

Center for Leadership Education  
**W.P. Carey Minor in Entrepreneurship and Management**

**REQUIREMENTS**

Students must take courses from three categories: statistics, fundamentals of entrepreneurship and management, and upper level entrepreneurship and management electives. Students may elect to focus in a sub-discipline of interest by completing an optional concentration. To complete the minor, all students must successfully complete a program of courses approved by the CLE.

*Note: Since launching our newest minor, Marketing & Communications, some courses have migrated over. Students who have enrolled prior to Fall 2015 are grandfathered in to our original requirements. Courses that you have taken previously, that are now considered M&C courses, will still count towards the E&M minor.*

*Students who are completing a focus area in Marketing will also complete the minor as planned. These students are more than welcome to complete the M&C minor, if they desire and are able, but are not required to. Students who have enrolled after Fall 2015 should now follow the new requirements; One upper level elective M&C course may count towards the E&M minor.*

**STATISTICS** - These courses expose students to the foundations of statistics that are used extensively in business decision-making. These topics include correlation, estimation, hypothesis testing, linear regression, prediction, and forecasting. Students may take either two foundation courses (550.111 and 550.112) or one advanced statistics course.

**ENTREPRENEURSHIP AND MANAGEMENT FUNDAMENTALS** - Students must complete three fundamental courses in entrepreneurship and management. These courses are:

- a. 660.105 Introduction to Business
- b. 660.203 Financial Accounting
- c. 660.250 Principles of Marketing

These courses ensure that all students completing the minor have the breadth of knowledge required for entrepreneurial enterprises and how to manage enterprises. These courses also serve as prerequisites for upper-level courses.

**UPPER-LEVEL ELECTIVE COURSES IN ENTREPRENEURSHIP AND MANAGEMENT** - Students must complete three upper level courses in entrepreneurship and management. These courses must be selected from the list of "Upper Level Electives" in the checklist below.

**OPTIONAL FOCUS AREAS**

Students may choose to complete the minor with a focus in one of the following areas. To complete a focus area, students must select three upper level electives from the focus area they wish to pursue. At least one of these classes must be at the 400-level.

The semester(s) listed in parentheses is the semester(s) we usually offer the course. This information is provided for planning purposes only. We cannot guarantee that a particular course will be offered during a particular term.

**Accounting & Finance** - These courses educate students about financial concepts, investments and financial markets. This information is valuable for the entrepreneur starting a new venture, a manager to be effective within a corporation, and management consultants.

**Business Law** - These courses educate students about legal issues in business and how the law is used to protect intellectual property.

**Leadership & Organizational Behavior** - These courses provide knowledge of both general principles and specific practices needed for working effectively with people in an organization. The courses focus on leadership, team building, ethics, and psychology.

#### ACCOUNTING & FINANCE

660.300	Managerial Finance (fall)
660.303	Managerial Accounting (spring)
660.401	Advanced Corporate Finance (spring)
660.410	Computer Science Innovation and Entrepreneurship (fall)
660.414/304	Financial Statement Analysis (fall)
660.460	Entrepreneurship (fall)
180.263	Corporate Finance (Economics department)
232.410	Corporate Finance (Carey Business School; transfer course)
570.334	Engineering Microeconomics (Geography & Environmental Engineering department)

#### BUSINESS LAW

660.308	Business Law I (fall and spring)
660.310	Case Studies in Business Ethics (fall and spring)
660.311	Law & the Internet (fall and spring)
660.404	Business Law II (fall and spring)
660.405	Intellectual Property Law (fall)
660.460	Entrepreneurship (fall)

#### LEADERSHIP & ORGANIZATIONAL BEHAVIOR

660.321	Managing & Marketing Social Enterprises (spring)
660.334/331	Leading in Teams (fall and spring)
660.332	Leadership Theory (fall and spring)
660.333	Leading Change (fall)
660.335	Negotiation & Conflict Management (fall)
660.336	Community Engineering: Interdisciplinary Problem Solving
660.340	Principles of Management (fall and spring)
660.341	Business Process & Quality Management (fall)
660.361/461	Engineering Business & Management (fall & spring)
660.370	Multinational Firms (spring)
660.460	Entrepreneurship (fall)

## **IMPORTANT NOTES AND LIMITATIONS**

<i>Courses taken from outside WSE and KSAS (including transfer course &amp; study abroad)</i>	Max. of 6 Credits
<i>Credits taken on an S/U basis</i>	1 course
<i>Grade requirement for all courses</i>	C- or higher
<i>Total credits required</i>	Min. of 22 Credits
<i>Courses allowed from Marketing &amp; Communications Minor</i>	1 course

Since introducing our newest minor, Marketing & Communications, the Entrepreneurship & Management minor will still accept 1 course from M&C to count towards the upper level electives. If a student wishes to complete more than one of those courses, they should consider looking into the M&C minor.

Students who matriculated fall 2010 must follow the minor requirements as outlined in this packet. Students who matriculated prior to fall 2010 may choose to complete the minor using the requirements outlined in this packet or may follow the previous version of requirements (available on our website).

## **HOW TO DECLARE A MINOR IN ENTREPRENEURSHIP & MANAGEMENT**

It is recommended that all students interested in the minor make an appointment to speak with the CLE academic program coordinator to receive guidance about the program.

1. Please complete a quick form which can be found at [engineering.jhu.edu/cle](http://engineering.jhu.edu/cle), under Entrepreneurship & Management requirements. We have a computer kiosk in our office located in Whitehead 105 as well. After completing the online checklist the student will need to contact an Academic Advisor to set up an official meeting.
2. Upon review of your enrollments, you will receive a signed "Addition/Change of Minor" slip. Engineering students and Arts & Sciences underclassmen must submit this form to the Office of the Registrar. Arts & Sciences seniors must submit this slip to the Office of Academic Advising.

## **COURSE PLANNING GUIDE**

<b>Course Requirements</b>		
Statistics		Option 1 or 2
E&M Fundamentals	Min of:	3 courses
E&M Upper-level Electives	Min of:	3 courses
<b>Additional Requirements</b>		
Total credits	Min of:	22 credits
Grade requirement for all courses		C - or better

<b>Statistics</b>	
<i>Choose one of the following two options</i>	
<u>Option 1</u> (two courses)	550.111 Statistical Analysis I (4) or 230.205 Introduction to Social Statistics (4) 280.345 Biostatistics in Public Health (4) or 550.113 Statistics through Case Study (4.5) or AP Statistics (4) <b>AND</b>
	550.112 Statistical Analysis II (4)
<u>Option 2</u> (one course)	Any calculus-based statistics course (must have calculus as a prerequisite; refer to approved list on CLE website)
	<ul style="list-style-type: none"> <li>• 540.305 Modeling &amp; Statistical Analysis of Data for Chemical &amp; Biomolecular Engineers</li> <li>• 540.413 Applied Statistics and Data Analysis</li> <li>• 550.211 Probability &amp; Statistics for Life Sciences</li> <li>• 550.430 Introduction to Statistics</li> <li>• 550.310 Probability &amp; Statistics for the Physical &amp; Information Sciences</li> <li>• Probability &amp; Statistics for the Biological &amp; Medical Sciences</li> <li>• 560.435 Probability &amp; Statistics for Civil Engineering</li> </ul>

<b>Entrepreneurship and Management Fundamentals</b>	
<i>Complete the following 3 courses</i>	
EN.660.105	Introduction to Business
EN.660203	Financial Accounting
EN.660.250	Principles of Marketing

<b>Upper Level Electives</b>	
<i>Choose three courses from the list below. If pursuing a focus area, one course must be a 400 level.</i>	
EN.660.300	Managerial Finance
EN.660.303	Managerial Accounting
EN.660.308	Business Law I
EN.660.310	Case Studies in Business Ethics
EN.660.311	Law and the Internet
EN.660.321	Managing & Marketing Social Enterprises
EN.660.331	Leading in Teams
EN.660.332	Leadership Theory
EN.660.333	Leading Change
EN.660.335	Negotiation and Conflict Resolution
EN.660.336	Community Engineering: Interdisciplinary Problem Solving
EN.660.340	Principles of Management
EN.660.341	Business Process and Quality Management
EN.660.353	Product & Brand Management

EN.660.361	Engineering Business and Management
EN.660.363	Leadership & Management in Materials Science and Engineering
EN.660.370	Multinational Firms in the International Economy
EN.660.401	Advanced Corporate Finance
EN.660.404	Business Law II
EN.660.405	Intellectual Property Law
EN.660.410	Computer Science Innovation and Entrepreneurship
EN.660.411	Corporate Strategy and Business Failure
EN.660.414	Financial Statement Analysis
EN.660.460	Entrepreneurship
EN.660.500	Business Internship
EN.660.606	Business of Bioengineering Innovation & Design
EN.661.380	Business Analytics

<b>Optional M&amp;C Upper Level Electives</b> <i>(1 course only).</i>	
EN.660.310	Case Studies in Business Ethics
EN.660.352	New Product Development
EN.660.354	Consumer Behavior
EN.660.355	Sports Marketing
EN.660.358	International Marketing
EN.661.356	Marketing Communication Law & Ethics
EN.661.361	Corporate Communications & P.R.
EN.660.420	Marketing Strategy
EN.660.450	Advertising & Integrated Marketing Communications
EN.661.453	Social Media & Marketing
EN.661.454	Blogging & Digital Copywriting
EN.661.300	Writing for the Arts
EN.661.315	Culture of the Engineering Profession
EN.661.317	Culture of the Medical Profession
EN.661.390	Jay Street 2.0: A Student-run Magazine
EN.661.457	Copywriting & Creative Strategy