

# ENTREPRENEURSHIP (ENTP)

## ENTP 1001 - Business Bound (1 Credit)

Junior Achievement and the Jake Jabs Center for Entrepreneurship offer this summer camp experience for high school students. Students will earn 1 college credit hour while learning what it takes to be an entrepreneur. They'll hear from some of the most successful entrepreneurs and business leaders from across the state as they consider a path for their future. The week will culminate with a competition where one team will be crowned the JA Titan of Business. Max hours: 1 Credit.

Grading Basis: Satisfactory/Unsatisfactory

Typically Offered: Summer.

## ENTP 3200 - The Fundamentals of Entrepreneurship (3 Credits)

Learn what it means to think like an entrepreneur and grow high-potential ideas in today's ever-changing business landscape. Resilience, resourcefulness, and creative problem solving are not only essential skills for future founders but also for those looking to create change and drive growth in startups and large companies. By understanding the basic principles of entrepreneurship, students can learn how to find innovative solutions, sell their ideas, and create growth in any organization. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall, Spring.

## ENTP 3201 - The Power of The Lean Startup (3 Credits)

Get to know the Lean Startup methodology, a research-driven process to develop new products and businesses with efficiency and minimized risk. This leading framework focuses on experimentation, customer feedback, and iterative design to increase a venture's competitive advantage and chances of success. Course topics include the methodology's history and benefits, as well as how to test hypotheses, collect data, create a minimal viable product, accelerate growth, pivot, and more. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Spring.

## ENTP 3210 - 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 grow a venture, students will learn how to execute these concepts through measurable goals. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Summer.

## ENTP 3230 - Small Business Accounting and Finance (3 Credits)

This course is an introduction to the financial life of an entrepreneur. Students will learn the basics of small business accounting and finance so that they can recognize the key financial challenges that come with owning a business; know the potential sources of capital for a small business; prepare basic financial statements; analyze a business's liquidity, profitability, and capital structure; and understand a small business's tax obligations. This course counts as a pre-req to ENTP#3299. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall.

## ENTP 3240 - Developing Innovative Ideas for New Ventures (3 Credits)

This course is designed to prepare entrepreneurial-minded students to critically and objectively evaluate the feasibility of their ideas. Entrepreneurs are often fatally optimistic. Through projects and assignments, students will learn how to objectively test and validate the feasibility of an entrepreneurial idea through data-driven analytical and strategic planning. Additionally, this course will provide pragmatic applications of the course content by incorporating real-life case studies presented by practicing entrepreneurs as guest lecturers. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Spring.

## ENTP 3260 - High Impact Sales for Entrepreneurs (3 Credits)

Selling one's own concept to prospective customers and investors is very different from selling products in a corporate environment. In this course, students will learn how to get their message heard, get their ideal clients to want to work with them, and use their authentic brand to sell their small-business concept successfully. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall.

## ENTP 3299 - Build Your Business: Plan, Pitch, Launch (3 Credits)

Ever think about starting a business or want to know how? Take this class to find out why writing a thorough business plan and pitch is essential to transforming your idea into a reality. Students will learn how to use AI tools to evaluate the feasibility of their ideas and create an effective business plan through the process of "plan, pivot, plan, repeat." Students will then develop a winning pitch and get experience presenting and receiving feedback from experts along the way. This course runs concurrently with THE CLIMB, an annual pitch competition and event series, giving students the chance to compete outside of the classroom and win real cash prizes for their business. By the end of this course, students will have created their own business plan for a viable idea and will develop an entrepreneurial mindset to aid their future startup ventures and/or careers. Prereq: ENTP 3230 with a grade of C or ACCT 2200 with a grade of C- or higher is required. Max hours: 3 Credits.

Grading Basis: Letter Grade

Prereq: ENTP 3230 with a grade of C or ACCT 2200 with a grade of C- or higher is required.

Typically Offered: Spring.

## ENTP 3900 - The Many Pathways to Entrepreneurship (3 Credits)

There is no one clear path to become a successful entrepreneur. This course invites students to learn from Denver's most innovative founders and C-suite executives by hearing their stories and visiting their businesses. Through group discussions, reflections, and experiential projects, students will identify both the similarities and variations across the different pathways to entrepreneurship as they develop their own entrepreneurial skillset and vision for their future career. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Fall.

ENTP 4028 - 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.

Students can register for ENTP 4028 twice as long as they are for two different trips (for example: Cuba and Barcelona). Cross-listed with ENTP 6028, 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 4200 - Creating Impact Through Social Entrepreneurship (3 Credits)

This course is for anyone with aspirations to be a mission-driven entrepreneur, either within an existing organization or by starting their own. Learn about the evolving world of social entrepreneurship and how to create societal impact. By the end of this course, students will know how to advance an organization's social mission and increase effectiveness, accountability, and efficiency through market-based techniques. Max hours: 3 Credits.

Grading Basis: Letter Grade

Typically Offered: Spring.

ENTP 4840 - Entrepreneurship Independent Study (1-3 Credits)

This course is intended for research or other unique circumstances. Max hours: 3 Credits.

Grading Basis: Letter Grade

ENTP 4950 - Special Topics (3 Credits)

A variety of topics in entrepreneurship are offered. Consult the current "Schedule Planner" for semester offerings. Prereq: Topics vary.

Repeatable. Max Hours: 9 Credits.

Grading Basis: Letter Grade

Repeatable. Max Credits: 9.