**FAMILY BUSN & ENTREPRENEURSHIP (FBE)**

**FBE 150 Social Entrepreneurship (3 credits)**
This course introduces students to the field of social entrepreneurship. Social entrepreneurship is the use of entrepreneurial business skills for the explicit pursuit of creating innovative solutions to social problems. In both non-profit and for-profit ventures, organizations engaged in social entrepreneurship act as agents of social change, creating large-scale social change in their communities or around the world with a heightened sense of accountability to the constituencies they serve and the outcomes created by their efforts. Topics covered will include assessment of opportunities, different business models used in the social sector, acquiring resources required for a new social venture, and measuring social impact. First Year Seminar Only

**Restrictions:** Enrollment limited to students with a class of Freshman.

**Attributes:** First-Year Seminar, Undergraduate

**FBE 230 Intro:Entrepreneur/New Venture (3 credits)**
This course explores the fundamental processes of entrepreneurship and new venture creation including: the development of innovative thinking, opportunity recognition, venture exploration which would ultimately lead to a new venture, and the skills that are necessary for successfully building a new venture team that possesses the appropriate attributes. The primary purpose of the course is to develop an innovative perspective, as well as an understanding of the integration of people in the entrepreneurial process. Prerequisites: HSB students: MGT 110 or MGT 120 or MGT 121; CAS students: Permission of Chair.

**Prerequisites:** MGT 1011 or MGT 1015 or MGT 110 or MGT 120 or MGT 121

**Attributes:** Undergraduate

**FBE 231 Family Business (3 credits)**
This course explores the unique interpersonal and business issues associated with a family-owned and managed firm. Thus, the course is designed for those students who will be entering or establishing a family-owned business. The course will focus upon: the competitive strengths and weaknesses of a family firm; the dynamics of family interactions and the family business culture; conflict resolutions; estate planning; and planning for succession. The primary purpose of the course is to provide the tools and techniques that will provide an entrepreneur with the greatest opportunity for success within a family business framework.

**Prerequisites:** FBE 230

**Prerequisites:** FBE 230

**Attributes:** Undergraduate

**FBE 270 Spec Topics: FBE (3 credits)**
Prerequisites: HSB students: MGT 110 or MGT 120 or MGT 121; CAS students: Permission of Chair.

**Prerequisites:** MGT 1011 or MGT 1015 or MGT 110 or MGT 120 or MGT 121

**FBE 330 Social Enterprise & Soc Change (3 credits)**
This course introduces students to the concepts of social enterprising as a means to promote social change. The course begins with a look at the ethical foundations inherent in the initiation of social change, namely moral rights and the justice perspectives on moral reasoning. The course then turns to an exploration into how social enterprise can be used as a vehicle to address injustice and promote social change. Topics in this section include recognizing opportunities for social change, planning and organizing the social venture, funding and scaling the social enterprise, and measuring social impact. Students will have the opportunity to interact with management of a social venture and apply the skills learned.

**Prerequisites:** HSB students: MGT 110 or MGT 120 or MGT 121; CAS students: Permission of Chair.

**Prerequisites:** MGT 1011 or MGT 1015 or MGT 110 or MGT 120 or MGT 121 and PHL 154

**Attributes:** Ethics Intensive (New GEP), Undergraduate

**FBE 360 Bus Law-Entrepreneurial Firms (3 credits)**
This course surveys and analyzes the legal issues faced by new entrepreneurs and entrepreneurial firms. The course covers issues facing the entrepreneur including: leaving your current employer, structuring the ownership of the new company, and obtaining appropriate legal, accounting and insurance advice. A number of issues facing entrepreneurial firms are covered, including: liabilities and insurance, raising capital, contracts and leases, licensing, intellectual property, human resource matters, e-commerce and the sale of goods and services, outsourcing, global entrepreneurship, changing between private and public ownership, and other relevant topics.

**FBE 370 FBE Special Topics (3 credits)**
Prerequisites: HSB students: MGT 110 or MGT 120 or MGT 121; CAS students: Permission of Chair.

**FBE 470 FBE Special Topics (3 credits)**
Prerequisites: HSB students: MGT 110 or MGT 120 or MGT 121; CAS students: Permission of Chair.

**FBE 490 FBE Internship I (3 credits)**
Prerequisites: HSB students: MGT 110 or MGT 120 or MGT 121; Permission of Chair. CAS students: Permission of Chair.

**FBE 491 FBE Internship II (3 credits)**
Prerequisites: HSB students: MGT 110 or MGT 120 or MGT 121; Permission of Chair. CAS students: Permission of Chair.

**FBE 493 Family, Bus & EntrepResearch I (3 credits)**
Prerequisites: HSB students: MGT 110 or MGT 120 or MGT 121; Permission of Chair. CAS students: Permission of Chair.

**FBE 494 Family,Bus & EntrepResearch II (3 credits)**
Prerequisites: HSB students: MGT 110 or MGT 120 or MGT 121; Permission of Chair. CAS students: Permission of Chair.
FBE 495 Family Bus & Entrepren Capstone (3 credits)
This is a capstone course that integrates the various concepts of the core Family Business and Entrepreneurship courses to develop a comprehensive business plan to either create a new venture or to grow an existing family business. Students are responsible for assessing opportunities, collecting and interpreting relevant data to exploit the identified opportunity, and to craft a plan that supports the market need, identifies the target market, and is financially viable. Prerequisites: Capstone course in Family Business and Entrepreneurship, MGT 110 or MGT 120 or MGT 121; ACC 101 & 102; FBE 230; FBE 231; FIN 200; MKT 201; Co-requisite: FBE 360; Senior standing. 
Prerequisites: (MGT 110 or MGT 120 or MGT 121 and ACC 101 and ACC 102 and FBE 231 (may be taken concurrently) and FBE 360) Restrictions: Enrollment limited to students with a class of Senior.

FBE 545 Family Business & Global Econ (3 credits)

FBE 664 Create New & Enhance Exist Firms (3 credits)