

BACHELOR OF SCIENCE

ENTREPRENEURSHIP MAJOR (ENTR)

The Entrepreneurship (ENTR) major empowers students by providing them with the knowledge, skills, connections and resources needed to successfully launch a startup, foster innovation for an established company or develop sustainable solutions to important societal problems. Entrepreneurship majors learn how to recognize opportunity, generate ideas, validate business models, influence others, bring innovative solutions to market, and launch and grow new ventures.

96%

of GRADUATES
EMPLOYED or
pursuing further
education

MEDIAN

\$53,500

SALARY

LIMITED TO

30

STUDENTS/
YEAR

BACHELOR OF
SCIENCE

from an AACSB
accredited university

121
CREDITS

OPPORTUNITIES FOR MAJORS

- > SIGNATURE INTERNSHIP PATHWAY
- > PROFESSIONAL DEVELOPMENT COURSES
- > PEER-TO-PEER MENTORING
- > IGNITE! EARLY MOVE-IN PROGRAM

WHY MAJOR IN ENTREPRENEURSHIP?

- > SMALL CLASS SIZES
- > COMMUNITY BUILDING ACTIVITIES & PROGRAMS
- > ACQUIRE SKILLS EMPLOYERS WANT
- > PERSONALIZED AND FLEXIBLE CURRICULUM

"Being part of the Horn Program has taught me how to challenge myself and to learn from my failures and to celebrate successes. I have been pushed in more ways that I could have imagined and I have only grown stronger from this. I learned how to think differently and I have built relationships that I will hold onto forever. I also learned that you may never know the answer right away but to keep trying new things can bring you closer to understanding your passion."

- Emma Lynch, '19

"This major is equipped with action packed materials to help students succeed, even if they don't intend on starting their own business. Because entrepreneurs aren't just business owners, they're those who change and positively impact lives."

- Eastwood Bempoh, '22

Visit udel.edu/horn to learn more.



UNIVERSITY OF DELAWARE
HORN ENTREPRENEURSHIP

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Newark, DE 19711

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www.udel.edu/horn

ENTR-BS REQUIREMENTS AT A GLANCE

BUSINESS CORE (21 CREDITS)

| | |
|----------|---|
| ACCT 207 | Accounting I and ACCT 208 - Accounting II |
| BUAD 301 | Introduction to Marketing |
| BUAD 306 | Introduction to Service and Operations Management |
| BUAD 309 | Organizational Behavior |
| BUAD 441 | Strategic Management |
| FINC 311 | Principles of Finance |

ECONOMICS (3 CREDITS)

one of the following:

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|----------|----------------------------|
| ECON 100 | Economic Issues & Policies |
| ECON 101 | Intro to Microeconomics |
| ECON 103 | Intro to Macroeconomics |

ORAL COMMUNICATION (3 CREDITS)

one of the following:

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| COMM 212 | Oral Comm in Business |
| HOSP 230 | Executive Presentations and Problem Solving |
| LEAD 209 | Presentation Strategies |
| THEA 204 | Intro to Voice and Speech |
| THEA 226 | Fundamentals of Acting I |

PROFESSIONAL DEVELOPMENT (3 CREDITS)

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| ENTR 160 | Professional Development for Innovators I (1 credit) |
| ENTR 161 | Professional Development for Innovators II (1 credit) |
| ENTR 260 | Land Your Dream Internship (1 credit) |

MATHEMATICS & ANALYTICS (6 CREDITS)

one of the following:

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|---------------------------|--|
| STAT 200 | Basic Statistical Practice |
| MATH 201 | Intro to Statistical Methods |
| And one of the following: | |
| MATH 115 | Pre-Calculus or MATH 117 - Pre-Calculus for Scientists & Engineers |
| MATH 221 | Calculus I or MATH 241 - Analytic Geometry and Calculus A |
| MISY 262 | Fundamentals of Business Analytics |

LEGAL (3 CREDITS)

one of the following:

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| ACCT 352 | Law and Social Issues in Business |
| ENTR/ACCT 457 | Legal Issues for Entrepreneurship |

LEADERSHIP (3 CREDITS)

one of the following:

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| ENTR/LEAD 253 | Individual Leadership |
| ENTR 353 | Entrepreneurial Apprentice: Leadership & Influence |

TECHNOLOGY & COMPUTATIONAL THINKING (4 CREDITS)

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| ENTR 158 | Inventions, Innovations and New Technologies (1 credit) |
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And one of the following:

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| CISC 101 | Principles of Computing |
| CISC 103 | Intro to Computer Science with Web Applications |
| CISC 108 | Intro to Computer Science I |
| MISY 225 | Intro to Programming Business Applications (Pre-Req: MISY160) |
| MISY 261 | Business Information Systems (Pre-Req: MISY160) |

ENTREPRENEURSHIP CORE (12 CREDITS)

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|---------------|--|
| ENTR/BUAD 350 | Introduction to Entrepreneurship |
| ENTR/BUAD 351 | Entrepreneurial Marketing |
| ENTR 355 | User-Centered Research Methods for Entrepreneurs |

And one of the following:

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|----------|------------------------------|
| ENTR 452 | Entrepreneurial Selling |
| BUAD 470 | Sales Management and Selling |

CREATIVITY & DESIGN THINKING (3 CREDITS)

one of the following:

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|----------|---------------------------------------|
| ENTR 356 | Creativity & Design Thinking |
| LEAD 300 | Leadership, Creativity and Innovation |

INTRAPRENEURSHIP (3 CREDITS)

one of the following:

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| ENTR 364 | Entrepreneurship in Practice: Internship |
| ENTR 461 | Corporate Innovation & Intrapreneurship |

CAPSTONE EXPERIENCE (3 CREDITS)

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| ENTR 455 | Startup Experience I |
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ENTREPRENEURSHIP ELECTIVES (9 CREDITS)

Nine credits from any combination of 300-level and higher ENTR designated or ENTR cross-listed courses International Business (3 credits)

TECHNICAL COMPETENCY (15 CREDITS)

Fifteen credits that comprise: (1) an established minor, (2) the disciplinary core of an established major OR (3) a customized, well-defined area of study and practice. Examples include: Human Computer Interaction, Holistic Health & Wellness, Supply Chain Management, Leading Innovative Organizations. A specific course plan for fulfillment of the technical competency requirement should be established during the freshman or sophomore year and must be approved by a Horn Entrepreneurship advisor.

UNIVERSITY REQUIREMENTS FOR ALL UD STUDENTS

First Year Experience, ENGL110, Multicultural, Breadth Courses

FREE ELECTIVES (3+ CREDITS)

Free electives may be taken in any department to bring the total credits to 121.