The Entrepreneurship (ENTR) major empowers students by providing them with the knowledge, skills, connections and resources needed to successfully launch a startup (Entrepreneur), foster innovation for an established company (Intrapreneur) or develop sustainable solutions to important societal problems (Social Entrepreneur).

**WHY MAJOR IN ENTREPRENEURSHIP?**

- Highly selective, limited to 35 students
- Small class sizes
- Acquire skills employers want
- Personalized and flexible curriculum
- Award winning faculty

“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

**OPPORTUNITIES FOR MAJORS**

- Signature Internship Pathway
- Professional Development Courses
- Peer-to-Peer Mentoring
- Ignite! Early Move-In Program
- Community Building Programs

“Horn has taught me how to see problems as opportunities”

- Mandy Zicherman

Visit udel.edu/horn to learn more.
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)

INTERNATIONAL BUSINESS (3 CREDITS)

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

And 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

INTRAPERENTREPRENEURSHIP (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

MATHEMATICS & ANALYTICS (6 CREDITS)

one of the following:
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:
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)

And 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
MISY 225  Intro to Programming Business Applications (Pre-Req: MISY160)
MISY 261  Business Information Systems (Pre-Req: MISY160)

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.