

UNIVERSITY FACULTY SENATE FORMS

Academic Program Approval

This form is a routing document for the approval of new and revised academic programs. Proposing department should complete this form. For more information, call the Faculty Senate Office at 831-2921.

Submitted by: Dan Freeman phone number 831-6158

Department: BUAD email address freemand@udel.edu

Date: _____

Action: revise minor
(Example: add major/minor/concentration, delete major/minor/concentration, revise major/minor/concentration, academic unit name change, request for permanent status, policy change, etc.)

Effective term 12S
(use format 04F, 05W)

Current degree _____
(Example: BA, BACH, BACJ, HBA, EDD, MA, MBA, etc.)

Proposed change leads to the degree of: _____
(Example: BA, BACH, BACJ, HBA, EDD, MA, MBA, etc.)

Proposed name: _____
Proposed new name for revised or new major / minor / concentration / academic unit
(if applicable)

Revising or Deleting:

Undergraduate major / Concentration: _____
(Example: Applied Music – Instrumental degree BMAS)

Undergraduate minor: Entrepreneurial Studies _____
(Example: African Studies, Business Administration, English, Leadership, etc.)

Graduate Program Policy statement change: _____
(Must attach your Graduate Program Policy Statement)

Graduate Program of Study: _____
(Example: Animal Science: MS Animal Science; PHD Economics; MA Economics; PHD)

Graduate minor / concentration: _____

Note: all graduate studies proposals must include an electronic copy of the Graduate Program Policy Document, highlighting the changes made to the original policy document.

List new courses required for the new or revised curriculum. How do they support the overall program objectives of the major/minor/concentrations)?

(Be aware that approval of the curriculum is dependent upon these courses successfully passing through the Course Challenge list. If there are no new courses enter "None")

The proposed revision of the Minor in Entrepreneurial Studies requires the addition of three new courses:

- ENTR150/BUAD150: Business Basics for Entrepreneurs
- ENTR351/BUAD351: Entrepreneurial Marketing
- ENTR450/BUAD450: Business Accelerator for Entrepreneurial Ventures

It also requires revising, renaming, cross-listing, and/or numerical changes to four courses that are currently part of the curriculum.

Current course listing	Proposed course listing
ENTR301: Introductory Entrepreneurship	ENTR350/BUAD350: Introduction to Entrepreneurship
ENTR410: Business Venture Competition	ENTR352/BUAD352: Business Launch Pad: Turning Ideas into Successful Businesses
ENTR364: Entrepreneurship in Practice	ENTR364/BUAD364: Entrepreneurship in Practice: Internship
ENTR411: Special Topics in Entrepreneurship	ENTR451/BUAD451: Special Topics in Entrepreneurship

Descriptions for each course affected by the proposed revision and the rationales for each change are provided below:

ENTR150/BUAD150: Business Basics for Entrepreneurs

Nature of the change: New course (to be offered online)

Description: This course introduces students to basic concepts from accounting, finance, management, and operations management that are pertinent to starting and running a new business. Topics are covered by subject matter experts. Restrictions: This course provides foundational knowledge for students who will not otherwise acquire business basics knowledge as part of their major degree program. This course is NOT required for students who complete a business core that includes FINC200 or higher, BUAD100 or higher, and ACCT200 or higher.

Rationale: The rationale for creating this course is twofold. First, business basics courses generally provide undifferentiated and unfiltered introductions to business concepts that vary in their degree of relevance to entrepreneurial contexts. For example, cash flow and basic forms of business ownership are highly relevant in entrepreneurial contexts whereas the issuance of secured or unsecured bonds and executive compensation are much less relevant. This course will employ a filter of entrepreneurial relevance to provide a differentiated foundation of knowledge for students who are interested in pursuing the minor in entrepreneurial studies or starting their own businesses but would not otherwise acquire business basics knowledge.

Second, for many non-business majors, the current prerequisite requirement, which involves completing four courses to earn a Certificate of Business Essentials, represents an insurmountable barrier. By addressing the concepts from these courses that are of greatest relevance to entrepreneurial contexts, this course will greatly reduce the prerequisite barrier for these students.

ENTR350/BUAD350: Introduction to Entrepreneurship

Nature of the change: Course numbering; **inclusion as a social and behavioral sciences breadth course**; revised course description.

Description: This course focuses on understanding the basic concepts, tools, and practices of entrepreneurship and the development of entrepreneurial skills. The entrepreneurial process (opportunity recognition, resource marshaling, and team building driven by communication, creativity, and leadership) and business planning are emphasized.

Rationale: This course is intended to serve a dual purpose by exposing students to the world of entrepreneurship (as part of a breadth experience) and providing a foundational core for further coursework in entrepreneurship. Given the increasing importance of entrepreneurship as an engine for economic growth and sustained competitiveness, it is important to provide all university students with an opportunity to begin to develop entrepreneurial skills.

ENTR351/BUAD351: Entrepreneurial Marketing

Nature of the change: New course

Description: This course covers basic and advanced marketing topics pertinent to bringing new innovations to market, including: product concept testing and the new product development process; customer behavior as it relates to the adoption of new products; characteristics of high technology and other types of entrepreneurial markets; test marketing; market segmentation, targeting, and positioning; the formulation of go-to-market strategies (including product, distribution, promotional, and pricing strategies); and entrepreneurial selling.

Rationale: Marketing is crucial for entrepreneurial success, as all new businesses must develop desirable products – i.e., those that address a point of pain (or provide considerable pleasure) – and an effective marketing strategy to have a chance to succeed. Despite this importance, marketing in general, and entrepreneurial marketing in particular, currently receive limited coverage in the courses comprising the minor in entrepreneurial studies. The addition of this course as a core requirement will address this programmatic weakness.

The cross-listing of this course as a 300-level marketing elective (i.e., as BUAD351) is meant to serve the needs of marketing majors, many of whom will ultimately be employed in entrepreneurial contexts (e.g., as sales representatives, new product development managers, business development executives, small business owners). It also promises to bring entrepreneurial studies students from diverse educational backgrounds (e.g., science, social science, and creative arts) together with relatively more experienced marketing students, thereby cross-pollinating the nascent flowers of innovation to yield increased entrepreneurial activity.

ENTR352/BUAD352: Business Launch Pad: Turning Ideas into Successful Companies

Nature of the change: Revised course; replaces ENTR410: Business Venture Competition, which has focused exclusively on developing a business plan for the annual business plan competition; **inclusion as a DLE course**.

Description: This course introduces students to the lean startup concept, and focuses on the development of viable business models. Such models result from customer and other

marketplace interactions, so students will be required to get out of the classroom by speaking with customers and others to test hypotheses about the product, the market, channels, revenue streams, costs, and other aspects of their business models. Students will be expected to use marketplace feedback to rapidly iterate/pivot until a viable model is created. Prerequisites: ENTR/BUAD350 and ENTR/BUAD351 or instructor's permission.

Rationale: Classes focusing solely on the development of business plans continue to dominate entrepreneurial curricula, and the development of a business plan will continue to be the major deliverable for our ENTR350/BUAD350: Introduction to Entrepreneurship course (because it is useful to know what goes into creating a business and understand how all the pieces of a business must fit together). However, thought leaders in entrepreneurial education (e.g., Steve Blank from Stanford) are beginning to recognize the importance of agile development for marketplace success, as it is often the first company to gain marketplace traction that wins the battle for mind and market share, especially in rapidly moving high technology markets. In other words, writing a business plan before testing underlying hypotheses/assumptions by actively engaging potential customers, partners, and competitors tends to be a losing proposition. To establish our program on the leading edge of this movement in entrepreneurial education, and to increase the value of the minor in training the next generation of successful entrepreneurs, this course will replace the stand alone business plan development course (ENTR410: Business Venture Competition) that has been included in the minor requirements. It will also help to establish the experiential positioning of the minor, which is consistent with the engagement and impact aspects of the University's Path to Prominence.

ENTR364/BUAD364: Entrepreneurship in Practice: Internship

Nature of the change: Revised course; **inclusion as a DLE course**

Description: This course emphasizes career development, reflection, and personal assessment. It is designed to accompany a minimum of 100 hours of employment in an entrepreneurial context. Restriction: Enrollment is limited to students who are participating in the E-Internship Program (through the Entrepreneurial Studies Program) or an internship that has been approved by the course instructor.

Rationale: Some students who are interested in ultimately starting their own businesses may not be prepared to do so because they lack knowledge, confidence, or a viable business concept. Alternatively, some students may want to work in an entrepreneurial context but not be their own boss. This course serves both types of students by providing an opportunity for discovery-oriented experiential learning. It also promises to maximize the potential for learning by doing through faculty feedback/guidance as well as professional development, reflection, and personal assessment.

ENTR450/BUAD450: Business Accelerator for Entrepreneurial Ventures

Nature of the change: New course; **inclusion as a DLE course**

Description: This course focuses on helping students who have well-developed business ideas and/or existing businesses to accelerate the startup & growth of their companies. The course will begin with the conduct of a business model audit to determine appropriate goals/milestones for each business. Students will then be tasked with developing and implementing strategies to accomplish their goals/milestones. Whenever possible, students will be connected with providers of needed services, financial resources, and mentors. Prerequisites: Students must be licensees of the Venture Center; ENTR/BUAD350, ENTR/BUAD351 or instructor's permission. Notes: This

will be a variable credit course, allowing students to earn 1-3 credits per semester up to a total of 6 credits.

Rationale: Attempting to start and grow an entrepreneurial venture offers a powerful opportunity for discovery-oriented, experiential learning. It requires the application of critical thinking skills and academic knowledge to myriad strategic decisions. It also requires rigorous self-assessment and learning from mistakes. Students who participate in this course will receive on-going support from the course instructor and other entrepreneurship faculty as well as experienced entrepreneurs. They will be required to produce periodic reports that include discussions of accomplishments and lessons learned. Awarding credit toward completion of the minor for this type of experiential learning also allows students to allocate a greater measure of time to their entrepreneurial endeavors, which is important because time is a precious and vital commodity for starting and running a business.

ENTR451/BUAD451: Special Topics in Entrepreneurship

Nature of the change: Course numbering, cross-listing, and pre-requisites only.

Description: Examines selected topics of current interest in various areas of entrepreneurship.
Prerequisites: ENTR/BUAD350, ENTR/BUAD351 or instructor's permission.

Rationale: The course number is being changed to make it consistent with all other ENTR courses; cross-listing is intended to draw greater attention to the course by ensuring its inclusion in searches for BUAD courses.

Explain, when appropriate, how this new/revised curriculum supports the 10 goals of undergraduate education: <http://www.ugs.udel.edu/gened/>

The revised minor in entrepreneurship promises to support the goals of undergraduate education (at levels in excess of the current minor). Specifically, its core, experiential, and elective courses will include requirements (examples are provided in parentheses) focused on development of knowledge and skills in the following areas:

- Goal 1. oral and written communication (e.g., business plans, marketing plans, business models)
- Goal 2. quantitative reasoning (e.g., breakeven analysis, other financial projections)
- Goal 3. use of critical thinking to structure and solve complex problems (e.g., business planning, business modeling)
- Goal 4. ability to work independently and collaboratively (e.g., business concept development, business planning, business modeling)
- Goal 5. intellectual curiosity, confidence, and engagement (e.g., business concept development, subsequent hypothesis testing)
- Goal 6. ability to integrate academic knowledge with experiences that extend the boundaries of the classroom (e.g., engaging potential customers, partners, & competitors to start and grow a business)
- Goal 8. expanded understanding and appreciation of human creativity (e.g., exposure to entrepreneurial innovation and the development of innovative business concepts).

Identify other units affected by the proposed changes:

(Attach permission from the affected units. If no other unit is affected, enter "None")

ACCT/MISY

ANTH

ART

BUAD

CISC

ECON

ELEG

FASH

FREC

HRIM

LEAD

MSEB

PLSC

Describe the rationale for the proposed program change(s):

(Explain your reasons for creating, revising, or deleting the curriculum or program.)

The rationale for revising the minor in Entrepreneurial Studies is fivefold. First, the current minor was largely created by piecing together existing courses. Consequently, the curriculum is somewhat unfocused and redundant (e.g., several courses have been focused on writing business plans). Second, there is growing recognition of the importance of entrepreneurship as a major engine of economic growth for the state, region, and nation, so a specialized, top-quality program is desirable. Third, the current minor is poorly suited to take full advantage of the experiential learning opportunities that will result from the creation of the University's Science and Technology campus. Fourth, the current minor requirements are overly burdensome for students enrolled in non-Lerner degree programs (e.g., only 2 students from the College of Engineering are currently enrolled in the minor despite its relevance and intended positioning as a university-wide enterprise). Fifth, there are a wide variety of entrepreneurship-related courses offered across campus that are not formally associated with the minor.

Given this rationale, the intent of this revision proposal is to create a specialized, top-quality program that will be accessible to all undergraduates and leverage the experiential opportunities afforded by the Venture Development Center and the new Science and Technology Campus. All of the programmatic changes outlined in the next section of this proposal promise to contribute to these ends.

Program Requirements: FOR STUDENTS WHO COMPLETE A BUSINESS CORE that includes FINC200 or higher, BUAD100 or higher, and ACCT200 or higher. (Show the new or revised curriculum as it should appear in the Course Catalog. If this is a revision, be sure to indicate the changes being made to the current curriculum and **include a side-by-side comparison** of the credit distribution before and after the proposed change.)

	Current Minor	Proposed Minor
Required (Core)	15 credits ECON151: Introduction to Microeconomics ACCT207: Accounting I ECON350: Economics of Entrepreneurship ENTR301: Introduction to Entrepreneurship ENTR411: Special Topics in Entrepreneurship	6 credits ENTR350/BUAD350: Introduction to Entrepreneurship ENTR351/BUAD351: Entrepreneurial Marketing
Experiential	3 credits ENTR410: Business Venture Competition	6 credits ENTR352/BUAD352: Business Launch Pad: Turning Ideas into Successful Companies ENTR364/BUAD364: Entrepreneurship in Practice: Internship ENTR450/BUAD450: Business Accelerator for Entrepreneurial Ventures
Elective	3 credits BUAD444: Entrepreneurship and Small Business Management ENTR364: Entrepreneurship in Practice ENTR/ELEG460: High Technology Entrepreneurship FREC430: Establishing and Managing a Food and Agribusiness Enterprise HRIM314: Hospitality Entrepreneurship and Value Creation LEAD411: Topics in Leadership Dynamics (w/permission)	6 credits ANTH222: Technology and Culture ANTH382: Anthropology and Business ART307: Interactive Media ART407: Topics in Art & Technology (w/permission) BUAD429: Selected Topics in Management, Topic: Sustainability & Green Business BUAD444: Entrepreneurship and Small Business Management BUAD470: Sales Management and Selling BUAD478: Field Projects in Marketing CISC356: Intellectual Property in the Digital Age ECON350: Economics of Entrepreneurship ELEG458: Advanced Mobile Services: From Technology to Commercialization ENTR/BUAD451: Special Topics in Entrepreneurship ENTR460/ELEG460: High Technology Entrepreneurship FASH218: Fashion Merchandising FASH418: Merchandise Planning FASH430: Apparel Brand Management and Marketing FREC316: Economics of Biotechnology and New Technologies FREC430: Establishing and Managing a Food and Agribusiness Enterprise HRIM314: Hospitality Entrepreneurship and Value Creation LEAD200: The Leadership Challenge LEAD300: Leadership, Creativity, and Innovation LEAD411: Topics in Leadership Dynamics (w/permission) MISY350: Web Development MSEG425: Entrepreneurship and Risk: Meeting the Challenges PLSC333: Estimating and Bidding PLSC403: Nursery and Garden Center Management
Total Credits	21 credits	18 credits

Program Requirements: FOR STUDENTS WHO DO NOT COMPLETE A BUSINESS CORE that includes FINC200 or higher, BUAD100 or higher, and ACCT200 or higher. (Show the new or revised curriculum as it should appear in the Course Catalog. If this is a revision, be sure to indicate the changes being made to the current curriculum and **include a side-by-side comparison** of the credit distribution before and after the proposed change.)

	Current Minor	Proposed Minor
Prerequisites	6 credits BUAD100: Introduction to Business FINC200: Fundamentals of Finance	4 credits ENTR150/BUAD150: Business Basics for Entrepreneurs
Required (Core)	15 credits ECON151: Introduction to Microeconomics ACCT207: Accounting I ECON350: Economics of Entrepreneurship ENTR301: Introduction to Entrepreneurship ENTR411: Special Topics in Entrepreneurship	6 credits ENTR350/BUAD350: Introduction to Entrepreneurship ENTR351/BUAD351: Entrepreneurial Marketing
Experiential	3 credits ENTR410: Business Venture Competition	6 credits ENTR352/BUAD352: Business Launch Pad: Turning Ideas into Successful Companies ENTR364/BUAD364: Entrepreneurship in Practice: Internship ENTR450/BUAD450: Business Accelerator for Entrepreneurial Ventures
Elective	3 credits BUAD444: Entrepreneurship and Small Business Management ENTR364: Entrepreneurship in Practice ENTR/ELEG460: High Technology Entrepreneurship FREC430: Establishing and Managing a Food and Agribusiness Enterprise HRIM314: Hospitality Entrepreneurship and Value Creation LEAD411: Topics in Leadership Dynamics (w/permission)	6 credits ANTH222: Technology and Culture ANTH382: Anthropology and Business ART307: Interactive Media ART407: Topics in Art & Technology (w/permission) BUAD429: Selected Topics in Management, Topic: Sustainability & Green Business BUAD444: Entrepreneurship and Small Business Management BUAD470: Sales Management and Selling BUAD478: Field Projects in Marketing CISC356: Intellectual Property in the Digital Age ECON350: Economics of Entrepreneurship ELEG458: Advanced Mobile Services: From Technology to Commercialization ENTR/BUAD451: Special Topics in Entrepreneurship ENTR460/ELEG460: High Technology Entrepreneurship FASH218: Fashion Merchandising FASH418: Merchandise Planning FASH430: Apparel Brand Management and Marketing FREC316: Economics of Biotechnology and New Technologies FREC430: Establishing and Managing a Food and Agribusiness Enterprise HRIM314: Hospitality Entrepreneurship and Value Creation LEAD200: The Leadership Challenge LEAD300: Leadership, Creativity, and Innovation LEAD411: Topics in Leadership Dynamics (w/permission) MISY350: Web Development MSEG425: Entrepreneurship and Risk: Meeting the Challenges PLSC333: Estimating and Bidding PLSC403: Nursery and Garden Center Management
Total Credits	27 credits	22 credits

Courses with no Prerequisites

ENTR150/BUAD150: Business Basics for Entrepreneurs
ENTR350/BUAD350: Introduction to Entrepreneurship
ENTR351/BUAD351: Entrepreneurial Marketing
ANTH222: Technology and Culture
ANTH382: Anthropology and Business
CISC356: Intellectual Property in the Digital Age
FREC316: Economics of Biotechnology and New Technologies
FREC430: Establishing and Managing a Food and Agribusiness Enterprise
HRIM314: Hospitality Entrepreneurship and Value Creation
LEAD200: The Leadership Challenge
MSEG425: Entrepreneurship and Risk: Meeting the Challenges
PLSC333: Estimating and Bidding

Courses with Prerequisites

ENTR352/BUAD352: Business Launch Pad: Turning Great Ideas into Great Companies
Prerequisites: ENTR/BUAD350 and ENTR/BUAD351 or permission of instructor
ENTR364/UNIV364: Entrepreneurship in Practice: Internship
Prerequisites: ENTR/BUAD350 and ENTR/BUAD351 or permission of instructor
ENTR450/BUAD450: Business Accelerator for Entrepreneurial Ventures
Prerequisites: ENTR/BUAD350 and ENTR/BUAD351 or permission of instructor
ART307: Interactive Media
Prerequisites: Open to art majors and interactive media minors only. ENTR minors who have facility with Photoshop and Illustrator may seek permission to enroll.
ART407: Topics in Art & Technology
Prerequisites: ART307 or ART385 or ART326
BUAD429: Selected Topics in Management, Topic: Sustainability & Green Business
Prerequisites: BUAD309
BUAD444: Entrepreneurship and Small Business Management
Prerequisites: BUAD309
BUAD470: Sales Management and Selling
Prerequisites: BUAD301
BUAD478: Field Projects in Marketing
Prerequisites: At least nine credits in marketing including BUAD302, or permission of instructor
ECON350: Economics of Entrepreneurship
Prerequisites: ECON151
ELEG458: Advanced Mobile Services: From Technology to Commercialization
Prerequisites: CPEG419; Knowledge of probability and linear systems
ENTR/BUAD451: Special Topics in Entrepreneurship
Prerequisites: ENTR/BUAD350 and ENTR/BUAD351 or permission of instructor
ENTR460/ELEG460: High Technology Entrepreneurship
Prerequisites: Senior status, permission of instructor

FASH218: Fashion Merchandising
Prerequisites: FASH114

FASH418: Merchandise Planning
Prerequisites: FASH218, BUAD301, ACCT207 or FASH217, and MISY160

FASH430: Apparel Brand Management and Marketing
Prerequisites: FASH218 and BUAD301

LEAD300: Leadership, Creativity, and Innovation
Prerequisite: LEAD100 or permission of instructor

LEAD411: Topics in Leadership Dynamics (w/permission)
Prerequisite: LEAD100

MISY350: Web Development
Prerequisite: MISY225

PLSC403: Nursery and Garden Center Management
Prerequisites: PLSC101 or PLSC151

ROUTING AND AUTHORIZATION:

(Please do not remove supporting documentation.)

Department Chairperson Theresa E. Beckley Date 11/4/11

Dean of College Rick Anderson, Deputy Dean Date 11/11/11

Chairperson, College Curriculum Committee Jordan E. Dellepue Date 11/11/11

Chairperson, Senate Com. on UG or GR Studies _____ Date _____

Chairperson, Senate Coordinating Com. _____ Date _____

Secretary, Faculty Senate _____ Date _____

Date of Senate Resolution _____ Date to be Effective _____

Registrar _____ Program Code _____ Date _____

Vice Provost for Academic Affairs & International Programs _____ Date _____

Provost _____ Date _____

Board of Trustee Notification _____ Date _____

Revised 02/09/2009 /khs

COURSE CATALOG DESCRIPTION

MINOR IN ENTREPRENEURIAL STUDIES

The minor in entrepreneurial studies is designed for students who may be interested in starting their own businesses or working in an entrepreneurial environment (startup ventures, new product development, venture capital). The minor focuses on developing innovative business ideas and putting them into action. The minor is open to students from all undergraduate degree programs and majors. Admission will be based on the availability of seats; a minimum cumulative GPA of 2.7 or the director's permission is required for consideration. Applications will be reviewed on a rolling basis.

Student must earn a grade of C- or better in all courses taken for the minor.

Required Courses

ENTR150/BUAD150: Business Basics for Entrepreneurs	4 (0)*
ENTR350/BUAD350: Introduction to Entrepreneurship	3
ENTR351/BUAD351: Entrepreneurial Marketing	3

* Students who complete a business core that includes FINC200 or higher, BUAD100 or higher, and ACCT200 or higher are excused from this requirement.

Experiential Courses

Six credits from:	6
ENTR352/BUAD352: Business Launch Pad: Turning Ideas into Successful Companies [^]	
ENTR364/BUAD364: Entrepreneurship in Practice: Internship [^]	
ENTR450/BUAD450: Business Accelerator for Entrepreneurial Ventures [^]	

Elective Courses

Six credit from:	6
ANTH222: Technology and Culture	
ANTH382: Anthropology and Business	
ART307: Interactive Media [^]	
ART407: Topics in Art & Technology (w/permission) [^]	
BUAD429: Selected Topics in Management, Topic: Sustainability & Green Business [^]	
BUAD444: Entrepreneurship and Small Business Management [^]	
BUAD470: Sales Management and Selling [^]	
BUAD478: Field Projects in Marketing [^]	
CISC356: Intellectual Property in the Digital Age [^]	
ECON350: Economics of Entrepreneurship [^]	
ELEG458: Advanced Mobile Services: From Technology to Commercialization [^]	
ENTR/BUAD451: Special Topics in Entrepreneurship [^]	
ENTR460/ELEG460: High Technology Entrepreneurship [^]	
FASH218: Fashion Merchandising [^]	
FASH418: Merchandise Planning [^]	
FASH430: Apparel Brand Management and Marketing [^]	
FREC316: Economics of Biotechnology and New Technologies	
FREC430: Establishing and Managing a Food and Agribusiness Enterprise	
HRIM314: Hospitality Entrepreneurship and Value Creation	
LEAD200: The Leadership Challenge	
LEAD300: Leadership, Creativity, and Innovation [^]	
LEAD411: Topics in Leadership Dynamics (w/permission) [^]	
MISY350: Web Development [^]	
MSEG425: Entrepreneurship and Risk: Meeting the Challenges	
PLSC333: Estimating and Bidding	
PLSC403: Nursery and Garden Center Management [^]	

[^] These courses have prerequisite requirements. Please consult their listings in the online course catalog for specifics.

Becker, Thomas E

From: Geerts, Guido L
Sent: Wednesday, October 19, 2011 9:49 AM
To: Freeman, Daniel J
Cc: Becker, Thomas E
Subject: RE: Including MISY350 in ENTR Minor

Hi Dan,

Yes, this is a great course and I approve it as an elective for the ENTR Minor.

Sincerely,

Guido Geerts
Professor and Chair
Department of Accounting and MIS
University of Delaware

From: Freeman, Daniel J
Sent: Tuesday, October 18, 2011 3:59 PM
To: Geerts, Guido L
Cc: Becker, Thomas E
Subject: Including MISY350 in ENTR Minor

Hi Guido.

Mark Serva suggested adding MISY350: Web Design to the list of electives for the ENTR Minor. I would like to do so, but it will require your permission. Please let me know if you approve of this addition. FYI – It would be one of 26 electives, so the impact on enrollments should be small.

Thank you for your consideration.
Dan

Dan Freeman
Faculty Director, Entrepreneurial Studies Program
University of Delaware

Becker, Thomas E

From: Peter Weil [pmweil@UDel.Edu]
Sent: Thursday, September 22, 2011 2:26 PM
To: Becker, Thomas E
Subject: Minor in Entrepreneurial Studies

Dr. Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware

Dear Tom,

I am writing to indicate the Department of Anthropology's enthusiastic support of your proposed minor in Entrepreneurial Studies that includes two of our courses as electives, ANTH122 Technology and Culture and ANTH382 Anthropology and Business. The minor represents important addition to the options for the effective undergraduate training of both you and our students. We look forward to other such productive opportunities in working with you on mutually beneficial curricular and programmatic activities.

Sincerely,

Peter

Dr. Peter M. Weil
Interim Chair, Anthropology

Becker, Thomas E

From: Janet Hethorn [jhethorn@UDel.Edu]
Sent: Thursday, September 29, 2011 10:39 AM
To: Becker, Thomas E
Subject: Re: Permission re minor in entrepreneurial studies

Hi Tom -

I am pleased to support the proposal for the Minor in Entrepreneurial Studies. The Department of Art will offer ART 307 as part of the elective courses and will reserve seats for your students.

Thanks,
Janet

Janet Hethorn, Ph.D.
Professor and Chair, Department of Art
104 Recitation Hall
University of Delaware
Newark, DE 19716
302-831-2244

On Sep 29, 2011, at 9:32 AM, Becker, Thomas E wrote:

Hey Janet,

If the projected number of students (10) is too large for 307 we can discuss reducing it. I suspect we can find a number that meets the needs of the entrepreneurial minor without causing your faculty undue grief. It would be most helpful if we could resolve this by the middle of next week so that the proposal can be moved to the next step.

Many thanks,

Tom

Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710
Phone: (302) 831-6822
Fax: (302) 831-4196

From: Janet Hethorn [mailto:jhethorn@UDel.Edu]
Sent: Wednesday, September 28, 2011 5:56 PM
To: Becker, Thomas E
Subject: Re: Permission re minor in entrepreneurial studies

Hi Tom --

Thank you for the gentle reminder! Yes, I agree that ART 307 is a good course to include as an elective in the minor in entrepreneurial studies. I just need to look at the

Becker, Thomas E

From: Becker, Thomas E
Sent: Friday, November 04, 2011 4:24 PM
To: Freeman, Daniel J
Subject: Approval of BUAD courses

Hi Dan,

This is to officially approve of the BUAD courses listed in the proposal for the minor in entrepreneurial studies.

Tom

Tom Becker
Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710
Phone: (302) 831-6822
Fax: (302) 831-4196

Becker, Thomas E

From: Errol Lloyd [elloyd@UDel.Edu]
Sent: Wednesday, September 21, 2011 6:58 PM
To: Becker, Thomas E
Subject: Re: Permission re minor in entrepreneurial studies

Tom,

This seems fine to me.

Errol

On Wed, Sep 21, 2011 at 1:29 PM, Becker, Thomas E <beckert@udel.edu> wrote:
> Thanks Dave. Errol, please let me know if you'd like to discuss.

>
> Tom
>
> Tom Becker
> Acting Chairperson and Professor
> Dept of Business Administration
> University of Delaware
> Newark, DE 19716-2710
> Phone: (302) 831-6822
> Fax: (302) 831-4196

>
> -----Original Message-----
> From: B Saunders [mailto:saunders@UDel.Edu]
> Sent: Wednesday, September 21, 2011 10:05 AM
> To: Becker, Thomas E
> Cc: Lloyd, Errol L
> Subject: Re: Permission re minor in entrepreneurial studies
>
> Hi, Tom,
>
> Glad to hear this minor is moving forward. I'm passing this on to the
> current CIS Chair, Errol Lloyd, for response.
>
> I'm currently on sabbatical.

>
> Best,
> -dave
>
> --
> Prof. B. David Saunders
> Department of Computer and Information Sciences University of Delaware
> 302-831-6238, saunders@udel.edu
>
>
> 2011/9/21 Becker, Thomas E <beckert@udel.edu>:
>> Hi David,
>>
>>

>> Last Spring Professor Dan Freeman probably discussed with you the
>> possibility of including CISC356 as an elective in our minor in
>> entrepreneurial studies. The proposal for that minor has now been
>> approved by the department of business administration, so I am asking
>> you for your permission to go ahead with the proposal. I believe the
>> only implication of the proposal for your department is the
>> possibility of students minoring in entrepreneurial studies signing
>> up for the elective I've mentioned. In choosing electives, our
>> students will choose two courses from a list of 24 options, and I
>> estimate that no more than 10 of our students would sign up for your classes in any given
>> semester.
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>>
>> The proposed program of study is attached. If you support it, could
>> you respond with an e-mail that I can include as part of the support
>> materials for the program approval form? Please let me know if you
>> have any questions.
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>>
>> Best wishes,
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>> Tom
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>> Tom Becker
>>
>> Acting Chairperson and Professor
>>
>> Dept of Business Administration
>>
>> University of Delaware
>>
>> Newark, DE 19716-2710
>>
>> Phone: (302) 831-6822
>>
>> Fax: (302) 831-4196
>>
>>
>

Becker, Thomas E

From: Hoffman, Saul D
Sent: Wednesday, September 21, 2011 9:08 AM
To: Becker, Thomas E
Subject: Entrepreneurial Studies Minor

Dear Tom:

I understand that ECON350 is included among the electives for the new Entrepreneurial Studies Minor. We are happy to participate in this new minor.

Saul D. Hoffman
Professor and Chair, Department of Economics
406 Purnell Hall
University of Delaware
Newark, DE 19716

302-831-1907
302-831-6968 (Fax)

Becker, Thomas E

From: Barner, Kenneth E.
Sent: Tuesday, September 27, 2011 4:33 PM
To: Becker, Thomas E
Subject: RE: Permission re minor in entrepreneurial studies

Tom:

I support the proposed minor, including the listing of the chosen ECE course as an elective.

Please let me know if you require any additional information.

Ken

Kenneth E. Barner
Professor & Chair
Department of Electrical and Computer Engineering
University of Delaware Newark, Delaware 19716
Phone: (302) 831-6937 Fax: (302) 831-4316
Email: barner@udel.edu Web: www.ece.udel.edu

From: Becker, Thomas E
Sent: Wednesday, September 21, 2011 9:23 AM
To: Barner, Kenneth E.
Subject: FW: Permission re minor in entrepreneurial studies

Hi Ken,

Last Spring Professor Dan Freeman probably discussed with you the possibility of including ELEG458 as an elective in our minor in entrepreneurial studies. The proposal for that minor has now been approved by the department of business administration, so I am asking you for your permission to go ahead with the proposal. I believe the only implication of the proposal for your department is the possibility of students minoring in entrepreneurial studies signing up for the elective I've mentioned. In choosing electives, our students will choose two courses from a list of 24 options, and I estimate that no more than 10 of our students would sign up for your classes in any given semester. All students would be required to take CPEG419 as a prerequisite.

The proposed program of study is attached. If you support it, could you respond with an e-mail that I can include as part of the support materials for the program approval form? Please let me know if you have any questions.

Best wishes,

Tom

Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710

Becker, Thomas E

From: Belinda Orzada [orzada@UDel.Edu]
Sent: Thursday, September 22, 2011 1:25 PM
To: Becker, Thomas E
Cc: Dickson, Marsha Ann
Subject: Re: FW: Permission re minor in entrepreneurial studies
Attachments: orzada.vcf

Hello Tom,
Fashion and Apparel Studies is pleased to support the Entrepreneurial Studies minor through electives for your students. Please note all Fall semester sections of FASH 114 are reserved for majors only while the Spring sections are open.

Regards,
Belinda Orzada

On 9/22/11 12:44 PM, Becker, Thomas E wrote:
Hi Belinda,

Last Spring Professor Dan Freeman probably discussed with Marsha the possibility of including FASH218, 418 and 430 as electives in our minor in entrepreneurial studies. The proposal for that minor has now been approved by the department of business administration, so I am asking you for your permission to go ahead with the proposal. I believe the only implication of the proposal for your department is the possibility of students minoring in entrepreneurial studies signing up for the electives I've mentioned. In choosing electives, our students will choose two courses from a list of 24 options, and I estimate that no more than 10 of our students would sign up for your classes in any given semester.

The students would be required to take FASH114 as a prerequisite for 218, FASH218, BUAD301, ACCT207 or FAHSH217, and MISY160 as prerequisites to FASH418, and FASH218 and BUAD301 as prerequisites to FASH430.

The proposed program of study is attached. If you support it, could you respond with an e-mail that I can include as part of the support materials for the program approval form? Please let me know if you have any questions.

Best wishes,

Tom

Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710
Phone: (302) 831-6822
Fax: (302) 831-4196

Becker, Thomas E

From: Titus Awokuse [kuse@UDel.Edu]
Sent: Thursday, September 22, 2011 6:52 PM
To: Becker, Thomas E
Cc: Iivento, Thomas W.; Hastings, Steven E
Subject: Re: Permission re minor in entrepreneurial studies

Tom,
It's ok to list FREC 16 and 430 as electives for the minor in entrepreneur studies requirement.
In FREC, we are happy to continue to partner with your growing program offerings.

Regards,

TOA

Titus O. Awokuse
Professor and Chair
Dept. of Food & Resource Economics
University of Delaware
Newark, DE 19716
Phone: 302-831-1323

From: "Becker, Thomas E" <beckert@UDel.Edu>
Date: Thu, 22 Sep 2011 14:04:23 -0400
To: Titus Awokuse <kuse@udel.edu>
Subject: FW: Permission re minor in entrepreneurial studies

Hi Titus,
Hi Titus,

To follow up on Tom Iivento's message: Last Spring Professor Dan Freeman discussed with Tom the possibility of including FREC316 and 430 as electives in our minor in entrepreneurial studies. The proposal for that minor has now been approved by the department of business administration, so I am asking you for your permission to go ahead with the proposal. I believe the only implication of the proposal for your department is the possibility of students minoring in entrepreneurial studies signing up for the electives I've mentioned. In choosing electives, our students will choose two courses from a list of 24 options, and I estimate that no more than 10 of our students would sign up for your classes in any given semester.

The proposed program of study is attached. If you support it, could you respond with an e-mail that I can include as part of the support materials for the program approval form? Please let me know if you have any questions.

Best wishes,

Tom

Tom Becker
Acting Chairperson and Professor

Becker, Thomas E

From: kwansa@UDel.Edu
Sent: Thursday, September 22, 2011 6:52 PM
To: Becker, Thomas E
Cc: Kwansa, Francis A
Subject: Re: Permission re minor in entrepreneurial studies

Dear Tom:
You certainly have my permission and support of HRIM. Bob Nelson, Dan Freeman and I did discuss the minor last spring and we are willing to have HRIM314 serve as one of the elective courses. Thanks.

Francis A. Kwansa, Ph.D
Interim Chair
Hotel, Restaurant and Institutional Management Department Lerner College of Business and Economics University of Delaware Newark, DE
Ph: (302)831-6083

----- Original message -----

>Date: Thu, 22 Sep 2011 12:52:09 -0400
>From: "Becker, Thomas E" <becker@udel.edu>
>Subject: Permission re minor in entrepreneurial studies
>To: "Kwansa, Francis A" <kwansa@udel.edu>

>
> Hi Francis,
>
>
> Last Spring Professor Dan Freeman probably discussed
> with you or Bob the possibility of including HRIM314
> as an elective in our minor in entrepreneurial
> studies. The proposal for that minor has now been
> approved by the department of business
> administration, so I am asking you for your
> permission to go ahead with the proposal. I believe
> the only implication of the proposal for your
> department is the possibility of students minor-ing
> in entrepreneurial studies signing up for the
> elective I***ve mentioned. In choosing electives,
> our students will choose two courses from a list of
> 24 options, and I estimate that no more than 10 of
> our students would sign up for your classes in any
> given semester.

>
> The proposed program of study is attached. If you
> support it, could you respond with an e***mail that
> I can include as part of the support materials for
> the program approval form? Please let me know if
> you have any questions.

>
> Best wishes,

Becker, Thomas E

From: Anthony Middlebrooks [tmiddleb@UDel.Edu]
Sent: Friday, September 30, 2011 11:40 AM
To: Becker, Thomas E
Subject: Re: FW: Permission re minor in entrepreneurial studies

Hi Tom:
In consultation with faculty primarily teaching in the Organizational and Community Leadership undergraduate major program and the coordinator of the program, we enthusiastically endorse your proposal and welcome the inclusion of our courses in your students' requirements. We look forward to meeting your students and facilitating their success! Sincerely,
Tony Middlebrooks

2011/9/30 Becker, Thomas E <beckert@udel.edu>:

> Hi Anthony,

>

>

>

> I believe Dan Freeman has spoken with you regarding the
> entrepreneurial studies minor. We're moving forward with revisions to
> the minor and I'm seeing permission from LEAD to offer several classes
> as electives. Please see my below messages to Maria Aristigueta.
> This is the last of 12 permissions that we need.

>

>

> Can you tell me if I'm contacting the right person? Dan suggested
> that if you're not the right person to sign off on this then perhaps
> you will know who is.

>

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> Thanks!

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>

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> Tom

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>

> Tom Becker

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> Acting Chairperson and Professor

>

> Dept of Business Administration

>

> University of Delaware

>

> Newark, DE 19716-2710

>

> Phone: (302) 831-6822

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> Fax: (302) 831-4196

Becker, Thomas E

From: Martin, David C.
Sent: Thursday, September 22, 2011 1:05 PM
To: Becker, Thomas E
Cc: 'msega-faculty@UDel.Edu' (msega-faculty@UDel.Edu)
Subject: Re: Permission re minor in entrepreneurial studies

Prof. Becker, thanks for your note. I'm happy to have MSEG participate in this minor that you've developed, and wish you all success in getting additional students to get more involved in entrepreneurial activities on campus. Please let me or my colleagues in MSEG know how we might be able to help as appropriate.

On Sep 22, 2011, at 12:58 PM, Becker, Thomas E wrote:

Hi David,

Last Spring Professor Dan Freeman probably discussed with you the possibility of including MSEG425 as an elective in our minor in entrepreneurial studies. The proposal for that minor has now been approved by the department of business administration, so I am asking you for your permission to go ahead with the proposal. I believe the only implication of the proposal for your department is the possibility of students minoring in entrepreneurial studies signing up for the elective I've mentioned. In choosing electives, our students will choose two courses from a list of 24 options, and I estimate that no more than 10 of our students would sign up for your classes in any given semester.

The proposed program of study is attached. If you support it, could you respond with an e-mail that I can include as part of the support materials for the program approval form? Please let me know if you have any questions.

Best wishes,

Tom

Tom Becker
Acting Chairperson and Professor
Dept of Business Administration
University of Delaware
Newark, DE 19716-2710
Phone: (302) 831-6822
Fax: (302) 831-4196

<FacSen Minor Revision Proposal8.doc>

David C. Martin, Ph.D.
Karl W. and Renate B. Anver Professor and Chair
Materials Science and Engineering
Professor of Biomedical Engineering
The University of Delaware
201C DuPont Hall
Newark, DE 19716

Becker, Thomas E

From: Blake Meyers [meyers@dbi.udel.edu]
Sent: Thursday, September 22, 2011 2:43 PM
To: Becker, Thomas E
Cc: Bruck, Julie Lehman; Barton, Susan S; Frey, David R
Subject: Re: Permission re minor in entrepreneurial studies

Dear Tom,
I'm delighted to indicate the interest of my department to have our courses included in the electives for the minor in Entrepreneurial Studies. The students in this program are most welcome to enroll in our courses.

I've cc'ed the relevant faculty who either teach these courses or handle many course-related issues for the department, so that they're aware.

Let me know if you need anything else from me, and good luck with the proposal.

best wishes,
Blake

Blake C. Meyers, Ph.D.
Edward F. and Elizabeth Goodman Rosenberg Professor
and Department Chair
Department of Plant and Soil Sciences
University of Delaware

E-mail: meyers@dbi.udel.edu
Phone: 302-831-3418

From: "Thomas E Becker" <beckert@UDel.Edu>
To: "Blake C Meyers" <bcmeyers@UDel.Edu>
Sent: Thursday, September 22, 2011 1:01:39 PM
Subject: Permission re minor in entrepreneurial studies

Hi Blake,

Last Spring Professor Dan Freeman probably discussed with you the possibility of including PLSC333 and 403 as electives in our minor in entrepreneurial studies. The proposal for that minor has now been approved by the department of business administration, so I am asking you for your permission to go ahead with the proposal. I believe the only implication of the proposal for your department is the possibility of students minoring in entrepreneurial studies signing up for the electives I've mentioned. In choosing electives, our students will choose two courses from a list of 24 options, and I estimate that no more than 10 of our students would sign up for your classes in any given semester.

The students would be required to take PLSC101 or 151 as a prerequisite for PLSC151.

The proposed program of study is attached. If you support it, could you respond with an e-mail that I can include as part of the support materials for the program approval form? Please let me know if you have any questions.