



Entrepreneurship @ Cornell

Courses Across the Curriculum (updated February 2008)

Pre-startup Skills:

Understanding Entrepreneurship

AEM 120	Foundations of Entrepreneurship and Business
AEM 121	Entrepreneurship Speaker Series
AEM 122	Entrepreneurship, Life Sciences and Technology Speaker Series
ENGRI 127	Introduction to Entrepreneurship for Engineers
H ADM 444	Introduction to Hospitality Entrepreneurship
H ADM 445	Getting your Business Plan Ready for Investors

Business Startup:

Business Planning

AEM 325	Personal Enterprise and Small Business Management
HE 301	Collaborative Leadership
HE 407	Leadership in Nonprofit Environments
MAE 461	Entrepreneurship for Engineers
NBA 675	Summer Start-up Internship in Silicon Valley

Venture Management and Private Equity

NBA 300	Entrepreneurship and Private Equities
NBA 517	Entrepreneurship and Private Equity Immersion
NBA 532	Due Diligence in Private Equity Investments
NBA 557	Case Studies in Venture Capital Financing
NBA 559	Venture Capital Industry and Private Equity Markets
NBA 563/ LAW 649	The IPO and M&A Process
NBA 564	Entrepreneurship and Private Equities
NBA 678	Advanced Private Equity - Negotiations and Structuring

Business Management/Execution:

Evolve Strategy Based on Market Realities, International Dimensions

CHEME 572	Managing New Business Development
CHEME 653	Strategic Alliances
H ADM 744	Competitive Strategies for the Hospitality Industry
H ADM 442	Strategic Marketing
ILRHR 464	Business Strategy
LSP 395/659	Immigrant Entrepreneurship, Markets, and the Restructured US City: The Latino Case
NBA 584	International Corporate Strategy
NBA 625	International Marketing
NBA 653	Strategic Alliances
NBA 676	Organizing for Strategic Advantage

Financial Management

AEM 221	Financial accounting
AEM 323	Managerial Accounting
AEM 324	Finance
CEE 594	Economic Methods for Engineering Management
H ADM 605	Yield Management
H ADM 606	Restaurant Revenue Management
H ADM 624	Reporting and Analysis of Financial Statements
H ADM 628	Real Estate, Finance, and Investments
NBA 656	Valuation Principles
NCC 550	Financial Accounting
NCC 553	Accounting & Financial Principles for Engineers
NCC 556	Managerial Finance
ORIE 350	Financial & Managerial Accounting
ORIE 451	Economic Analysis of Engineering Systems
ORIE 453	Revenue Management

General Management, Communication, Negotiation

AEM 220	Introduction to Business Management
AEM 424	Management Strategy
BEE 489	Engineering Entrepreneurship, Management and Ethics
COMM 301	Business and Professional Presentations
COMM 476	Communication Fellows-Senior Seminar/NYC Trip
ENGRC 335	Communications for Engineering Managers
H ADM 611	Negotiations in the Hospitality Industry

Make Informed Decisions

AEM 417	Decision Models for Small and Large Businesses
NBA 671	Business Ethics

Manage Innovation

CEE 690	Creativity, Innovation, and Leadership
H ADM 443/ AEM 328	Innovation and Dynamic Management

Motivate and Engage a Team – Lead People

CEE 690	Creativity, Innovation, and Leadership
HE 301	Collaborative Leadership
H ADM 485	Employment Discrimination Law and Union Management Relations
H ADM 614	High Performance Leadership
ILRHR 462	Staffing Organizations (undergraduate)
ILRHR 665	Business Strategy and Human Resources
ILRHR 668	Staffing Organizations (graduate)
NCC 554	Management and Leading in Organizations

Successfully Market, Promote and Sell into the Market

AEM 240	Marketing
AEM 344	Consumer Behavior
H ADM 442	Strategic Marketing
H ADM 645	Services Marketing

Tools for Business Analytics:

Basic Research Skills

AEM 210 Introductory Statistics

Computer Skills

CS501 Software Engineering

Management Theory and Methods

CEE 593 Engineering Management Methods

PAM 547 Microeconomics for Management and Policy

Market Research

AEM 410 Business Statistics

NBA 518 Data Mining for Sales, Marketing, and Customer Relationship Management

PAM 215 Research Methods

Project Management

SYSEN 101 Getting Design Right: A Systems Approach

Creativity:

DEA 645 Dancing Mind/Thinking Heart: Creative Problem-Solving

Be the Sole Proprietor of Your Own Career:

BEE 533 Engineering Professionalism

ENGRG 235 Career Development for Engineering

AEM 334 Women, Leadership and Entrepreneurship

Specialized Areas:

Design/Art-based Ventures

FSAD 431 Apparel Production and Management

Energy Management and Sustainable businesses

BEE 401 Renewable Energy Systems

BEE 487 Sustainable Energy Systems

BEE 687 The Science and Engineering Challenges to the Development of Sustainable Bio-based Industries

CEE 455 AguaClara: Sustainable Water Supply Project

CEE 665 Environment/Energy and Transportation Planning and Management

ENGRD 251 Engineering for a Sustainable Society

ENGRI 113 Sustainability Design for Appledore Island

NBA 519 Sustainability as a Driver for Innovation in Entrepreneurial Organizations

NBA 658 Sustainable Global Enterprise Immersion - Practicum

Entrepreneurship in International Context

AEM 442 Emerging Markets

NBA 590 Business in Transition Economies

NBA 593 International Entrepreneurship

NBA 625 International Marketing

Game Design

CIS 300 Introduction to Computer Game Design

CIS 400 Advanced Projects in Game Design

Gender and Leadership Issues

AEM 334 Women, Leadership & Entrepreneurship

Healthcare

PAM 457	Innovation and Entrepreneurship in the Health Care Industry
PAM 574	Short Course in Fundamentals of Health Facility Planning
PAM 760	Challenges and Trends in the Health Services Industry

Hospitality/Restaurant-based Businesses

H ADM 106	Introduction to Food Service Operations
H ADM 301	Service Operations Management
H ADM 340	Franchising in the Hospitality Industry
H ADM 351	Hospitality Facilities Design
H ADM 401	Restaurant Entrepreneurship
H ADM 404	Catering and Special Events Management
H ADM 408	Introduction to Casino Operations
H ADM 451	Restaurant Development
H ADM 602	Spa and Spa Hotel and Resort Development and Management
H ADM 611	Negotiations in the Hospitality Industry

Legal Issues and Fund Raising for Start-ups

H ADM 489	The Law of the Internet and eCommerce
NBA 689/ LAW 663	Law for High Growth Businesses
LAW 649	The IPO and M&A Process
LAW 663	Law for High Growth Companies
H ADM 485	Employment Discrimination Law and Union Management Relations
H ADM 487	Real Estate Law

Real Estate

CRP 532	Real Estate Development Process
CRP 533	Real Estate Marketing and Management
CRP 537	Real Estate Industry Seminar
CRP 556	Design in Real Estate Development
CRP 629	Real Estate Transactions and Deal Structuring
CRP 655	Real Estate Project Workshop
CRP 657	Real Estate Law
CRP 658	Residential Development
H ADM 487	Real Estate Law
H ADM 620	Principles of Real Estate
H ADM 621	Hospitality Real Estate Finance
H ADM 628	Real Estate, Finance, and Investments

Science-based, Technology-based Businesses

AEM 322	Information Technology Strategies
AEM 437	Innovation Strategy
CHEM 404	Entrepreneurship in Chemical Enterprise
CRP 417/517	Economic Development: Firms, Industries and Regions
ENGRG 298	Inventing an Information Society
ENGRG 461	Entrepreneurship for Engineers
H ADM 489	The Law of Internet and eCommerce
INFO 130	Introductory Design and Programming for the Web
MS&E 481	Technology Management
NBA 507	Entrepreneurship for Scientists and Engineers

NBA 600	The Strategic Role of Information Technology
NBA 608	Innovation in Pharma/Biotech: The Challenge of Change
NBA 610	Technology Management: Bio Info and Nano
NBA 618	Global Innovation and Technology Commercialization
NBA 652	Commercializing University Science and High Technology
NBA 665	Management of Innovation and Technology
ORIE 893/894	Enterprise Engineering Colloquium
PL BR 612	Patents, Plants, and Profits: Intellectual Property Management for Scientists and Entrepreneurs

Small Business Consulting

NMI 500 (sec. 6)	Independent Studies - Practicum Projects
NBA 530	Entrepreneurship Lab

Socially Responsible and Non-profit Entrepreneurship

AEM/NS 445	Towards a Sustainable Global Food System: Food Policy for Developing Countries
HE 407	Leadership in Nonprofits
DEA 111	Making a Difference by Design

Veterinary Practice and Animal Production

AN SC 360	Beef Cattle
AN SC 380	Sheep
VTMED 668	Practice Management

Economic Development:

CRP 635	Workshop: State Economic Development Strategies
CRP 800	Advanced Seminar in Urban and Regional Theory I

Singapore Courses:

B6054	Entrepreneurship
B6548	Enterprise Systems
B6836	Managing Organizational Change
K6121	Business Intelligence
K6124	Technopreneurship and Venture Creation
MMH 8440	Sales for Entrepreneurs
TP ##	New Venture Creation: Implementing Business Strategy
TP ##	Strategic Management for New Ventures and Technology Firms
TP ##	Entrepreneurship and Business Planning