

<u>Entrepreneurship</u>	Prerequisites Required (List)	Other Courses that complement this one (List)	Semesters Offered (List)
MGT 4114-Franchising Management Understanding the franchising process; becoming a franchiser or franchisee; franchiser start-up, venture capital, finance, legal compliance, disclosure documents, franchise agreements, franchisee start-ups, franchiser-franchisee relationships, anti-trust laws, and international franchising.	-	-	Spring Only
MGT 7111-Entrepreneurship Management Investigation, analysis, and development of entrepreneurial feasibility studies and business plans.	-	-	Fall Only
BADM 7160 -Negotiation, Persuasion, and Influence Experiential-based course designed to provide managers with the basic concepts and techniques necessary for effective negotiation and conflict resolution in a variety of business contexts	-	-	Fall/Spring
BADM 7420-Financing New Ventures Insight into financing new ventures and investing in companies in early stages; sourcing, qualifying, and analyzing deals; negotiating, structuring, and pricing; creating value; realizing value through various kinds of exit from the business.	Permission of instructor and Flores MBA Program	-	Contingent on course availability
BADM 7421-Financing New Ventures II Focus on cases and projects taken from actual financing situations; structuring of venture capital; the process of making investments in emerging companies.	BADM 7421, Permission of instructor and Flores MBA Program	-	Contingent on course availability
BADM 7440-Franchise Development Important factors in starting and managing a new franchise;	Permission of instructor and	-	Spring Only

characteristics of franchiser and franchisee; evaluation of franchising opportunities; legal concerns of franchising; development of appropriate strategies.	Flores MBA Program; contingent on course availability		
BADM 7441-Franchise Planning Development of franchising business plan to include marketing, management, financial projections, and operations manual outline.	BADM 7440,Permission of instructor and Flores MBA Program; contingent on course availability	-	Contingent on course availability
ISDS 4117-Management of E-Commerce and Internet Information Systems Management of e-commerce and internet systems including: business models and strategies; performance and evaluation; navigation and content; security, trust, and legal issues; integration of managerial, technical, and legal perspectives for intra-business systems, B2B systems, e-supply chains, portals, B2C systems, electronic markets, and e-government.	Permission of instructor is required	-	Spring Only