Welcome to Entrepreneurship! This introductory course is intended to provide students with a solid foundation regarding the essential role performed by entrepreneurs and entrepreneurship in the current local and global economies.

Course Goals:
- To recognize the entrepreneurial potential within yourself and your environment.
- To understand the entrepreneurial process and successfully manage it.
- To appreciate the role of entrepreneurship at the societal level, the organizational level, and in your own life.

Student Learning Outcomes:
Upon successful completion of this course, each student will be able to:
- Identify the many ways in which entrepreneurship manifests itself in the following contexts: start-ups, corporate, social, public sector, and others.
- Summarize the theory and practice of promoting and managing entrepreneurship in start-ups and existing firms.
- Describe the process of appraising the nature of creative new business concepts, either within start-ups or existing firms.
- Analyze the ethical issues inherent in entrepreneurial activities and develop a personal framework for managing ethical dilemmas.
- Write and present an entrepreneurial “pitch” for a new product or service offering, either as a start-up business or within an existing company.

I. Pedagogical Philosophy. This course will be taught utilizing the Socratic Method requiring that each student be fully prepared for every class. The Socratic Method by definition implies the direct interaction between the professor and the student, preparation is critical to a complete class experience. Also a critical component of your academic experience is your ability to interact and debate in an open forum and this will be a focus of each class. You must remember that reading and understanding are different and if you should read something and not understand it, it is your responsibility to re-read it until you do understand it and contact me for help when you cannot. Most in class discussions will begin with the material in the text so a failure to comprehend that material will definitely put you at a disadvantage.

A. Sakai. Sakai will be utilized to supplement the course. Please contact me if you have any problems with content or if you have suggestions to make the site more accessible.

B. Technology Requirements. Although there are no technology prerequisites for this course, you must have frequent access to an Internet-connected computer to successfully navigate Sakai. The ITS Help Desk in the Library, LL 19, www.uri.edu/helpdesk or 874-4357, is prepared to help students should they encounter problems with Sakai. Please note: Firefox is the recommended (and free from www.mozilla.com/firefox/) browser for Sakai usage.
II. Course Requirements.

Recommended readings: *The Wall Street Journal*. You can access this publication for free through the URI Library Website (http://web.uri.edu/library/). Please read it (or at a minimum read the lead stories) daily.

b. Preparation: Students must complete each chapter reading prior to class to have a full understanding of the integration of the materials. Each student shall be required to review the Sakai site for this class and the student’s URI email on a regular basis for announcements and assignments and shall be responsible for any communication that is posted before each class.

c. Electronic Equipment: All electronic equipment shall be completely shut off (including “vibrations”) and out of view in the classroom. If electronic equipment (including but not limited to smartphones) is “on” during class, I reserve the right to assess a grade of “F” for the semester regardless of the student’s performance in class. Recordings of the class are expressly prohibited.

d. Attendance: Class attendance is sine qua non for effective participation in this class and is therefore mandatory unless expressly authorized by me in advance of class, or after class with a doctor’s verification in form and substance satisfactory to me. Please inform me as soon as possible if you will miss a class due to a religious holiday, intercollegiate sporting event, or other legitimate preexisting obligation.

Each Absence beyond two unauthorized absences from class will automatically result in the reduction of the grade for the course by one full grade category for each of such additional absences.

For purposes of the above, “Absence” shall be defined to include the following:
- Arrival into the classroom after class has commenced.
- Exiting from the classroom once class has commenced and before it has ended. In the event of an unanticipated “personal emergency” during class, please take your possessions when exiting the class and do not re-enter the classroom. Please contact me as soon as possible after class to determine what you missed and if the situation warrants an Absence exception.
- Failure to have prepared an assignment when called on in class.

e. Deportment: No millinery shall be worn in the classroom.

Once class has commenced there shall not be any exiting from and reentry into the classroom. Please see Absences above regarding unanticipated “personal emergency” situations. It should be well understood that each student will act with respect and courtesy toward the instructor, classmates and any classroom visitors. I reserve the right to assess a grade of “F” for the semester regardless of the student’s performance in class if these standards are violated.
III. Evaluation:

**20% - “What Not To Do” Poster Person.** Students will find a recent (within the past year) article from a credible news source discussing a recent lapse in business or professional ethics and the individual(s) responsible for said lapse, preferably dealing with something entrepreneurial in nature. Each student will prepare a two-page summary of the article and how it specifically relates to what we are studying in class. Submitted through the class Sakai site by Thursday, June 1st, at 11:59pm.

**20% - Interview an Entrepreneur.** Students will conduct an informational-type interview with an entrepreneur/intrapreneur of their choosing. This individual must be involved in a venture at least two years old with a minimum of five employees. Each student will submit a two-page interview through the class Sakai site by Thursday, June 8th, at 11:59pm.

**20% - “Swimming with Dolphins.”** This is a similar, but less dangerous and involved, version of Shark Tank! Students will form groups of not more than 5 people to work on generating a compelling original business idea during the semester. The teams will work together every Monday during class time to further the development of their idea. The group will create a basic business concept, then outline a business model for the concept (not a full business plan). This model will be no more than three pages in length. On Tuesday, June 20th, the groups will “Pitch” their ideas to the class in a presentation to last under 5 minutes. In this presentation the team must include at least one graphic (PowerPoint slide or physical slide) of either a key concept or component that makes the business model unique, valuable, and/or stand out from the rest. A rubric for the paper and presentation will be provided in class.

**20% - Essay Exam.** A cumulative one-question online, opinion-based essay exam on Thursday, June 15th. You can take it anywhere and at any time during the exam day.

**20% - Class Participation.** Class participation is not merely performing class assignments or responding when called upon – that is absolutely required by each student. Class participation is the voluntary active engagement in class discussions that reflect and intellectual curiosity relating to the subject material. Notwithstanding the grade achieved pursuant to the percentages above, it is not possible to achieve a course grade in the “A” category (A or A-) without effective class participation.

I reserve the right during the session to assign specific projects if I feel the class is not performing their obligation to read and prepare prior to class, and to fully participate during class.

Grading: A = 94-100; A- = 90-93.99; B+ = 87-89.99; B = 83-86.99; B- = 80-82.99; C+ = 77-79.99; C = 73-76.00; C- = 70-72.99; D+ = 65-69.99; D = 60-64.99; F = below 59.99. Grades will not be changed unless there is a mathematical error.

IV. Proposed Class Calendar. Set forth below is a chronological outline of the coverage of the course material during the session. Please be advised that this schedule is subject to modification depending on various factors including time spent on current events that are relevant to the course material.

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<tr>
<th>Date</th>
<th>Topics</th>
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<tr>
<td>5/22</td>
<td>Intro, chapter 1</td>
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<td>5/23</td>
<td>chapter 2</td>
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<td>5/24</td>
<td>chapter 3</td>
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<td>chapter 5</td>
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<td>chapter 10</td>
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<td>6/13</td>
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<td>online essay exam</td>
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<td>6/19</td>
<td>groups meet on their own</td>
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<td>6/20</td>
<td>groups presentations</td>
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Please note the following: Monday 5/29 – University classes are cancelled for Memorial Day
V. Special Concerns:

a. Disability Mission. The URI community encourages contributions to the learning environment from members of all its cultures, including students with disabilities. The Disability Services for Students recognizes disability and cultural diversity and fosters an inclusive environment for all in the university community through education, awareness, and accessibility. We accomplish this mission by recommending and coordinating reasonable accommodations in a variety of domains (exam, course, program, housing, transportation), encouraging development through self-advocacy and personal decision making, supporting a commitment to academic success and student retention, providing training and information to faculty and administration that uphold the inclusion of persons with disabilities. Their web page, http://web.uri.edu/disability/, offers more information.

Any student with a documented disability is encouraged to contact me early in the semester so that we may work out reasonable accommodations to support your success in this course. Students should also contact Disability Services for Students, Office of Student Life, 330 Memorial Union, 401.874.2098.

b. Academic Support: The work in this course is complex and intensive. To do the best you can, it’s a good idea to visit the Academic Enhancement Center (AEC) on the fourth floor of Roosevelt Hall, http://web.uri.edu/aec/about/. The AEC offers a comfortable environment in which to study alone or together, with or without a tutor. AEC tutors can answer questions, clarify concepts, check understanding, and help you to study. You can make an appointment or walk in during office hours – Monday through Thursday from 9am to 9m, Friday from 9am to 1pm, and Sunday from 4pm to 8 pm. The AEC serves students who are seeking academic support as well as those with more advanced academic ability who are interested in helping others. Peer tutors may also be available through the College of Business Administration; check with your advisor for more information.

The Writing Center is for “all writers, all disciplines, at all levels, and all stages of writing” and is located in the AEC. If an instructor suggests that you go to the Writing Center, it is not a punishment, and does not mean that you are a terrible writer. It means that the instructor wants you to receive more individualized attention to your writing than the instructor is able to provide, given the constraints of the class. It will only improve your grade. If possible, call ahead for an appointment, 401.874.2367. Drop-in tutorials are often available. You may make repeat appointments, requesting the same tutor each time if you wish. Their web page, http://web.uri.edu/aec/writing/, offers tips on how to make the best of your Writing Center visit.

c. Gender Discrimination. If you or someone you know has been harassed or assaulted based on gender, you can find help at The Center for Gender and Sexuality: 401.874.9277 or online http://web.uri.edu/gender-sexuality/; The Women’s Center; 401.874.9131 (anonymous) or online http://web.uri.edu/womenscenter/. In an emergency call 401.874.2121.

d. Other Harassment. If you or someone you know has been harassed or assaulted based on race, national origin, religion, or other protected categories, please contact the Office of Affirmative Action, Equal Opportunity and Diversity (AAEOD): 401.874.2442 or online http://web.uri.edu/affirmativeaction/about-aaeod or the Office of Community, Equity, and Diversity: 401.874.7077 or online http://web.uri.edu/diversity/departmental-units-2/. In an emergency call 401.874.2121.

VI. Academic Honesty and Integrity: Integrity, honesty, trust, respect, and responsibility are principles that guide all activity at the College of Business Administration. As a community of higher learning we accept that adherence to these principles is a necessity and the joint responsibility of the
students and the faculty. Breaches of academic integrity only serve to decrease the value of all academic degrees offered by this institution.

The faculty and the administration of the College of Business Administration recognize this and consequently take violations of academic integrity (e.g., cheating, plagiarism, lying and/or using false documentation to gain special privileges, etc.) very seriously. Instances of academic dishonesty in the College of Business Administration courses will be resolved according to the policies and procedures outlined in the University Manual, specifically Chapter 8, Academic Regulations http://web.uri.edu/manual/chapter-8/.

VII. Inclement Weather Policy. Students should not attend class when the University announces classes are cancelled due to severe weather, or when state officials indicate that travel is prohibited due to such conditions. If weather conditions warrant, the instructor will cancel class by 8am that morning. Please be sure to check your URI email for cancellation information. A make-up class session or alternate arrangements will be made at the next class session. Please contact the instructor directly should you feel unsafe coming to class even though class is not cancelled.

VIII. Miscellaneous. I will utilize your uri.edu e-mail addresses for all class correspondence. Please contact me as soon as possible with any questions, concerns or issues. Thank you!