BIOE 850, Biomedical Technology Entrepreneurship

IMPORTANT NOTE: ONLY THE ENTR 451 PRE-REQUISITE IS CHANGING, SO NO LETTERS OF ACKNOWLEDGEMENT ARE NEEDED FROM THE OTHER INSTITUTIONS (whose prerequisites are NOT changing).

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.

This form was last updated on 12/13/13 and replaces all others.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

- In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
- You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   
   [Signature]
   Date: 10/16/14

2. Signature of Academic Dean:
   
   [Signature]
   Date: 10/16/14

3. Signature of Provost:
   
   [Signature]
   Date: 11/3/14

4. Signature of Business Affairs (only for course fees):
   
   [Signature]
   Date:  
   Fee approved on ________
   BOT approval pending

5. Signature of Curriculum Committee Chair:
   
   [Signature]
   Date: 

6. Signature of Budget Committee Chair (only for new programs):
   
   [Signature]
   Date: 

7. Signature of Academic Planning Committee Chair (only for new programs):
   
   [Signature]
   Date: 

8. Signature of Faculty Senate Secretary:
   
   [Signature]
   Date: 

Date Approved by Faculty Senate:  


FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
- Please fill out one of these forms for each course you are adding, changing, or deleting.
- Fill out the parts of the form specified in part B. You must do this before your changes will be implemented.
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Wyman                  Phone: 953-5181                  Email: Wymandm@cofc.edu
Department or Program: Management and Marketing          School: Business
Subject Acronym and Course Number: ENTR 403, Entrepreneurial Leadership

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☒ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Only one change is being proposed, in the prerequisites for this course for business majors. Specifically, we are requesting to replace an existing prerequisite (ENTR 320) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that advanced courses such as this one not be a business student's first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the "general principles" into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it - rather than ENTR 320 - should be the prerequisite for ENTR 403. We are requesting that the alternative prerequisite of MGMT 345 remain, so that the prerequisites would read ENTR 200 or MGMT 345.
E. EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: MGMT & MKTG  School: SB  Subject Acronym: ENTR  Course Number: 403

Credit hours:  _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Entrepreneurial Leadership

Course description (maximum 50 words, exactly as it appears in the catalog):

The course will examine the Entrepreneurial Leadership (EL) factors needed to bring about enterprise transformation or transition from start-up and ongoing operations to what is frequently called enterprise building. Theories and related research will be examined, as will "best" and "worst" practices, using case studies, lectures, and outside speakers.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 320 or MGMT 345

Cross-listing, if any:

Is this course repeatable? □ yes  X no  If yes, how many total credit hours may the student earn? ___

F. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: MGMT & MKTG  School: SB  Subject Acronym: ENTR  Course Number: 403

Credit hours:  _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Entrepreneurial Leadership

Course description (maximum 50 words, exactly as it appears in the catalog):

The course will examine the Entrepreneurial Leadership (EL) factors needed to bring about enterprise transformation or transition from start-up and ongoing operations to what is frequently called enterprise building. Theories and related research will be examined, as will "best" and "worst" practices, using case studies, lectures, and outside speakers.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ENTR 200 or MGMT 345

If this is a newly-created course, is it intended to be the equivalent of an existing course? □ yes  □ no
If so, which course? ___________

If equivalent, will the newly-created course replace the existing course? □ yes  □ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ___________
Note: Cross-listed courses are equivalent.

This form was last updated on 12/13/13 and replaces all others.
Is this course repeatable? □ yes ✗ no If yes, how many total credit hours may the student earn? 

Is there an activity, lab, or other fee associated with this course? □ yes ✗ no What is the fee? $_____  

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

G. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change in perquisite only. No changes in costs anticipated.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

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</tbody>
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How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ✗ yes □ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

This form was last updated on 12/13/13 and replaces all others.
J. CHECKLIST.

☒ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.

You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   
   Date: 10/6/14

2. Signature of Academic Dean:
   
   Date: 10/6/14

3. Signature of Provost:
   
   Date: 11/3/14

4. Signature of Business Affairs (only for course fees):
   
   Date: 

   ☐ fee approved on 
   ☐ BOT approval pending

5. Signature of Curriculum Committee Chair:
   
   Date: 

6. Signature of Budget Committee Chair (only for new programs):
   
   Date: 

7. Signature of Academic Planning Committee Chair (only for new programs):
   
   Date: 

8. Signature of Faculty Senate Secretary:
   
   Date: 

Date Approved by Faculty Senate: 

Instructions:
- Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
- Fill out the parts of the form specified in part B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Desplaces  Phone: 3-6446  Email: desplacesd@cofc.edu

Department or Program: Management & Marketing School: Business

Subject Acronym and Course Number: ENT 260!

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☐ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
   ☐ Course Number (you must submit a course deactivation request for the old course number)
   ☐ Course Name
   ☐ Course Description
   ☐ Credit/Contact Hours
   ☐ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

This special topic option would allow the faculty to offer courses as elective that would introduce them to the field of entrepreneurship, including but not limited to First Year Experience, and covering a topic that is currently not covered by existing courses. Furthermore, the special topics option would allow the faculty to test courses before making them available as permanent offerings.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

There are no foreseen impact on programs.

EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

This form was last updated on 12/13/13 and replaces all others.
Course title: Special Topics in Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

An in-depth treatment of a current area of special concern within the field of entrepreneurship.

Restrictions (pre-requisites, co-requisites, majors only, etc.): None

If this is a newly-created course, is it intended to be the equivalent of an existing course? ☐ yes ☐ no If so, which course? ______________

If equivalent, will the newly-created course replace the existing course? ☐ yes ☐ no

Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ______________

Note: Cross-listed courses are equivalent.

Is this course repeatable? ☑ yes ☐ no If yes, how many total credit hours may the student earn?

Is there an activity, lab, or other fee associated with this course? ☐ yes ☑ no What is the fee? $________

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

No special cost associated with offerings.
**H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.**

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the course?</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1. To develop an understanding of entrepreneurial related opportunities.</td>
<td>Each of the courses will have projects and/or assignments that examine the entrepreneurial environment and opportunities. 100% of students will be assessed and required to earn a passing grade.</td>
</tr>
<tr>
<td>2. To demonstrate proficiency in both oral and written communication through the preparation and presentation of projects.</td>
<td>Instructor evaluation of student-prepared documents and presentations.</td>
</tr>
</tbody>
</table>

3.

4.

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How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

The proposed course directly supports the mission and learning goals of the School of Business by offering courses that focus on seeking opportunities; developing quantitative and analytical skills via course pedagogies; and problem solving ability via course pedagogies as they develop the understanding of entrepreneurial opportunities.

---

**I. PROGRAM CHANGES.** Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ☒ yes ☐ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.
J. CHECKLIST.

☑ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
ENTR-260. Special Topics in Entrepreneurship

Professor: TBA
Meeting Times: XX
Office Hours: XXX

Office: BCTR XXX
E-mail: XXX@CofC.edu
Office Phone: (843) 953-XXXX

Course Description:
An in-depth treatment of a current area of special concern within the field of entrepreneurship.

Prerequisites
None unless deemed necessary by the instructor and/or department.

Learning Goals

1. To develop an understanding of entrepreneurial related opportunities.
2. To demonstrate proficiency in both oral and written communication through the preparation and presentation of projects.
3. Objectives vary depending the area selected

School of Business Learning Goals Addressed by this course

At the completion of this course, the student should understand the following:

Communication Skills
Students demonstrate the ability, via both written and spoken word, to effectively present critique and defend ideas in a cogent, persuasive manner.

Global and Civic Responsibility
Students identify and define social, ethical, environmental and economic challenges at local, national and international levels. Students are able to integrate knowledge and skills in addressing these issues.

Intellectual Innovation and Creativity
Students demonstrate their resourcefulness and originality in addressing extemporaneous problems.

Synthesis
Students integrate knowledge from multiple disciplines incorporating learning from both classroom and non-classroom settings in the completion of complex and comprehensive tasks.

Course Materials:
The professor will assign reading materials that are related to the specific learning objectives identified by the student and the firm supervisor.

Grading and Evaluation:

<table>
<thead>
<tr>
<th>EVALUATION</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project 1</td>
<td>25</td>
</tr>
<tr>
<td>Project 2</td>
<td>25</td>
</tr>
<tr>
<td>Final Paper</td>
<td>40</td>
</tr>
<tr>
<td>Final Presentation</td>
<td>10</td>
</tr>
</tbody>
</table>

This form was last updated on 12/13/13 and replaces all others.
|-------------|---------|----|----------|---|-----------|----|----------|----|-----------|---|-----------|----|-----------|---|      |

**FINAL PROJECT**

**General Comments and Guidelines**

Final Projects: Final projects will entail original investigation into any area of the special topic selected.

Scope: As a broad target, final projects should involve approximately 30-40 pages. For groups of more than one person, the total work should scale roughly linearly with the group size, and be distributed roughly equally. An ambitious, well-done project from a group of two or more (or shared between two or more classes) should be on the order of a conference paper in depth of experimentation.

Grading and Milestones: The milestones will be:

- Abstracts due
- Proposals due
- Progress reports due
- Preliminary results due
- 7th In-class presentations
- Final reports due

The abstract is just a short paragraph telling who’s in your group, describing the problem you’ve chosen, sketching the general approach you intend to take and the kinds of data you’re going to need. If you haven’t already spoken to me about project ideas, you should make an appointment and do so before this point (also, please feel free to use the newsgroup to form groups and bounce around ideas). The abstract mainly serves to give me a chance to help you get resources you may need, and to make sure you’ve got a plausible direction in mind.

The proposal is a one page description of what exactly you plan to do, design to convince me that you’ve got a research plan and that you’ve started on the project (or at least starting thinking seriously about it). When you submit your proposals, you should have your groups and topics completely firmed up.

The progress report is a statement of what you’ve accomplished, early numbers, problems, and so on. It can be as short or long as necessary, under a page is fine if all’s going well. At this stage, your project should no longer be vaporware.

The preliminary reports should be 1-2 pages convincing the instructor that your basic implementation is complete, you’ve got some solid results and baselines, and all that you’ve got left is extensions, comparisons, data analysis, and so on.

**College of Charleston Honor Code**

- Students can find the complete Honor Code and all related processes in the Student Handbook at [http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html](http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html).
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Desplaces       Phone: 3-6446       Email: desplacesd@cofc.edu

Department or Program: Management & Marketing  School: Business

Subject Acronym and Course Number: ENTR 360 Special Topics in Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☐ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
    ☐ Course Number (you must submit a course deactivation request for the old course number)
    ☐ Course Name
    ☐ Course Description
    ☐ Credit/Contact Hours
    ☐ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

This special topic option would allow the faculty to offer courses as elective that would introduce them to the field of entrepreneurship and covering a topic that is currently not covered by existing courses. Furthermore, the special topics option would allow the faculty to test courses before making them available as permanent offerings.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will have limited effect on programs.

1. Entrepreneurship Concentration: BSBA students will still be able to take the course as an ENTR elective.

2. Entrepreneurship Minor: ENTR minors will be able to take the course as an ENTR elective.
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: 
School: 
Subject Acronym: 
Course Number: 
Credit hours: __ lab __ seminar __ independent study
Contact hours: __ lab __ seminar __ independent study
Course title: Special Topics in Entrepreneurship
Course description (maximum 50 words, exactly as it appears in the catalog): none
Restrictions (pre-requisites, co-requisites, majors only, etc.): none
Cross-listing, if any:
Is this course repeatable? □ yes □ no 
If yes, how many total credit hours may the student earn? 

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt & Mktg 
School: SB 
Subject Acronym: 
ENTR Course Number: 360
Credit hours: _1-3_ lecture _lab _ seminar __ independent study
Contact hours: ______lecture _lab _ seminar __ independent study
Course title: Special Topics in Entrepreneurship
Course description (maximum 50 words, exactly as it appears in the catalog):
An in-depth treatment of current areas of special concern within the field of entrepreneurship. A maximum of six hours of special topics courses may be applied to towards the business major elective requirement.
Restrictions (pre-requisites, co-requisites, majors only, etc.): Junior standing; other prerequisites depending on the topic
If this is a newly-created course, is it intended to be the equivalent of an existing course? □ yes □ no 
If so, which course? 
If equivalent, will the newly-created course replace the existing course? □ yes □ no 
Note: If yes, you must de activate that course by submitting an additional Course Form.
Cross-listing, if any (submit approval from relevant department): 
Note: Cross-listed courses are equivalent.
Is this course repeatable? □ yes □ no 
If yes, how many total credit hours may the student earn? 6
Is there an activity, lab, or other fee associated with this course? □ yes □ no 
What is the fee? $____
Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

This form was last updated on 12/13/13 and replaces all others.
F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

No special cost associated with offerings.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the course?</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1. To develop an understanding of entrepreneurial related opportunities.</td>
<td>Each of the courses will have projects and/or assignments that examine the entrepreneurial environment and opportunities. 100% of students will be assessed and required to earn a passing grade.</td>
</tr>
<tr>
<td>2. To demonstrate proficiency in both oral and written communication through the preparation and presentation of projects.</td>
<td>Instructor evaluation of student-prepared documents and presentations.</td>
</tr>
<tr>
<td>3.</td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td></td>
</tr>
</tbody>
</table>

How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

The proposed course directly supports the mission and learning goals of the School of Business by offering courses that focus on seeking opportunities; developing quantitative and analytical skills via course pedagogies; and problem solving ability via course pedagogies as they develop the understanding of entrepreneurial opportunities.

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration?  ☒ yes  ☐ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.
J. CHECKLIST.

☑ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
ENTR-360. Special Topics in Entrepreneurship

Professor: TBA
Meeting Times: XX
Office Hours: XXX

Office: BCTR XXX
E-mail: XXX@CofC.edu
Office Phone: (843) 953-XXXX

Course Description:
An in-depth treatment of current areas of special concern within the field of entrepreneurship. A maximum of six hours of special topics courses may be applied to towards the business major elective requirement.

Prerequisites
Junior standing; other prerequisites may vary depending on the nature of the placement.

Learning Goals
1. To develop an understanding of entrepreneurial related opportunities.
2. To demonstrate proficiency in both oral and written communication through the preparation and presentation of projects.
3. Objectives varies depending the area selected

School of Business Learning Goals Addressed by this course
At the completion of this course, the student should understand the following:

Communication Skills
Students demonstrate the ability, via both written and spoken word, to effectively present critique and defend ideas in a cogent, persuasive manner.

Global and Civic Responsibility
Students identify and define social, ethical, environmental and economic challenges at local, national and international levels. Students are able to integrate knowledge and skills in addressing these issues.

Intellectual Innovation and Creativity
Students demonstrate their resourcefulness and originality in addressing extemporaneous problems.

Synthesis
Students integrate knowledge from multiple disciplines incorporating learning from both classroom and non-classroom settings in the completion of complex and comprehensive tasks.

Course Materials:
The professor will assign reading materials that are related to the specific learning objectives identified by the student and the firm supervisor.

Grading and Evaluation:

<table>
<thead>
<tr>
<th>EVALUATION</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Project 1</td>
<td>25%</td>
</tr>
<tr>
<td>Project 2</td>
<td>25%</td>
</tr>
<tr>
<td>Final Paper</td>
<td>40%</td>
</tr>
</tbody>
</table>

This form was last updated on 12/13/13 and replaces all others.
Final Presentation 10%

<table>
<thead>
<tr>
<th>LETTER GRADE</th>
</tr>
</thead>
<tbody>
<tr>
<td>C+</td>
</tr>
<tr>
<td>B-</td>
</tr>
<tr>
<td>B</td>
</tr>
<tr>
<td>B+</td>
</tr>
<tr>
<td>A-</td>
</tr>
<tr>
<td>A</td>
</tr>
</tbody>
</table>

Final Project

General Comments and Guidelines

Final Projects: Final projects will entail original investigation into any area of the special topic selected

Scope: As a broad target, final projects should involve approximately 30-40 pages. For groups of more than one person, the total work should scale roughly linearly with the group size, and be distributed roughly equally. An ambitious, well-done project from a group of two or more (or shared between two or more classes) should be on the order of a conference paper in depth of experimentation.

Grading and Milestones: The milestones will be:

- Abstracts due
- Proposals due
- Progress reports due
- Preliminary results due
- 7th In-class presentations
- Final reports due

The abstract is just a short paragraph telling who's in your group, describing the problem you've chosen, sketching the general approach you intend to take and the kinds of data you're going to need. If you haven't already spoken to me about project ideas, you should make an appointment and do so before this point (also, please feel free to use the newsgroup to form groups and bounce around ideas). The abstract mainly serves to give me a chance to help you get resources you may need, and to make sure you've got a plausible direction in mind.

The proposal is a one page description of what exactly you plan to do, design to convince me that you've got a research plan and that you've started on the project (or at least starting thinking seriously about it). When you submit your proposals, you should have your groups and topics completely firmed up.

The progress report is a statement of what you've accomplished, early numbers, problems, and so on. It can be as short or long as necessary, under a page is fine if all's going well. At this stage, your project should no longer be vaporware.

The preliminary reports should be 1-2 pages convincing the instructor that your basic implementation is complete, you've got some solid results and baselines, and all that you've got left is extensions, comparisons, data analysis, and so on.

College of Charleston Honor Code

- Students can find the complete Honor Code and all related processes in the Student Handbook at http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

• In section A, list ALL of the forms covered by this signature page. *If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.*
• You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:

   
   
   Date: 10/16/14

2. Signature of Academic Dean:

   
   
   Date: 10/16/14

3. Signature of Provost:

   
   
   Date: 11/3/14

4. Signature of Business Affairs (only for course fees):

   
   
   Date: ____________  
   
   □ fee approved on ____________  
   □ BOT approval pending

5. Signature of Curriculum Committee Chair:

   
   
   Date: ____________

6. Signature of Budget Committee Chair (only for new programs):

   
   
   Date: ____________

7. Signature of Academic Planning Committee Chair (only for new programs):

   
   
   Date: ____________

8. Signature of Faculty Senate Secretary:

   
   
   Date: ____________

Date Approved by Faculty Senate: ____________
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Desplaces Phone: 3-6446 Email: desplacesd@cofc.edu

Department or Program: Management & Marketing School: Business

Subject Acronym and Course Number: ENTR 420 Independent Study in Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☒ Add a New Course (complete parts C, D, F, G, H, I, J)
☐ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☐ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

This special topic option would allow students to study or research a special topics under the guidance of a faculty a topic that is currently not covered by existing courses. Furthermore it supports the Honor's College option of competing a bachelor's essay in the discipline.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will have limited effect on programs.

1. Entrepreneurship Concentration: BSBA students will still be able to take the course as an ENTR elective.

2. Entrepreneurship Minor: ENTR minors will be able to take the course as an ENTR elective.

This form was last updated on 12/13/13 and replaces all others.
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: 
School: 
Subject Acronym: 
Course Number: 

Credit hours: ___ lab ___ seminar ___ independent study
Contact hours: ___ lab ___ seminar ___ independent study

Course title: Special Topics in Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

Restrictions (prerequisites, corequisites, majors only, etc.): none

Cross-listing, if any:

Is this course repeatable? □ yes □ no 
If yes, how many total credit hours may the student earn?

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt&Mktg 
School: SB 
Subject Acronym: 
ENTR Course Number: 420

Credit hours: ___ lecture ___ lab ___ seminar ___ 1-3 ___ independent study
Contact hours: ___ lecture ___ lab ___ seminar ___ independent study

Course title: Independent study in Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

The student will select a reading or research project in consultation with a faculty member, who will guide the work and determine the hours of credit that may be allowed. A maximum of six hours of independent study courses may be applied towards the business major electives requirement.

Restrictions (prerequisites, corequisites, majors only, etc.): Junior standing; written agreement with instructor

If this is a newly-created course, is it intended to be the equivalent of an existing course? □ yes □ no
If so, which course? __________________

If equivalent, will the newly-created course replace the existing course? □ yes □ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): __________________
Note: Crosslisted courses are equivalent.

Is this course repeatable? X yes □ no 
If yes, how many total credit hours may the student earn? 6

Is there an activity, lab, or other fee associated with this course? □ yes X no 
What is the fee? $ _____
Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

This form was last updated on 12/13/13 and replaces all others.
F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

No special cost associated with offerings.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

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<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1. To develop an in depth understanding of an entrepreneurial related topic.</td>
<td>Research projects that examine a particular project of interest to both the student and the faculty advisor. 100% of students will be assessed and required to earn a passing grade in their report.</td>
</tr>
<tr>
<td>2. To write a high quality research paper in a chosen area of interest in entrepreneurship.</td>
<td>Research projects that examine a particular topic of interest to both the student and the faculty advisor. 100% of students will be assessed and required to earn a passing grade in their report.</td>
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<tr>
<td>2.</td>
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<td>3.</td>
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</table>

How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

The proposed course directly supports the mission and learning goals of the School of Business by offering courses that focus on seeking opportunities; developing quantitative and analytical skills via course pedagogies; and problem solving ability via course pedagogies as they develop the understanding of entrepreneurial opportunities.

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ☒ yes ☐ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.
J. CHECKLIST.

☒ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
ENTR-420. Independent Study in Entrepreneurship

Professor: TBA
Meeting Times: XX
Office Hours: XXX

Office: BCTR XXX
E-mail: XXX@CofC.edu
Office Phone: (843) 953-XXXX

Course Description:
The student will select a reading or research project in consultation with a faculty member, who will guide the work and determine the hours of credit be allowed. A maximum of six hours of independent study courses may be applied towards the business major elective requirement.

Prerequisites
Junior standing; other prerequisites may vary depending on the nature of the placement.

Learning Goals
1. To develop an in depth understanding of entrepreneurial related topic.
2. To write a high quality research paper in a chosen area of interest in entrepreneurship.
3. Objectives varies depending the area selected

School of Business Learning Goals Addressed by this course
At the completion of this course, the student should understand the following:

Communication Skills
Students demonstrate the ability, via both written and spoken word, to effectively present critique and defend ideas in a cogent, persuasive manner.

Global and Civic Responsibility
Students identify and define social, ethical, environmental and economic challenges at local, national and international levels. Students are able to integrate knowledge and skills in addressing these issues.

Intellectual Innovation and Creativity
Students demonstrate their resourcefulness and originality in addressing extemporaneous problems.

Synthesis
Students integrate knowledge from multiple disciplines incorporating learning from both classroom and non-classroom settings in the completion of complex and comprehensive tasks.

Course Materials:
The professor will assign reading materials that are related to the specific learning objectives identified by the student and the firm supervisor.

Grading and Evaluations

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<tbody>
<tr>
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<td>Project 2</td>
<td>25%</td>
</tr>
<tr>
<td>Final Paper</td>
<td>40%</td>
</tr>
</tbody>
</table>

This form was last updated on 12/13/13 and replaces all others.
FINAL PROJECT
General Comments and Guidelines

Final Projects: Final projects will entail original investigation into any area of the special topic selected.

Scope: As a broad target, final projects should involve approximately 30-40 pages. For groups of more than one person, the total work should scale roughly linearly with the group size, and be distributed roughly equally. An ambitious, well-done project from a group of two or more (or shared between two or more classes) should be on the order of a conference paper in depth of experimentation.

Grading and Milestones: The milestones will be:

- Abstracts due
- Proposals due
- Progress reports due
- Preliminary results due
- 7th In-class presentations
- Final reports due

The abstract is just a short paragraph telling who’s in your group, describing the problem you’ve chosen, sketching the general approach you intend to take and the kinds of data you’re going to need. If you haven’t already spoken to me about project ideas, you should make an appointment and do so before this point (also, please feel free to use the newsgroup to form groups and bounce around ideas). The abstract mainly serves to give me a chance to help you get resources you may need, and to make sure you’ve got a plausible direction in mind.

The proposal is a one page description of what exactly you plan to do, design to convince me that you’ve got a research plan and that you’ve started on the project (or at least starting thinking seriously about it). When you submit your proposals, you should have your groups and topics completely firmed up.

The progress report is a statement of what you’ve accomplished, early numbers, problems, and so on. It can be as short or long as necessary, under a page is fine if all’s going well. At this stage, your project should no longer be vaporware.

The preliminary reports should be 1-2 pages convincing the instructor that your basic implementation is complete, you’ve got some solid results and baselines, and all that you’ve got left is extensions, comparisons, data analysis, and so on.

College of Charleston Honor Code

- Students can find the complete Honor Code and all related processes in the Student Handbook at http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html.

This form was last updated on 12/13/13 and replaces all others.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

- In section A, list ALL of the forms covered by this signature page. *If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.*
- You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   
   Date: 10/16/14

2. Signature of Academic Dean:
   
   Date: 10/16/14

3. Signature of Provost:
   
   Date: 11/3/14

4. Signature of Business Affairs (only for course fees):

5. Signature of Curriculum Committee Chair:

   Date: ____________

6. Signature of Budget Committee Chair (only for new programs):

   Date: ____________

7. Signature of Academic Planning Committee Chair (only for new programs):

   Date: ____________

8. Signature of Faculty Senate Secretary:

   Date: ____________

Date Approved by Faculty Senate: ____________

☐ fee approved on ____________
☐ BOT approval pending
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Desplaces
Phone: 3-6446
Email: desplacesd@cofc.edu

Department or Program: Management & Marketing School: Business

Subject Acronym and Course Number: ENTR 499 Bachelor’s Essay in Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☐ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☐ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

This course listing provides the opportunity for students to considering an in depth study of the topic as part of the Honor’s College experience in their senior.

IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will have limited effect on programs.

1. Entrepreneurship Concentration: BSBA students will still be able to take the course as an ENTR elective.

2. Entrepreneurship Minor: ENTR minors will be able to take the course as an ENTR elective.
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: 
School: 
Subject Acronym: 
Course Number: 
Credit hours: ___ lab ___ seminar ___ independent study
Contact hours: ___ lab ___ seminar ___ independent study

Course title: Special Topics in Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

Restrictions (pre-requisites, co-requisites, majors only, etc.): none

Cross-listing, if any:

Is this course repeatable? ☐ yes ☐ no If yes, how many total credit hours may the student earn? —

D. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt&Mktg School: SB Subject Acronym: ENTR Course Number: 499
Credit hours: __ lecture ___ lab ___ seminar ___ independent study
Contact hours: ___ lecture ___ lab ___ seminar ___ independent study

Course title: Bachelor's Essay

Course description (maximum 50 words, exactly as it appears in the catalog):

A year long research and writing project completed during the senior year under the close supervision of a tutor from the school. The student must take the initiative in seeking a tutor in both the design and the supervision of the project. A project proposal must be submitted in writing and approved by the school prior to registration for the course.

Restrictions (pre-requisites, co-requisites, majors only, etc.): Senior standing.

If this is a newly-created course, is it intended to be the equivalent of an existing course? ☐ yes ☐ no
If so, which course? __________

If equivalent, will the newly-created course replace the existing course? ☐ yes ☐ no
Note: If yes, you must dectivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): __________
Note: Cross-listed courses are equivalent.

Is this course repeatable? ☒ yes ☐ no If yes, how many total credit hours may the student earn? 6

Is there an activity, lab, or other fee associated with this course? ☐ yes ☒ no What is the fee? $____
Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.
H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

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<td>What will students know and be able to do when they complete the course?</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1. To conduct independent, in-depth research in a selected area of interest in entrepreneurship</td>
<td>The student will have the supervision of an advisor to guide him/her during the research. The student will meet with the advisor on a regular basis (weekly is recommended) to assure the student is in a good understanding of the research methods chosen. The advisor will assess the student improvements and provide feedback.</td>
</tr>
<tr>
<td>2. To write a high quality research paper in a chosen area of interest in entrepreneurship.</td>
<td>Research projects that examine a particular project of interest to both the student and the faculty advisor. 100% of students will be assessed and required to earn a passing grade in their report. Second reviewer will be required to complete the assessment of work completed before passing grader is issued in accordance with Honor's College guidelines.</td>
</tr>
<tr>
<td>3. To broaden entrepreneurship knowledge not obtained in the classroom.</td>
<td>The student will address in the final paper how the research adds to the learning obtained in the classroom.</td>
</tr>
<tr>
<td>4.</td>
<td></td>
</tr>
</tbody>
</table>

How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

The proposed course directly supports the mission and learning goals of the School of Business by offering courses that focus on seeking opportunities; developing quantitative and analytical skills via course pedagogies; and problem solving ability via course pedagogies as they develop the understanding of entrepreneurial opportunities.

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration?  [x] yes  [ ] no
If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

J. CHECKLIST.

☒ I have completed all relevant parts of the form.
☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.
☐ (For new courses only) I have attached a syllabus.
☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.
☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.
☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
ENTR 499 Bachelor's Essay Entrepreneurship

Professor: TBA
Office Hours: XXX

Office: BCTR XXX
Email: XXX@CofC.edu
Office Phone: (843) 953-XXXX

Course Description:
A year long research and writing project completed during the senior year under the close supervision of a tutor from the school. The student must take the initiative in seeking a tutor in both the design and the supervision of the project. A project proposal must be submitted in writing and approved by the school prior to registration for the course.

Prerequisites
Senior standing. Additionally, this course is only available to Honors students completing a major in Entrepreneurship

Learning Goals
1. To conduct independent, in-depth research in a selected area of interest in entrepreneurship.
2. To write a high quality research paper in a chosen area of interest in entrepreneurship.
3. To broaden entrepreneurship knowledge not obtained in the classroom.

School of Business Learning Goals Addressed by this course
At the completion of this course, the student should understand the following:

Communication Skills
Students demonstrate the ability, via both written and spoken word, to effectively present, critique and defend ideas in a cogent, persuasive manner.

Quantitative Fluency
Students demonstrate competency in logical reasoning and data analysis skills.

Global and Civic Responsibility
Students identify and define social, ethical, environmental and economic challenges at local, national and international levels. Students are able to integrate knowledge and skills in addressing these issues.

Intellectual Innovation and Creativity
Students demonstrate their resourcefulness and originality in addressing extemporaneous problems.

Synthesis
Students integrate knowledge from multiple disciplines incorporating learning from both classroom and non-classroom settings in the completion of complex and comprehensive tasks.

Course Materials:
The professor will assign reading materials that are related to the specific learning objectives identified by the student and the professor.
Grading and Evaluation:

<table>
<thead>
<tr>
<th>EVALUATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor's Essay</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LETTER GRADE</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;= 93</td>
<td>A</td>
</tr>
<tr>
<td>90-92.99</td>
<td>A-</td>
</tr>
<tr>
<td>86-89.99</td>
<td>B+</td>
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<tr>
<td>83-85.99</td>
<td>B</td>
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<tr>
<td>80-82.99</td>
<td>B-</td>
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<td>76-79.99</td>
<td>C+</td>
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<tr>
<td>73-75.99</td>
<td>C</td>
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<tr>
<td>70-72.99</td>
<td>C-</td>
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<td>66-69.99</td>
<td>D+</td>
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<td>63-65.99</td>
<td>D</td>
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<tr>
<td>60-62.99</td>
<td>D-</td>
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<tr>
<td>&lt; 60</td>
<td>F</td>
</tr>
</tbody>
</table>

A quality bachelor’s essay will reflect careful, critical and thorough investigation of the chosen topic. The paper will also be well-written (i.e. free of spelling, grammar, punctuation and formatting errors) in APA academic style. The following rubric will be used to evaluate the final essay:

<table>
<thead>
<tr>
<th>Base</th>
<th>Criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td>100-90</td>
<td>All sections are thoroughly and insightfully completed. All narratives, profiles, and relevant sections are factually accurate and documented. Lots of facts and data to support the claims. The student clearly demonstrates a superior level of analytical reasoning and critical thinking based on the student’s analysis. The paper is well-written and put together with care (page breaks, layout, etc. are appropriately placed. The paper is grammatically correct and the level of writing is appropriate to an undergraduate senior in the Supply Chain Management major.</td>
</tr>
<tr>
<td>89-80</td>
<td>All or most sections are adequately and factually accurate. All sections are included and reasonably prepared. Most sections include data or references to support assertions and are appropriately documented. A large amount of analytical reasoning and critical thinking is evident. Writing and layout may contain a few errors, but most of the document is relatively clean.</td>
</tr>
<tr>
<td>79-70</td>
<td>Some (few) sections are rather shallow and superficial, lacking any significant insight and/or a few are missing in the document. Some to little data was provided to support claims, and documentation is either incorrect or missing. Some of the sections may contain factually inaccurate data and the layout may be sloppy and/or done without care. Writing may be fair to poor containing several errors and style is poor or inappropriate for a formal document.</td>
</tr>
<tr>
<td>69 or less</td>
<td>The paper is extremely poor and/or some sections are missing. The sections are very superficial and little documentation is provided, and/or the sections deviate from the required format. Errors/inconsistencies are evident. Writing contains several to many errors and grammar is poor. In short, it appears that the paper was written “at the last minute” and didn’t reflect much thought.</td>
</tr>
</tbody>
</table>

A bachelor’s essay should be conducted over two semesters, although it may be conducted in one semester if the advisor approves. Students conducting research involving human subjects must complete Institutional Review Board (IRB) training through the CITI program and file an application for IRB approval.

Advisors will provide continual feedback during development of the research project. Students should have a final draft of their bachelor’s essay completed and submitted to their advisor at least seven weeks before commencement. Second readers will have a final revised draft of the bachelor’s essay at least four weeks before commencement. There is no specific page requirement. However, quality bachelor’s essays will typically exceed 10,000 words.

College of Charleston Honor Code
- Students can find the complete Honor Code and all related processes in the Student Handbook at [http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html](http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html).
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

- In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
- You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director: 
   ________________________________ Date: 10/16/14

2. Signature of Academic Dean: 
   ________________________________ Date: 9/10/14

3. Signature of Provost: 
   ________________________________ Date: 11/3/14

4. Signature of Business Affairs (only for course fees): 
   ________________________________ Date: 
   □ fee approved on ____________
   □ BOT approval pending

5. Signature of Curriculum Committee Chair: 
   ________________________________ Date: 

6. Signature of Budget Committee Chair (only for new programs): 
   ________________________________ Date: 

7. Signature of Academic Planning Committee Chair (only for new programs): 
   ________________________________ Date: 

8. Signature of Faculty Senate Secretary: 
   ________________________________ Date: 

Date Approved by Faculty Senate: ________________
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
- Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
- Fill out the parts of the form specified in part B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Desplaces Phone: 6446 Email: desplacesd@cofc.edu

Department or Program: Management and Marketing School: School of Business

Subject Acronym and Course Number: ENTR 405

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☐ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☐ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☒ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Course has been transferred back to MGMT 405 (original discipline course based on the content of the course). The content of the course was always and remains management discipline based although it has application for small business operations.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

The course will remain an elective course for the ENTR concentration (see other forms) and other students within the school of business.

This form was last updated on 12/13/13 and replaces all others.
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: Management and Marketing    School: Business    Subject Acronym: ENTR    Course Number: 405

Credit hours: 3 lecture __ lab __ seminar __ independent study
Contact hours: 3 lecture __ lab __ seminar __ independent study

Course title: Small Business Management

Course description (maximum 50 words, exactly as it appears in the catalog):

This course deals with the overall management of small firms. Students will work on cases provided by the instructor. The cases require that students help real businesses solve problems in the accounting, finance, management and marketing areas.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ACCT 203, 204, ENTR 320, MGMT 301, MKTG 302, FINC 303, ECON 200, 201 and MATH 104; junior standing.

Cross-listing, if any:

Is this course repeatable? □ yes  □ no  If yes, how many total credit hours may the student earn? ___

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: School: Subject Acronym: Course Number:

Credit hours: ___ lecture ___ lab ___ seminar ___ independent study
Contact hours: ___ lecture ___ lab ___ seminar ___ independent study

Course title:

Course description (maximum 50 words, exactly as it appears in the catalog):

Restrictions (pre-requisites, co-requisites, majors only, etc.):

If this is a newly-created course, is it intended to be the equivalent of an existing course? □ yes  □ no
If so, which course? ____________

If equivalent, will the newly-created course replace the existing course? □ yes  □ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ______________
Note: Cross-listed courses are equivalent.

Is this course repeatable? □ yes  □ no  If yes, how many total credit hours may the student earn? ___

Is there an activity, lab, or other fee associated with this course? □ yes  □ no  What is the fee? $________
Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

This form was last updated on 12/13/13 and replaces all others.
F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
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<td>1.</td>
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<td>2.</td>
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<td>3.</td>
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<td></td>
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</tbody>
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How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration?  □ yes  □ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.
J. CHECKLIST.

☒ I have completed all relevant parts of the form.

☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☒ I have submitted one Signature Form that lists all of the different forms I am submitting.
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
- Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
- Fill out the parts of the form specified in part B. You must do this before your request can move forward!
- Remember that your changes will not be implemented until the next catalog year at the earliest.
- If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: David Desplaces
Phone: 3-6446
Email: desplacesd@cofc.edu

Department or Program: Management & Marketing
School: Business

Subject Acronym and Course Number: MGM405, Small Business Management

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☐ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☒ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Three changes are being proposed. First changing the discipline of the course from ENTR to MGM. Second changing the prerequisites for the course. And last change in wording of the course description.

The change of discipline (reactivation of previous number under same name) reflects the fact that the course has been designed and delivered from the management perspective specifically using the consulting approach. The consulting approach looks at issues of management and operations, and the interface of the running of the business and its interaction with various stakeholders and environmental elements (including competition). It is important to add that the course was originally offered under MGMT but switched to ENTR as we sought to populate course offerings in the then new ENTR concentration. Furthermore, the below drop of prerequisites reflects that no ENTR background is currently required for the course.

The second change being proposed seeks to change the prerequisites for MGMT 405. Currently the course has ACCT 203, 204, ENTR 320, MGMT 301, MKTG 302, FINC 303, ECON 200, 201 and MATH 104. We are proposing to drop ACCT 203 and 204, ENTR 320, MKTG 302, FINC 303, ECON 201, and MATH 104, and add of Coreq of DSCI 304 or 314 (314 course is partially the content of DSCI 304 for INTB majors). ECON 200 helps the students understand the factors effect resource allocation, pricing and other problems or policies effecting a business. Since the course focuses on how to run the business by reviewing the operating and managing of a business, the focus lays on management (keeping MGMT 301) and operations over other disciplines (DSCI 304 or 314 depending on major). These last courses are proposed as coreqs because only an introduction to operations is necessary to successfully master the content of the course. This course

This form was last updated on 12/13/13 and replaces all others.
is not a survey course but a course narrowly focused on improving the operation of a business through management best practices only (reason the other courses are being deleted as pre-reqs).

The last change is the change in course description. The course must reflect the content (management course) and focus (improving the management of small businesses including their operations). Students are not proficient or equipped to undertake a review of accounting and finance performance of a business although they might encounter limited principles of accounting and finance (found mostly in ECON 200).

Previous course description: This course deals with the overall management of small firms. Students will work on cases provided by the instructor. The cases require that students help real businesses solve problems in the accounting, finance, management and marketing areas.

The new course description as proposed (bold shows added wording): This course deals with the overall management of small firms. Students will work on written and live cases provided by the instructor including consultancy opportunities. The cases require that students help real businesses solve problems in management and/or operational areas.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

These proposed changes will have limited effect on programs.

1. Entrepreneurship Concentration: BSBA students will still be able to take the course as a MGMT elective instead of an ENTR and have relevant prerequisites.

2. Entrepreneurship Minor: ENTR minors will be able to take the course as a MGMT elective instead of an ENTR and have relevant prerequisites.
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: Mgmt&Mktg School: SB Subject Acronym: MGMT Course Number: 405

Credit hours: 3 lecture lab seminar independent study
Contact hours: 3 lecture lab seminar independent study

Course title: New Venture Planning

Course description (maximum 50 words, exactly as it appears in the catalog):

Student teams learn to evaluate small businesses by conducting through a consultancy approach an assessment of the business operation, research recommendations to improve the management of the business, investigate the feasibility of the options presented, and provide actionable steps to implement any changes to improve operations/management of the business. Topics include operations, basic accounting, and management and HR practices.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ECON 202, MGMT 301, Coreqs: DISCI 304 or 314

Cross-listing, if any:

Is this course repeatable? ☐ yes ☒ no If yes, how many total credit hours may the student earn? __

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt&Mktg School: SB Subject Acronym: MGMT Course Number: 405

Credit hours: 3 lecture lab seminar independent study
Contact hours: 3 lecture lab seminar independent study

Course title: Small Business Management

Course description (maximum 50 words, exactly as it appears in the catalog):

This course deals with the overall management of small firms. Students will work on written and live cases provided by the instructor including consultancy opportunities. The cases require that students help real businesses solve problems in management and/or operational areas.

Restrictions (pre-requisites, co-requisites, majors only, etc.): ECON 202, MGMT 301, Co-reqs: DISCI 304 or 314

If this is a newly-created course, is it intended to be the equivalent of an existing course? ☐ yes ☒ no
If so, which course? ___________

If equivalent, will the newly-created course replace the existing course? ☐ yes ☒ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ___________
Note: Cross-listed courses are equivalent.

Is this course repeatable? ☐ yes ☒ no If yes, how many total credit hours may the student earn? __

This form was last updated on 12/13/13 and replaces all others.
Is there an activity, lab, or other fee associated with this course? ☐ yes ✔ no What is the fee? $____

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change limited to discipline assignment but not costs associated with changes.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

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<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1. To identify the principles of small business management and be able to teach others their importance in the context of small business development and operation.</td>
<td>Through case analysis students will apply the principles of small business management which will also be tested weekly through quizzes. Case analysis will be used to measure their mastery of the concepts with a required passing grade on assignments required to show evidence of mastery.</td>
</tr>
<tr>
<td>2. To describe how to effectively manage a small business.</td>
<td>Through the consulting project students will get to learn (real businesses facing management and/or operational issues) how to identify small business areas of improvements including developing actionable solutions.</td>
</tr>
<tr>
<td>3. To be able to carry out an entrepreneurship community-based project in teams including providing actionable solutions, and make a professional presentation of their results.</td>
<td>Using a consultancy approach (including use of specially designed assessment forms, observations of businesses, and weekly individual reports) students will demonstrate their ability to act as professionals complemented by instructor evaluation of student-prepared documents and presentations.</td>
</tr>
</tbody>
</table>

This form was last updated on 12/13/13 and replaces all others.
How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ☒ yes ☐ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

J. CHECKLIST.

☒ I have completed all relevant parts of the form.
☐ I have attached a cover letter that describes my request and lists all the documents I am submitting.
☐ (For new courses only) I have attached a syllabus.
☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.
☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.
☐ I have submitted one Signature Form that lists all of the different forms I am submitting.
MGMT 405 Small Business Management

Class Days: xxxx
Class Hours: xxx
Class Location: xxxxx
Instructor: Professor David Desplaces but call me "Prof. D"

Office Location: 327 Beatty Center, 5 Liberty Street
Office Phone: 843-953-6446
Fax Number: 843-953-5697
Email: desplacesd@cofc.edu

Course Description: This course deals with the overall management of small firms. Students will work on written and live cases provided by the instructor including consultancy opportunities. The cases require that students help real businesses solve problems in management and/or operational areas.

Course Prerequisites: Junior standing; ECON 200, MGMT 301, Coreqs: DSCI 304 or 314.


Supplemental Readings or materials distributed on WebCT

Course Learning Objectives:

- To identify the principles of small business management and be able to teach others their importance in the context of small business development and operation.
- To describe how to effectively manage a small business.
- To be able to carry out an entrepreneurship community-based project in teams including providing actionable solutions, and make a professional presentation of their results.

Classroom Format:
The material will be conveyed through a combination of reading assignments, limited lectures, discussions, movies, case analyses and structured individual and group exercises. All assigned readings, exercises, videos, and cases should be viewed or read prior to the due day. All students are expected to have access to their account on WebCT and are responsible for keeping their e-mail account active. Course materials will be placed there and you should regularly check-in for announcements and updates. Make sure you update your WebCT profile to reflect your active e-mail account otherwise you will not get my e-mails.

Task groups are increasingly pervasive in all organizations today even for an entrepreneur, and therefore will be the preferred experiential format for the class. As such, it is important for you to learn how to effectively participate in and to some extent manage a group, both inside and outside the classroom. You will have to plan and manage your group's

This form was last updated on 12/13/13 and replaces all others.
activities in order to complete a high quality group project (effective) in a timely manner (efficient) according to quality and social guidelines (ethics).

Expected Norms:
Several norms are also important for effective teams. Responsibility is an important aspect of this class. Your most important allegiance should be to your group. More importantly attempt to adhere to your group norms. In short, act maturely by keeping them informed and treating them the way you would prefer to be treated. Then everything should go smoothly.

Participation is also strongly recommended. Effective participation requires reading assignments before class and making relevant comments during class and more importantly our various visits. Attendance and punctuality are needed for any successful organization.

Another important norm is involvement. You should be involved in class, and in your group. It is difficult to learn to manage passively. You will be asked to discuss chapter cases and get involved in learning exercises. Involvement is needed for them to succeed. In addition, you should view this course as an opportunity to practice making decisions in a relatively safe environment. Get involved, and more importantly take calculated risks!

Final Grades:
Since I am the steward of learning, my goal is for students to take charge of their individual learning. I want everyone student to do well in the course, however, you should understand what I expect of you. This syllabus serves as your contract of your learning with me. You have rights as well as responsibilities.

Grading*:
Case Analysis (3) 300 points
Quizzes 100 points
EG Consulting Logs 200 points
EG Consulting Report 200 points
EG Consulting Presentation 100 points
Class Participation/Attendance 100 points

1000 points

* assignment will be marked a full letter grade down every 24 hours it is late and it will NOT be accepted 3 days after the due date. Exams not taken or projects not turned in at all are graded as a "Zero".

Course Grade Scale (Percentage)
CASE ANALYSIS

Students will be asked to complete a short analysis (3-5 pages only) cases in preparation for the EG Project. All case analyses are completed as a group but focused on analyzing franchise opportunities. Group grade will be assigned unless the instructor feels otherwise. Group members will be required to complete a group evaluation at the end of each case analysis. More details will be provided by the instructor. Each group will be assigned to make a 10 minute presentation of their findings and the class will engage in a general discussion of findings and recommendations.

QUIZZES

You will be quizzed weekly on the chapter(s) due. The quiz will only take 5 minutes and given at the beginning of class only. The quiz should cover some basic understanding of the chapter, which should demonstrate that you have read the materials before class. You will be allowed to drop quizzes from your final grade at the end of the semester. I do not know how many yet. There is no make up for late arrival or missed quizzes. No EXCEPTIONS.

ECONOMIC GARDENING PROJECT

The Economic Gardening (EG) Project is a partnership between the School of Business and the City of Charleston’s Minority Business Enterprise Office/Chamber of Commerce. It offers unique applied learning and business experience opportunities to students that includes both inside and outside of the classroom exposure to small business development and management. This project empowers students to help owners conduct a business needs assessment. In return, the students will learn how the business practices they have been taught in the classroom are applied in the real world. The goal is to craft a better road to success for these businesses.

The EG concept was created to provide a wide variety of business services to small- and medium-sized companies. It is designed to leverage a collaborative group of private, public and academic resources to provide these services in support of Charleston area business development initiatives, realizing that sustaining a robust and vibrant state economy is largely dependent on job growth and an ability to compete in the global market environment.

Students may add the following component to their resume:

Economic Gardening Project Spring 20xx
Student Consultant, College of Charleston
• Conduct a complete business needs assessment
• Develop actionable solutions
• Create client report and presentation of findings

ATTENDANCE AND PARTICIPATION

Attendance in the course is mandatory. In order to foster lively and informed follow-up discussion as well as developing critical analytical skills it is necessary to be prepared for and to participate in every class. This requires active discussion, presence and engagement all designed to promote individual and class learning. Entering class after instruction has begun is unacceptable and rude and therefore students will be considered absent after the first 5 minutes of class (Students who are hospitalized, or away on College Sponsored Functions, will not be marked absent, however work missed will have to be made up. If you are going to be absent you must turn in your assignments to me via e-mail before the start of class to be considered for full credit.)

Class Participation points will be assessed as follows:

• 100 points = Perfect attendance and consistently substantive participation.
• 90 points = Perfect attendance and regular class participation.
• 75 points = Consistent attendance (no more than 3 absence); infrequent or no class participation.
• 0 points = Missed more than 5 classes (regardless of participation in course)

College of Charleston Honor Code

• Students can find the complete Honor Code and all related processes in the Student Handbook at http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

- In section A, list ALL of the forms covered by this signature page. If you submit a form that is not listed in A, your proposal will be held back until we receive a new, updated signature page.
- You must obtain the signature of your department chair and dean before submitting your proposal.

A. FORMS COVERED BY THIS SIGNATURE PAGE. List each form you are submitting—for instance, PSYC 383, Course Form; PSYC, Change of Major Form; PSYC, Change of Minor Form.

ENTR 200 Course Form
Minor Form (Add a new minor)

B. APPROVAL AND SIGNATURES.

1. Signature of Department Chair or Program Director:
   ____________________________ Date: 10/16/14

2. Signature of Academic Dean:
   ____________________________ Date: 10/16/14

3. Signature of Provost:
   ____________________________ Date: 11/3/14

4. Signature of Business Affairs (only for course fees):
   ____________________________ Date: ____________

5. Signature of Curriculum Committee Chair:
   ____________________________ Date: ____________

6. Signature of Budget Committee Chair (only for new programs):
   ____________________________ Date: ____________

7. Signature of Academic Planning Committee Chair (only for new programs):
   ____________________________ Date: ____________

8. Signature of Faculty Senate Secretary:
   ____________________________ Date: ____________

Date Approved by Faculty Senate: __________________
FACULTY CURRICULUM COMMITTEE
COURSE FORM

Instructions:
• Please fill out one of these forms for each course you are adding, changing, deactivating, or reactivating.
• Fill out the parts of the form specified in part B. You must do this before your request can move forward!
• Remember that your changes will not be implemented until the next catalog year at the earliest.
• If you have questions, start by checking the instructions on the website. Please feel free to contact the committee chairs with any remaining questions you might have.

A. CONTACT/COURSE INFORMATION.

Name: Kelly Shaver Phone: 3-2276 Email: shaverk@cofc.edu

Department or Program: Management & Marketing School: Business

Subject Acronym and Course Number: ENTR 375, Research in Entrepreneurship

Catalog Year in which changes will take effect: FALL 2015

B. TYPE OF REQUEST. Please check all that apply, then fill out the specified parts of the form.

☐ Add a New Course (complete parts C, D, F, G, H, I, J)
☒ Change Part of an Existing Course (complete parts C, D, E, F, G, I, J)
☐ Course Number (you must submit a course deactivation request for the old course number)
☐ Course Name
☐ Course Description
☐ Credit/Contact Hours
☒ Restrictions (prerequisites, co-requisites, junior/senior standing, etc.)
☐ Deactivate an Existing Course (complete parts C, D, E, G, I, J)
☐ Reactivate a Previously-Deactivated Course (complete parts C, D, E, G, I, J)

C. RATIONALE AND EXPLANATION. Please describe your request and explain why you are making it.

Only one change is being proposed, in the prerequisites for this course for business majors. Specifically, we are requesting to replace an existing prerequisite (ENTR 320) with a different prerequisite (ENTR 200). When the sequence of ENTR courses was originally planned, it was always intended that advanced courses such as this one not be a business student's first exposure to the field, but rather that it follow a more general introduction to the principles of entrepreneurship (at that time embodied in ENTR 320). As our experience with the program has increased, we have begun to use ENTR 320 more and more as a specific treatment of opportunity recognition and business model generation. That development is why we split off the “general principles” into their own course, ENTR 200, beginning with the Fall Semester of 2014. Now that ENTR 200 provides the general overview of entrepreneurship principles, it – rather than ENTR 320 – should be the prerequisite for ENTR 375.

D. IMPACT ON EXISTING PROGRAMS AND COURSES. Please briefly describe the impact of your request on your own programs and courses as well other programs and courses. If another program requires the course, you must submit their written acknowledgement with this proposal. Also, the affected program must describe any change in the number of credit hours they require. Include a list of similar courses in other departments and explain any overlap.

This form was last updated on 12/13/13 and replaces all others.
These proposed changes will affect two programs. They will change the requirements for the Entrepreneurship Concentration within the BSBA degree, and the Entrepreneurship Minor available to all students.

1. Entrepreneurship Concentration: The only change in the ENTR Concentration is the change from ENTR320 to ENTR 200 as the entrepreneurship prerequisite.

2. Entrepreneurship Minor: The only change in the ENTR minor is the change from ENTR 320 to ENTR 200 as the entrepreneurship prerequisite.
EXISTING COURSE INFORMATION. If you are proposing a new course, just leave this blank. Otherwise, please fill out all fields.

Department: Mgmt&Mktg  School: SB  Subject Acronym: ENTR  Course Number: 375

Credit hours:  _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Research in Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course applies qualitative and quantitative methods to the study of entrepreneurship. The course begins by reviewing theories of entrepreneurial behavior, then turns to development of student research projects using data individually collected or contained in national or international databases.

Restrictions (pre-requisites, co-requisites, majors only, etc.): PSYC 103, ENTR 320 and DSCI 232 or PSYC 103, PSYC 220 and ENTR 320.

Cross-listing, if any:

Is this course repeatable? □ yes  □ no  If yes, how many total credit hours may the student earn? ___

E. NEW COURSE INFORMATION. If you are deactivating a course, leave this blank. Otherwise, please fill out all fields. For changed courses, use boldface for the information that is changing.

Department: Mgmt&Mktg  School: SB  Subject Acronym: ENTR  Course Number: 375

Credit hours:  _3_ lecture _ lab _ seminar _ independent study
Contact hours: _ lecture _ lab _ seminar _ independent study

Course title: Research in Entrepreneurship

Course description (maximum 50 words, exactly as it appears in the catalog):

This course applies qualitative and quantitative methods to the study of entrepreneurship. The course begins by reviewing theories of entrepreneurial behavior, then turns to development of student research projects using data individually collected or contained in national or international databases.

Restrictions (pre-requisites, co-requisites, majors only, etc.): PSYC 103, ENTR 200 and DSCI 232 or PSYC 103, PSYC 220 and ENTR 200.

If this is a newly-created course, is it intended to be the equivalent of an existing course? □ yes  □ no
If so, which course? __ __ __
If equivalent, will the newly-created course replace the existing course? □ yes  □ no
Note: If yes, you must deactivate that course by submitting an additional Course Form.

Cross-listing, if any (submit approval from relevant department): ____________
Note: Cross-listed courses are equivalent.

Is this course repeatable? □ yes  □ no  If yes, how many total credit hours may the student earn? ___

This form was last updated on 12/13/13 and replaces all others.
Is there an activity, lab, or other fee associated with this course? ☐ yes ☑ no  What is the fee? $

Note: The Senate cannot approve new fees; Business Affairs will submit any such request to the Board of Trustees. The course can still be created, but the fee will not be attached until the Board has approved it.

F. COSTS. List all of the new costs or cost savings (including new faculty/staff requests, library, equipment, etc.) associated with your request.

Change in prerequisite only. No changes in costs.

H. STUDENT LEARNING OUTCOMES AND ASSESSMENT.

<table>
<thead>
<tr>
<th>Student Learning Outcomes</th>
<th>Assessment Method and Performance Expected</th>
</tr>
</thead>
<tbody>
<tr>
<td>What will students know and be able to do when they complete the course?</td>
<td>How will each outcome be measured? Who will be assessed, when, and how often? How well should students be able to do on the assessment?</td>
</tr>
<tr>
<td>1.</td>
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<td>2.</td>
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<td>3.</td>
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<td>4.</td>
<td></td>
</tr>
</tbody>
</table>

How does this course align with the student learning outcomes articulated for the major, program, or general education? What program-level outcome or outcomes does it support? Is the content or skill introduced, reinforced, or demonstrated in this course?

I. PROGRAM CHANGES. Will this course be added to the existing degree requirements or list of approved electives of a major, minor, or concentration? ☑ yes ☐ no

If yes, please attach a Change Minor and/or Change Major/Program Form as appropriate.

This form was last updated on 12/13/13 and replaces all others.
J. CHECKLIST.

☐ I have completed all relevant parts of the form.

☒ I have attached a cover letter that describes my request and lists all the documents I am submitting.

☐ (For new courses only) I have attached a syllabus.

☐ (For courses used in any way by other departments, including cross-listing) I have attached an acknowledgement from the relevant department.

☐ (For courses intended to fulfill a Gen Ed requirement) I have submitted the proposal to the Gen Ed committee.

☐ I have submitted one Signature Form that lists all of the different forms I am submitting.

This form was last updated on 12/13/13 and replaces all others.
FACULTY CURRICULUM COMMITTEE
SIGNATURE PAGE

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8. Signature of Faculty Senate Secretary:

Date Approved by Faculty Senate:

Date Approved by Faculty Senate: