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

**$53,500** Median 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.

Horn Entrepreneurship
132 E Delaware Ave
Newark, DE 19711
hornprogram@udel.edu
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:
  - ECON 100  Economic Issues & Policies
  - ECON 101  Intro to Microeconomics
  - ECON 103  Intro to Macroeconomics

**ORAL COMMUNICATION (3 CREDITS)**
- one of the following:
  - 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)**
- 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:
  - STAT 200  Basic Statistical Practice
  - MATH 201  Intro to Statistical Methods

**LEGAL (3 CREDITS)**
- one of the following:
  - ACCT 352  Law and Social Issues in Business
  - ENTR/ACCT 457  Legal Issues for Entrepreneurship

**LEADERSHIP (3 CREDITS)**
- one of the following:
  - ENTR/LEAD 253  Individual Leadership
  - ENTR 353  Entrepreneurial Apprentice: Leadership & Influence

**TECHNOLOGY & COMPUTATIONAL THINKING (4 CREDITS)**
- ENTR 158  Inventions, Innovations and New Technologies (1 credit)
- one of the following:
  - CISC 101  Principles of Computing
  - CISC 103  Intro to Computer Science with Web Applications
  - CISC 108  Intro to Computer Science I
  - MISH 225  Intro to Programming Business Applications (Pre-Req: MISY160)
  - MISH 261  Business Information Systems (Pre-Req: MISY160)

**ENTREPRENEURSHIP CORE (12 CREDITS)**
- ENTR/BUAD 350  Introduction to Entrepreneurship
- ENTR/BUAD 351  Entrepreneurial Marketing
- ENTR 355  User-Centered Research Methods for Entrepreneurs
- one of the following:
  - ENTR 452  Entrepreneurial Selling
  - BUAD 470  Sales Management and Selling

**CREATIVITY & DESIGN THINKING (3 CREDITS)**
- one of the following:
  - ENTR 356  Creativity & Design Thinking
  - LEAD 300  Leadership, Creativity and Innovation

**INTRANPRENEURSHIP (3 CREDITS)**
- one of the following:
  - ENTR 364  Entrepreneurship in Practice: Internship
  - ENTR 461  Corporate Innovation & Intrapreneurship

**CAPSTONE EXPERIENCE (3 CREDITS)**
- ENTR 455  Startup Experience I

**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.