

FLORIDA ATLANTIC UNIVERSITY™

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 Misc _____

Graduate Programs—COURSE CHANGE REQUEST

DEPARTMENT NAME: MANAGEMENT PROGRAMS	COLLEGE OF: COLLEGE OF BUSINESS
COURSE PREFIX & NUMBER: ENT 6186	CURRENT COURSE TITLE: TECHNOLOGY COMMERCIALIZATION STRATEGIES

CHANGE(S) REQUESTED

SHOW "X" IN FRONT OF OPTION CHANGE CREDITS FROM _____ TO: _____ CHANGE GRADING FROM _____ TO: _____ X CHANGE PREREQUISITES TO: <u>Strategic</u> <u>graduate</u> CHANGE MINIMUM GRADE TO: _____ CHANGE COREQUISITES TO: _____ CHANGE OTHER REGISTRATION CONTROLS TO: _____ OTHER _____	SHOW "X" IN FRONT OF OPTION CHANGE PREFIX FROM _____ TO: _____ CHANGE COURSE NO. FROM _____ TO: _____ CHANGE TITLE TO: _____ CHANGE DESCRIPTION TO: _____
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CHANGES TO BE EFFECTIVE (TERM): FALL 2011

Attach syllabus for ANY changes to current course information.

Will the requested change(s) cause this course to overlap any other FAU course(s)? If yes, please list course(s).
 YES NO

Any other departments and/or colleges that might be affected by the change(s) must be consulted. List entities that have been consulted and attach written comments from each.

TERMINATE COURSE, EFFECTIVE (GIVE LAST TERM COURSE IS TO BE ACTIVE):

Faculty Contact, Email, Complete Phone Number:
 Gary Castrogiovanni, castrogi@fau.edu, (561) 297-2523

SIGNATURES

SUPPORTING MATERIALS

Approved by: Department Chair: <u>[Signature]</u> College Curriculum Chair: <u>[Signature]</u> College Dean: <u>[Signature]</u> UGPC Chair: _____ Dean of the Graduate College: _____	Date: <u>3/24/2011</u> <u>3/24/2011</u> <u>3-20-11</u> _____ _____	Syllabus —must include all criteria as detailed in UGPC Guidelines. Go to: http://graduate.fau.edu/gpc/ to access Guidelines and to download this form. Written Consent —required from all departments affected.
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Email this form and syllabus to sfulks@fau.edu and eqirjo@fau.edu one week **before** the University Graduate Programs Committee meeting so that materials may be viewed on the UGPC website by committee members prior to the meeting.

PROPOSED INNOVATION ENTREPRENEURSHIP CERTIFICATE

The Innovation Entrepreneurship Certificate Program allows masters-level graduate students to combine interests in entrepreneurship with the thrust of their particular masters program in a complementary manner.

Purpose

This certificate program is intended to (a) attract masters-level students throughout the University who have interest in entrepreneurship, (b) provide an opportunity for them to pursue that interest, and (c) enhance their credentials and thus their marketability with current or potential employers.

Goals

Primary goals of this program for students are as follows.

1. To grasp the overall entrepreneurial process, beginning with the initial idea through start-up, growth, and harvesting the business.
2. To gain an understanding of commercializing new technologies, assessing product adoption likelihood, evaluating licensing opportunities, and intellectual property issues.
3. To acquire an appreciation of new venture finance and related issues including due diligence, valuation, financing, deal structuring, and deal sourcing.
4. To become familiar with the key challenges encountered in developing an innovation, in order to prepare for a leadership role in the area of product/service innovation.

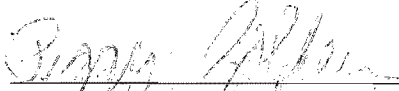
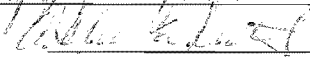
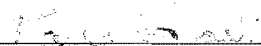
Program Curriculum and Requirements

Any graduate student at FAU may obtain this graduate Certificate in Innovation Entrepreneurship by completing each of the following courses with a grade of "C" or better:

Venture Creation	ENT 6016	3
Technology Commercialization Strategies	ENT 6186	3
Entrepreneurship and Venture Capital	ENT 6428	3
Developing and Marketing Innovations	MAR 6837	3

Students will need to meet all requirements of their masters program plus the requirements for this certificate. If permitted in the particular masters program, these four courses may be taken as electives that fulfill requirements of that program. In such cases, receipt of both the graduate degree and certificate will be complementary because the certificate coursework will prepare the students for entrepreneurial endeavors normally beyond the scope of their masters degree program. In cases where these courses cannot be taken as electives, they must be taken as additional courses. There will be no duplication of courses. If students must take some of these courses to meet specific program requirements other than elective credits, they will need to substitute other graduate-level entrepreneurship courses.

Rationale: *These courses have all been approved previously, and they are regularly taught. Thus, no additional resources are needed. The certificate meets AACSB requirements because it uses only AACSB-acceptable courses (i.e., courses previously approved for our AACSB-accredited MBA program). Making this certificate available to graduate students outside of the MBA program is consistent with University goals of spreading entrepreneurship across curricula.*

SIGNATURES	DATE
Department Chair: <u></u>	<u>3/24/2011</u>
College Curriculum Chair: <u></u>	<u>3/24/2011</u>
College Dean: <u></u>	<u>3-27-11</u>
UGPC Chair: _____	_____
Provost: _____	_____