MGMT 2013 – FUNDAMENTALS OF ENTREPRENEURSHIP
SPRING 2018

Instructor: Dr. Rick Baldwin
Section # and CRN: PO1/24042
Office Location: Agriculture & Business Bldg – Room 117
Office Phone: (936) 261-9286
Email Address: ribaldrin@pvamu.edu
Office Hours: MWF 9AM to 10, 11 TO 12
Mode of Instruction: Hybrid

Course Location:
Class Days & Times: MWF 10 – 10:50
Catalog Description: This course is designed for non-business majors. It provides students with functional
knowledge and skills in business that are required for a broad understanding of the
field of entrepreneurship. Topics include identifying and managing critical resources,
understanding financial and accounting issues, marketing and sales, and the legal
environment of business.

Prerequisites: MGMT 1013
Co-requisites: NA

235727-2


Student Learning Outcomes:

<table>
<thead>
<tr>
<th>Upon successful completion of this course, students will be able to:</th>
<th>Program Learning Outcome # Alignment</th>
<th>Core Curriculum Outcome Alignment</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 understand the commercialization process in bringing new ideas to market.</td>
<td>1</td>
<td>Be able to master content 1a. Integrate knowledge business disciplines/AACSB B Standard BBA1.1…</td>
</tr>
<tr>
<td>2 use the concepts of design thinking to develop new ideas and create and ways to become creative.</td>
<td>2</td>
<td>Be able to master content 1b. Demon Competency Bus Disc/AACSB Standard BBA1.2</td>
</tr>
<tr>
<td>3 study and practice the activities involved in the commercialization process</td>
<td>3</td>
<td>Ethics 3a &amp; 3b.</td>
</tr>
<tr>
<td></td>
<td>from idea generation, recognizing opportunities, market feasibility, protecting ideas, and launching the idea as a business.</td>
<td>Recognize, analyze, and demonstrate awareness/AACSB Standard BBA3.1 &amp; 2</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>4</td>
<td>develop and work in team to develop and implement ideas.</td>
<td>Teamwork 2a. Demonstrate competency in teamwork skills/AACSB Standard BBA2.1</td>
</tr>
<tr>
<td>5</td>
<td>present their ideas to investors for funding and technical support</td>
<td>Communications 5a &amp; 5b. Demonstrate writing skills and the ability to deliver professional presentations/ACSB Standard BBA5.1 &amp; 2</td>
</tr>
<tr>
<td>6</td>
<td>develop the foundation to start their own business venture.</td>
<td>Be able to master content 1b. Demonstrate Competency Bus Disc/AACSB Standard BBA1.2</td>
</tr>
<tr>
<td>7</td>
<td>compete in business plan competitions</td>
<td>Communications 5a &amp; 5b. Demonstrate writing skills and the ability to deliver professional presentations/ACSB Standard BBA5.1 &amp; 2</td>
</tr>
</tbody>
</table>
Major Course Requirements

Method of Determining Final Course Grade

<table>
<thead>
<tr>
<th>Course Grade Requirement</th>
<th>Value</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1) Develop and present Business Concept</td>
<td>8%</td>
<td>50</td>
</tr>
<tr>
<td>2) Feasibility Study – Business Concept</td>
<td>17%</td>
<td>100</td>
</tr>
<tr>
<td>3) Business Concept Pitch for Investors</td>
<td>16%</td>
<td>100</td>
</tr>
<tr>
<td>4) Develop Business Model Canvas</td>
<td>8%</td>
<td>50</td>
</tr>
<tr>
<td>5) Business Prototype/Model Development</td>
<td>17%</td>
<td>100</td>
</tr>
<tr>
<td>6) Business Commercialization Plan</td>
<td>34%</td>
<td>200</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>100%</strong></td>
<td><strong>600</strong></td>
</tr>
</tbody>
</table>

Grading Criteria and Conversion:
A = 500-600
B = 400-499
C = 300-399
D = 200-299
F = 100-199

Detailed Description of Major Assignments: Students will be required to develop a business idea based on existing or emerging technologies and business practices. Based on this idea students develop their ideas based on the information covered in lecture, team collaborations and team research. Students will be graded on their implementation and understanding of business concepts as an entrepreneur.

Course Procedures or Additional Instructor Policies

Taskstream
Taskstream is a tool that Prairie View A&M University uses for assessment purposes. At least one of your assignments is REQUIRED to be submitted as an "artifact," an item of coursework that serves as evidence that course objectives are met. More information will be provided during the semester, but for general information, you can visit Taskstream via the link in eCourses.

Student will be required to spend time in teams in the Business Collaboration Lab to develop their ideas outside of the regular class time.

Semester Calendar
<table>
<thead>
<tr>
<th>WEEK</th>
<th>LECTURE TOPIC</th>
<th>ASSIGNMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Course Introduction: Entrepreneurship and Design Thinking</td>
<td>Readings: Chapters 1-2: Entrepreneurship for Scientists and Engineers as Entrepreneurs</td>
</tr>
<tr>
<td>2</td>
<td>Recognizing Opportunities</td>
<td>Readings: Chapter 2: Entrepreneurship for Scientists and Engineers as Entrepreneurs</td>
</tr>
<tr>
<td>3</td>
<td>Designing, Developing, &amp; Building a Start-up</td>
<td>Readings: Chapters 3-4: Entrepreneurship for Scientists and Engineers as Entrepreneurs</td>
</tr>
<tr>
<td></td>
<td>Business Idea Concept Due: Paper and Presentation</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Intellectual Property Feasibility Study</td>
<td>Readings: Chapters 5-6: Entrepreneurship for Scientists and Engineers as Entrepreneurs</td>
</tr>
<tr>
<td></td>
<td>Business Development Teams Assigned (Teams Begin Feasibility Study)</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Commercialization Process Feasibility Study</td>
<td>Readings: Chapters 7-9: Entrepreneurship for Scientists and Engineers as Entrepreneurs</td>
</tr>
<tr>
<td></td>
<td>Business Development Teams – Developing Feasibility Study (Meet with Small Business Development Center to discuss Business)</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Commercialization Process/Business Model</td>
<td>Readings: Chapter 10: Entrepreneurship for Scientists and Engineers as Entrepreneurs</td>
</tr>
<tr>
<td></td>
<td>Feasibility Study/Presentation Due</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Business Model Canvas</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Business Model Canvas</td>
<td>Business Development Teams – Develop Business Model Canvas</td>
</tr>
<tr>
<td>9</td>
<td>Funding Start-ups Business Model Canvas</td>
<td>Business Development Teams – Develop Business Model Canvas</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
<tr>
<td>10</td>
<td>Business Commercialization Plan Development</td>
<td>Readings: Chapters 11-13: Entrepreneurship for Scientists and Engineers as Entrepreneurs</td>
</tr>
<tr>
<td>11</td>
<td>Business Commercialization Plan Development</td>
<td>Business Development Teams - Develop components for business commercialization plan</td>
</tr>
<tr>
<td>12</td>
<td>Business Commercialization Plan Development</td>
<td>Business Development Teams - Develop components for business commercialization plan</td>
</tr>
<tr>
<td>13</td>
<td>Business Commercialization Plan Development</td>
<td>Business Development Teams - Develop components for business commercialization plan</td>
</tr>
<tr>
<td>14</td>
<td>Business Commercialization Plan Development</td>
<td>Business Development Teams - Develop components for business commercialization plan</td>
</tr>
<tr>
<td>15</td>
<td>Business Commercialization Plan Development</td>
<td>Business Development Teams - Develop components for business commercialization plan</td>
</tr>
</tbody>
</table>

**Student Support and Success**

**John B. Coleman Library**
The library and its partners have as their mission to provide resources and instructional material in support of the evolving curriculum, as a partner in Prairie View A&M University's mission of teaching, research, and service and to support the University's core values of access and quality, diversity, leadership, relevance, and social responsibility through emphasis on ten key areas of service. It maintains library collections and access both on campus, online, and through local agreements to further the educational goals of students and faculty. [https://www.pvamu.edu/library/](https://www.pvamu.edu/library/) Phone: 936-261-1500

**The Learning Curve (Center for Academic Support)**
The Learning Curve offers Tutoring via peer tutoring. The services include workshops (i.e., Save My Semester, Recalculate Your Route), seminars (i.e., Tools You Can Use: TI-84), group review sessions (i.e., College Algebra Topic Reviews, GRE Preparation), group study opportunities (i.e., TSIA, HESI, Study Break, Exam Cram), and test-taking strategies (How to take Notes, Study Buddy, 5 Day Study Guide). The Learning Curve is a nationally certified tutoring program through the National Tutoring Association. The peer tutors are trained and certified by the coordinator each semester. Location: J.B. Coleman Library Rm. 207F. Phone: 936-261-1561
The Center for the Oversight and Management of Personalized Academic Student Success (COMPASS)
The Center for the Oversight and Management of Personalized Academic Student Success (COMPASS) is designed to help Prairie View students in their second year and beyond navigate towards graduation by providing the following services: Academic Advisement, Targeted Tutorials for Personalized Learning, Campus-Wide Referrals, and Academic & Social Workshops. Location: J.B. Coleman Library Rm. 306. Phone: 936-261-1040

Writing Center
The Writing Center provides student consultants on all aspects of the writing process and a variety of writing assignments. Writing Center consultations assist students in such areas as prewriting, brainstorming, audience awareness, organization, research, and citation. Students taking on-line courses or courses at the Northwest Houston Center or College of Nursing may consult remotely or by email. Location: Hilliard Hall Rm. 121. Phone: 936-261-3724.

Student Counseling Services
The Student Counseling Services unit offers a range of services and programs to assist students in maximizing their potential for success: short-term individual, couples, and group counseling, as well as crisis intervention, outreach, consultation, and referral services. The staff is licensed by the State of Texas and provides assistance to students who are dealing with academic skills concerns, situational crises, adjustment problems, and emotional difficulties. Information shared with the staff is treated confidentially and in accordance with Texas State Law. Location: Owens-Franklin Health Center Rm. 226. Phone: 936-261-3564

Testing
The Department of Testing administers College Board CLEP examinations, the HESI A2 for pre-nursing majors, LSAT for law school applicants and MPRE for second-year law students, the Experiential Learning Portfolio option, the Texas Success Initiative (TSI) Assessment, which determines college readiness in the state, and exam proctoring, among other service such as SAT and ACT for high school students. Location: Delco Rm. 141. Phone: 936-261-4286

Office of Diagnostic Testing and Disability Services
As a federally-mandated educational support unit, the Office of Disability Services serves as the repository for confidential disability files for faculty, staff, and students. For persons with a disability, the Office develops individualized ADA letters of request for accommodations. Other services include: learning style inventories, awareness workshops, accessibility pathways, webinars, computer laboratory with adapted hard and software, adapted furniture, proctoring of non-standardized test administrations, ASL interpreters, ALDs, digital recorders, Livescribe, Kurtzweil, and a comprehensive referral network across campus and the broader community. Location: Evans Hall Rm. 317. Phone: 936-261-3585

Veteran Affairs
Veterans Services works with student veterans, current military and military dependents to support their transition to the college environment and continued persistence to graduation. The Office coordinates and certifies benefits for both the G.I. Bill and the Texas Hazlewood Act. Location: Evans Hall Rm. 323. Phone: 936-261-3563

Office for Student Engagement
The Office for Student Engagement delivers comprehensive programs and services designed to meet the co-curricular needs of students. The Office implements inclusive and accessible programs and services that enhance student development through exposure to and participation in diverse and relevant social, cultural, intellectual, recreational, community service, leadership development and campus governance. Location: Memorial Student Center Rm. 221. Phone: 936-261-1340

Career Services
Career Services supports students through professional development, career readiness, and placement and employment assistance. The Office provides one-on-one career coaching, interview preparation, resume and letter writing, and career exploration workshops and seminars. Services are provided for students at the Northwest Houston Center and College of Nursing in the Medical Center twice a month or on a requested basis. Distance Learning students are encouraged to visit the Career Services website for information regarding services provided. Location: Evans Hall Rm. 217. Phone: 936-261-3570
University Rules and Procedures

Disability Statement (Also See Student Handbook):
The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning environment that provides for reasonable accommodation of their disabilities. If you believe you have a disability requiring an accommodation, please contact Disability Services, in Evans Hall, Room 317, or call 936-261-3585/3.

Academic Misconduct (See Student Handbook):
You are expected to practice academic honesty in every aspect of this course and all other courses. Make sure you are familiar with your Student Handbook, especially the section on academic misconduct. Students who engage in academic misconduct are subject to university disciplinary procedures.

Forms of Academic Dishonesty:
1. Cheating: deception in which a student misrepresents that he/she has mastered information on an academic exercise that he/she has not mastered; giving or receiving aid unauthorized by the instructor on assignments or examinations.
2. Academic misconduct: tampering with grades or taking part in obtaining or distributing any part of a scheduled test.
3. Fabrication: use of invented information or falsified research.
4. Plagiarism: unacknowledged quotation and/or paraphrase of someone else’s words, ideas, or data as one’s own in work submitted for credit. Failure to identify information or essays from the Internet and submitting them as one’s own work also constitutes plagiarism.

Nonacademic Misconduct (See Student Handbook)
The university respects the rights of instructors to teach and students to learn. Maintenance of these rights requires campus conditions that do not impede their exercise. Campus behavior that interferes with either (1) the instructor’s ability to conduct the class, (2) the inability of other students to profit from the instructional program, or (3) campus behavior that interferes with the rights of others will not be tolerated. An individual engaging in such disruptive behavior may be subject to disciplinary action. Such incidents will be adjudicated by the Dean of Students under nonacademic procedures.

Sexual Misconduct (See Student Handbook):
Sexual harassment of students and employers at Prairie View A&M University is unacceptable and will not be tolerated. Any member of the university community violating this policy will be subject to disciplinary action.

Title IX Statement
Prairie View A&M University (PVAMU) is committed to supporting students and complying with the Texas A&M University System non-discrimination policy. It seeks to establish an environment that is free of bias, discrimination, and harassment. If you experience an incident of sex- or gender-based discrimination, including sexual harassment, sexual assault or attempted sexual assault, we encourage you to report it. While you may talk to a faculty member about an incident of misconduct, the faculty member must report the basic facts of your experience to Ms. Alexia Taylor, PVAMU’s Title IX Coordinator. If you would like to speak with someone who may be able to afford you privacy or confidentiality, there are individuals who can meet with you. The Title IX Coordinator is designated to handle inquiries regarding non-discrimination policies and can assist you with understanding your options and connect you with on- and off-campus resources. The Title IX Coordinator can be reached by phone at 936-261-2123 or in Suite 013 in the A.I. Thomas Administration Building.

Class Attendance Policy (See Catalog for Full Attendance Policy)
Prairie View A&M University requires regular class attendance. Attending all classes supports full academic development of each learner whether classes are taught with the instructor physically present or via distance learning technologies such as interactive video and/or internet.
Excessive absenteeism, whether excused or unexcused, may result in a student’s course grade being reduced or in assignment of a grade of “F”. Absences are accumulated beginning with the first day of class during regular semesters and summer terms. Each faculty member will include the University’s attendance policy in each course syllabus.

**Student Academic Appeals Process**
Authority and responsibility for assigning grades to students rests with the faculty. However, in those instances where students believe that miscommunication, errors, or unfairness of any kind may have adversely affected the instructor's assessment of their academic performance, the student has a right to appeal by the procedure listed in the Undergraduate Catalog and by doing so within thirty days of receiving the grade or experiencing any other problematic academic event that prompted the complaint.

**TECHNICAL CONSIDERATIONS**

**Minimum Recommended Hardware and Software:**
- Intel PC or Laptop with Windows 7; Mac with OS X; Smartphone or iPad/Tablet with Wi-Fi
- High speed Internet access
- 8 GB Memory
- Hard drive with 320 GB storage space
- 15” monitor, 800x600, color or 16 bit
- Sound card w/speakers
- Microphone and recording software
- Keyboard & mouse
- Most current version of Google Chrome, Safari, Internet Explorer or Firefox

**Note:** Be sure to enable Java & pop-ups in the Web browser preferences

**Participants should have a basic proficiency of the following computer skills:**
- Sending and receiving email
- A working knowledge of the Internet
- Proficiency in Microsoft Word (or a program convertible to Word)
- Proficiency in the Acrobat PDF Reader
- Basic knowledge of Windows or Mac O.S.

**Netiquette (online etiquette):**
Students are expected to participate in all discussions and virtual classroom chats as directed. Students are to be respectful and courteous to others on discussions boards. Foul or abusive language will not be tolerated.

**Technical Support:**
Students should go to [https://mypassword.pvamu.edu/](https://mypassword.pvamu.edu/) if they have password issues. The page will provide instructions for resetting passwords and contact information if login issues persist. For other technical questions regarding eCourses, call the Office of Distance Learning at 936-261-3283

**Communication Expectations and Standards:**
Emails or discussion postings will receive a response from the instructor, usually in less than 48 hours. Urgent emails should be marked as such. Check regularly for responses.

**Discussion Requirement:**
Online courses often require minimal to no face-to-face meetings. However, conversations about the readings, lectures, materials, and other aspects of the course can take place in a seminar fashion. This will be accomplished by the use of the discussion board. The exact use of discussion will be determined by the instructor.

**It is strongly suggested** that students type their discussion postings in a word processing application and save it to their PC or a removable drive before posting to the discussion board. This is important for two reasons: 1) If for some reason your discussion responses are lost in your online course, you will have another copy; 2) Grammatical errors can be greatly minimized by the use of the spell-and-grammar check functions in word processing applications. Once the post(s) have been typed and corrected in the word processing
application, it/they should be copied and pasted to the discussion board.