

## Faculty Coordinator

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## Option Coordinator

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### *Invest – Innovate – Invent: Create Your Own Future*

The Entrepreneurial Studies (ES) option is designed for students interested in entrepreneurship and creativity and who seek to learn about starting high growth business, working for a new venture, investing in start-ups or becoming involved in a new venture creation within an established organization. The ES option fosters an entrepreneurial culture throughout the program with a priority on applied learning in the dynamic environment of entrepreneurial ventures. Students apply what they've learned to a senior project and in conducting due diligence for investors. The ES option studies entrepreneurship from the entrepreneurs, employees and the investor's perspective.

### **Key Program Features:**

- Senior project: create and present your own business concept.
- Shark Tank Durham: evaluate, debate and negotiate student entrepreneurial business proposals.
- Internship: one semester internship at an entrepreneurial venture.
- Design: develop and implement a business solution using various assets at your disposal.
- Guest speakers: successful entrepreneurs, angel investors and venture capitalists.
- Commercialization team project (optional independent student): project teams combine students from business and engineering/physical sciences and work with faculty mentors to develop a technology based business and present a prototype in a national competition.

#### **Transferable Skills**

- |                         |                        |
|-------------------------|------------------------|
| ▪ Written Communication | ▪ Open Minded          |
| ▪ Creativity            | ▪ Time Management      |
| ▪ Problem Solving       | ▪ Identifying Problems |
| ▪ Self-starter          | ▪ Strategic Planning   |
| ▪ Multi-tasking         |                        |

#### **Career Areas/Job Titles**

- |                      |                      |
|----------------------|----------------------|
| ▪ Investor           | ▪ Sales Manager      |
| ▪ Operations Manager | ▪ Co-Founder         |
| ▪ Analyst            | ▪ Marketing Manager  |
| ▪ Managing Director  | ▪ Financial Advisors |

## Study Abroad Opportunities

Students are encouraged to study abroad during their time at UNH to better prepare them for a career in a globalized industry. Exploring entrepreneurial studies through different cultural frameworks enhances adaptability and introduces new perspectives on business operations and strategies.

Through a variety of opportunities, students are able to participate in a semester or short-term abroad experience without losing time towards graduation. Students in the Entrepreneurial Studies option are strongly encouraged to meet with academic counselors early to plan out the abroad semester and discuss course sequencing. **Note:** All courses must be evaluated and approved prior to studying abroad.

# Entrepreneurial Studies Option Requirements

	Course	Course Title	Prerequisites
REQUIRED	MKTG 763 <b>OR</b>	Marketing Analytics	ADMN 585; Pre or Co-requisite ADMN 580
	MKTG 764	New Product Development <i><b>*Spring only</b></i>	ADMN 585
	DS 741	Private Equity and Venture Capital <i><b>*Fall only</b></i>	Senior standing; ADMN 570
	DS 742	Internship in Entrepreneurial & Management Practice <i><b>*Fall only</b></i>	Senior standing; Department permission
	MGT 732	Exploration in Entrepreneurial Management ( <i>writing intensive</i> ) <i><b>*Spring only</b></i>	ADMN 570; ADMN 575; ADMN 585

For more information about the courses listed above, please visit the UNH online catalog (<https://catalog.unh.edu/>).

## Recommended Course Sequence

Junior Year: Spring Semester	Senior Year: Fall Semester	Senior Year: Spring Semester
MKTG 763: Marketing Analytics <b>OR</b> MKTG 764: New Product Development	DS 741: Private Equity and Venture Capital DS 742: Internship in Entrepreneurial & Management Practice	MGT 732: Exploration in Entrepreneurial Management

## Get Involved

### UNH Organizations:

- **Rines Student Angel Investment Fund:** Students actively manage the Rines Student Angel Investment Fund, a donor-created fund which focuses on investments in private equity and angel investments in entrepreneurial ventures and start-ups. During weekly meetings students present due diligence completed on potential investment opportunities. Final due diligence reports are presented to the investment committee of the Fund. Students attend regional angel group meetings for company presentations for investment opportunities. An officer corps is responsible for structuring and coordinating the group. Note: There is a competitive application process for this group. Credit is awarded. For more information, please visit this website - <https://www.unhangers.com/>.
- **UNH Entrepreneurship Club (UNH ICE):** The UNH Entrepreneurship Club aka UNH ICE is a club with the goal of bringing the UNH community together around innovation, creativity, and entrepreneurship. Through guest speaker presentations, competitions, and conferences, UNH ICE welcomes UNH students & faculty and local community members to gain exposure to the entrepreneurship world and entrepreneurial concepts.