ENTREPRENEURSHIP (ENTP)

ENTP 5939 - Internship (1-3 Credits)
Supervised experiences involving the application of concepts and skills in an employment situation. Approval Required. Repeatable. Restriction: Graduate level students. Term offered: fall, spring, summer. Max hours: 9 Credits.
Grading Basis: Satisfactory/Unsatisfactory
Repeatable. Max Credits: 9.
Restriction: Graduate level students.
Typically Offered: Fall, Spring, Summer.

ENTP 6020 - Strategizing the Startup Prelaunch (3 Credits)
This course familiarizes students with the key steps for preparing an effective business plan for a new (or existing) business venture. Utilizing strategies based on research, students learn how to create an effective pitch, a superb slide deck, and a cutting-edge business plan. Real-world feedback from seasoned entrepreneurs is synergistically interwoven with coursework, and THE CLIMB | Startup Pitch Competition events are used to further enhance the quality of one's business concept. Several past students have won prizes at THE CLIMB and launched successful businesses from concepts developed in the course. Restriction: Restricted to Graduate and Graduate Non-Degree Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students and graduate non-degree seeking students.
Typically Offered: Spring.

ENTP 6021 - Corporate Entrepreneurship (3 Credits)
Corporate Entrepreneurship empowers Master's students to think like innovators within established organizations, unlocking the ability to create breakthrough ideas, new business creation and new revenue streams. This dynamic course dives into how to drive change, overcome barriers, and launch game-changing initiatives, all while leveraging the resources of a corporate environment. We will explore the impact of Intrapreneurship on scaling the business to generate organic growth and using acquisitions to increase market share or expand into new markets. The goal of the course will be to move beyond theory and concept, focusing the discussion on what works in practice. Using real-world case studies and hands-on projects, students will learn to lead transformative innovation and position themselves as indispensable leaders in their organizations. Term offered: spring. Max hours: 3 Credits.
Grading Basis: Letter Grade
Typically Offered: Spring.

ENTP 6024 - The Startup Launch (3 Credits)
Did you know that over 99 percent of business concepts never see the light of day? Why? Because execution of an idea is possibly the most important aspect of a successful business startup. This course takes students through the process of launching a venture after a business concept has been validated. This course pairs practical lessons with a robust theoretical framework to help students understand why businesses fail or succeed based on how they began. Throughout the course, students meet many exciting entrepreneurs, hear their stories, and learn from their journey. Groups then write an execution plan for a viable business concept. Max hours: 3 Credits.
Grading Basis: Letter Grade

ENTP 6028 - Global Study Topics (3 Credits)
This course is reserved for CU Denver faculty-led study abroad experiences. The course topic will vary based on the location and course content. Students register through the Office of Global Education. Cross-listed with ENTP 4028, INTB 4028, and INTB 6028. Repeatable. Max hours: 6 Credits.
Grading Basis: Letter Grade
Repeatable. Max Credits: 6.
Additional Information: Global Education Study Abroad.
Typically Offered: Spring, Summer.

ENTP 6110 - Innovation in Fintech (3 Credits)
Financial technology (fintech) describes products and opportunities that accrue when vast synergies between finance and technology can be effectively operationalized. It is rapidly changing the way we think about money and finance, and it profoundly impacts banks, global financial markets, transaction speeds, and government regulations. The global fintech market is predicted to reach around $250 billion by 2027. Topics in this course include peer-to-peer lending, digital wealth management, insurance, consumer finance, real estate, blockchain, automation, and payment systems. Restriction: Restricted to Graduate and Graduate Non-Degree Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Typically Offered: Spring.

ENTP 6200 - Purpose-Driven Innovation in Social Entrepreneurship (3 Credits)
The course is designed to teach students how traditional profit-driven models for innovation are being challenged by those seeking to create positive social impact. Beyond just the nonprofit sector, businesses of all kinds are integrating environmental and societal change into their core operations. Students will explore how organizations can embrace social entrepreneurship while generating sustainable financial returns. Restriction: Restricted to Graduate and Graduate Non-Degree Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students and graduate non-degree seeking students.
Typically Offered: Spring.

ENTP 6300 - AI-Driven Entrepreneurship (3 Credits)
This course will introduce you to Artificial Intelligence (AI) and its application in various fields relevant to entrepreneurial ventures across different sectors. When used judiciously, AI can help accelerate and improve many aspects of critical business functions, including concept evaluation, business planning, financial forecasting, data-driven marketing, customer personalization, and more. With course content, interactive discussions, and expert guest speakers you'll gain a comprehensive understanding of the ethical considerations and potential risks inherent in AI adoption within entrepreneurial settings, as well as the best AI tools that can help aspiring entrepreneurs get started today. Prereq: Graduate standing (Grad or Non-Degree Grad). Term offered: Fall. Max hours: 3 Credits.
Grading Basis: Letter Grade
Prereq: Graduate standing (Grad or Non-Degree Grad)
Typically Offered: Fall.

ENTP 6400 - Tech-Based Strategies for Startups (3 Credits)
This course teaches how to strategically plan, implement, and manage information systems to gain competitive advantages in today's industries. It covers aligning IT resources with business goals, enhancing decision-making, driving innovation, and building tech-based solutions to address common strategic and operational challenges in startups—all tailored for non-technical entrepreneurs. Throughout the course, students will meet with the instructor one-on-one to get personalized guidance on their specific startups, ideas, and projects. Term offered: Fall. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students and graduate non-degree seeking students.
Typically Offered: Summer.

ENTP 6620 - New Venture Operations and Project Management (3 Credits)
Many viable businesses have failed due to cash flow problems, poor management, and poor execution. Utilizing both academic fundamentals and practical knowledge imparted by an experienced instructor, this course provides the project management knowledge and skills needed to build strong operation plans. Restriction: Restricted to graduate level students. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students
Typically Offered: Fall.

ENTP 6800 - Special Topics in Entrepreneurship (3 Credits)
A variety of topics in entrepreneurship are offered. Consult the current 'schedule Planner' for semester offerings. Restriction: Graduate level students. Repeatable. Max hours: 15 Credits.
Grading Basis: Letter Grade
Repeatable. Max Credits: 15.
Restriction: Graduate level students.

ENTP 6822 - Legal and Ethical Issues of Entrepreneurship (3 Credits)
This course addresses the legal issues most frequently encountered by entrepreneurs and others involved in startups and small businesses (closely held or family owned). The focus is on how to avoid legal problems and how best to cope when they arise. Topics include choice of business form, legal aspects of raising capital, taxation, intellectual property law, employment law, product liability, e-commerce, and the problems of managing lawyers and litigation. Note: Cannot receive credit for both BUSN 6540 and this course. Restriction: Restricted to Graduate and Graduate Non-Degree Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students and graduate non-degree seeking students.
Typically Offered: Summer.

ENTP 6824 - Entrepreneurial Financial Management (3 Credits)
This course provides a foundation for the financial management of an entrepreneurial business. Topics covered include differentiation from traditional corporate financial management assumptions, financial aspects of setting up a business, and how to create, evaluate, forecast, and analyze future financial statements. Students will examine theoretical and practical valuation techniques, considerations for buying versus starting a business and franchising. The course also discusses different choices for financing a new business, venture capital, angel financing, crowd funding, private equity and security laws, harvesting alternatives, and financial distress turnaround considerations. Cannot receive credit for both FNCE 6460 and this course. Restriction: Graduate level students. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Graduate level students.

ENTP 6826 - International Entrepreneurship (3 Credits)
This course focuses on the intersection of international business and entrepreneurship. Topics addressed include international entrepreneurship theory and practice (opportunity identification, processes and route to market). This course also highlights new topics in international entrepreneurship such as digital globalization and new technologies driving international entrepreneurship (blockchain and the global supply chain). Leading practitioners and entrepreneurs will be facilitating these modules. Restriction: Graduate level students. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Graduate level students.

ENTP 6834 - Lean Marketing (3 Credits)
This course teaches students how to create successful marketing strategies in entrepreneurial environments where resources are often limited and negative outcomes can be unforgiving. Students will understand the imperative link between the fundamental marketing principles and entrepreneurial lean marketing guiding principles through real-life case studies, projects, videos, podcasts, and reading materials. Students will leave this course knowing how to develop an effective and pragmatic marketing plan for an entrepreneurial venture. Restriction: Restricted to Graduate and Graduate Non-Degree Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students and graduate non-degree seeking students.
Typically Offered: Spring.

ENTP 6838 - Data Analysis in Innovation and Entrepreneurship (3 Credits)
Entrepreneurial activity based on sound data analytics greatly reduces the probability of new concept failure and increases the odds of continued venture success. This quantitative analytics course covers various aspects of data collection, assimilation, and analysis. Topics include questionnaire design, measurement, advanced multivariate analysis, and interpretive report writing. Both primary and secondary approaches, including making sense of big data, are covered. Restriction: Restricted to Graduate and Graduate Non-Degree Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students and graduate non-degree seeking students.
Typically Offered: Spring.

ENTP 6840 - Independent Study: ENTP (3 Credits)
Restriction: Graduate level students. Repeatable. Max Hours: 9 Credits.
Grading Basis: Letter Grade
Repeatable. Max Credits: 9.
Restriction: Graduate level students.

ENTP 6842 - Fundamentals of Idea Feasibility (3 Credits)
This course explores the data-driven tools and insights entrepreneurs can
use to assess the viability of their ideas. Before drafting a full business
plan, an entrepreneur must first determine if a new business concept
is truly worthy of development. Students will learn how to identify
market gaps and problem-solving products/services while maintaining a
healthy level of skepticism regarding their ideas. Throughout this course,
students will complete various experiential and theoretical learning
exercises to investigate relevant topics, such as market and industry
attractiveness; competitive and economic sustainability; and financial
per-unit modeling. Restriction: Restricted to Graduate and Graduate Non-
Degree Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students and graduate non-degree
seeking students.
Typically Offered: Fall.

ENTP 6848 - Leadership for New and Innovative Ventures (3 Credits)
This course provides students with an overview of key leadership
principles for creating strategy and managing teams in a startup
environment. It introduces leadership concepts critical to gaining true
organizational commitment and focuses on case studies relevant to
common business issues. By exploring what entrepreneurial leaders
do and how visionary leadership is required to develop an organization,
students will learn how to execute these concepts through measurable
goals. Restriction: Restricted to Graduate and Graduate Non-Degree
Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restriction: Restricted to graduate students and graduate non-degree
seeking students.
Typically Offered: Fall.

ENTP 6860 - Innovation in Blockchain (3 Credits)
This course provides a foundational overview of the key aspects
of blockchain technology, how it works, why it was created, and its
possibilities and limitations in entrepreneurship. Learn how blockchain
technology can bootstrap and transform a business or marketplace by
boosting its efficiency, sustainability, and digital privacy. This course is
not technical but rather explores the potential applications of blockchain
in business, its long-term implications, and its relationship with other
emerging technologies such as AI and IoT. Restriction: Restricted to
Graduate and Graduate Non-Degree Majors. Max hours: 3 Credits.
Grading Basis: Letter Grade
Restrictions: Restricted to non-degree majors and graduate majors within
UC Denver.
Typically Offered: Summer.