

**PAMPLIN COLLEGE OF BUSINESS  
DEPARTMENT OF MANAGEMENT**  
Minor: Entrepreneurship—New Venture Growth (ENVG)  
For students graduating in calendar year 2017

Admission Requirements and Procedures: The Entrepreneurship—New Venture Growth Minor is open to all university students in good academic standing. The program will accept admissions during each spring semester for students to begin the program in the following fall semester. Admission will be competitive and will be based on the following criteria:

- Minimum 2.00 overall GPA;
- Completion of two CLE Area 5 Quantitative and Symbolic Reasoning courses;
- Written statement of interest in the entrepreneurial purpose associated with new venture growth (1 page)
- Submission of this application to Undergraduate Programs (1046 Pamplin Hall);

Decisions will be made within ten to fourteen business days, and the applicant will then be notified by email.

Name \_\_\_\_\_ Student Number \_\_\_\_\_

Address \_\_\_\_\_ Major(s) \_\_\_\_\_

\_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Level (Fresh/Soph/Jr/Sr.) \_\_\_\_\_

Semester hours completed at VT: \_\_\_\_\_ Overall GPA \_\_\_\_\_

CLE Area 5 Courses (grade) \_\_\_\_\_

To complete the Entrepreneurship—New Venture Growth Minor, students accepted in the minor must complete the 18 hours of required and elective courses listed in sections A, B, and C below with an average GPA of 2.0. The minor will be noted on the student's transcript.

<b><u>A. REQUIRED COURSES (6 hours)</u></b>	CREDITS	GRADE	TERM
Must take both courses:			
MGT 3064: Cornerstones of Entrepreneurship and Innovation	3	_____	_____
MGT 4064: Developing Entrepreneurial Ventures (Pre:3064)	3	_____	_____
<b><u>B. BUSINESS RESTRICTED ELECTIVE COURSES (6 hours)<sup>1</sup></u></b>			
Select two of the following:			
BIT 3414: Operations and Supply Chain Management (Pre: 2406)	3	_____	_____
FIN 3104: Introduction to Finance (Pre: ACIS 2115, BIT 2405, ECON 2005)	3	_____	_____
MGT 3304: Management Theory and Leadership Practice	3	_____	_____
MKTG 3104: Marketing Management <sup>2</sup>	3	_____	_____
<b><u>C. RESTRICTED ELECTIVE COURSES (6 hours)<sup>3</sup></u></b>			
Select two of the following:			
AAEC (MGT) 3454: Small Business Management and Entrepreneurship (Pre: 2434 or ACIS 2115 or MGT 3064)	3	_____	_____
AAEC 4404: Agricultural Management and Problem Solving (Pre: 3454)	3	_____	_____
ACIS 4214: Cost Planning and Control (Pre: 2116, 2504, BIT 2405)	3	_____	_____
CHE (MKTG) 4144: Business and Marketing for the Process Industries (Pre: Econ 2005)	3	_____	_____
CS 4244: Internet Software Development (Pre: 3214) <sup>4</sup>	3	_____	_____
CS 4644: Creative Computing Studio (Pre: 3724) <sup>4</sup>	3	_____	_____

	CREDITS	GRADE	TERM
CS 4704: Software Engineering (Pre: 3704) <sup>4</sup>	3	_____	_____
ENGL 3774: Business Writing	3	_____	_____
ENGL 4814: Developing Online Content (Pre: 3804, 3844)	3	_____	_____
FIN 4234: Venture Capital and Investment Banking (Pre: 3144, 3154)	3	_____	_____
HTM 4424: Events Management	3	_____	_____
IDS 4044: Professional Practice & Entrepreneurship (Pre: 2015)	3	_____	_____
ISE 4015: Management Systems Theory, Applications and Design <sup>5</sup>	3	_____	_____
ISE 4304: Global Issues in Industrial Management	3	_____	_____
MGT 3754: Management Internship and Career Development (Pre: 3304 or 3064) <sup>6</sup>	3	_____	_____
MGT 4084: Management Consulting (Pre: 3304, 3614)	3	_____	_____
MGT 3074: Social Entrepreneurship (Pre: 3064)	3	_____	_____
MGT 4094: Managing Technology Commercialization	3	_____	_____
MKTG 4254: Product and Price Management (Pre:3104 or 3104H) <sup>2</sup>	3	_____	_____
MKTG 4304: Marketing Communications (Pre: 3104 or 3104H) <sup>2</sup>	3	_____	_____
MKTG 4354: Marketing Channels and Logistics (Pre: 3104 or 3104H, BIT 2405, BIT 2406) <sup>2</sup>	3	_____	_____
MKTG 4144 (CHE 4144): Business and Marketing Strategies for the Process Industries (Pre: ECON 2005) <sup>2</sup>	3	_____	_____
MKTG 4454: Sales Force Management (Pre: 4554, 3104 or 3104H) <sup>2</sup> – SPRING ONLY	3	_____	_____
SBIO 2104: Principles of Packaging	3	_____	_____
SBIO 2614: Introduction to Forest Products Marketing	3	_____	_____
SBIO 3004: Sustainable Nature-based Enterprises	3	_____	_____
SBIO 3445: Entrepreneurial Wood Design and Innovation	3	_____	_____
SBIO 3446: Entrepreneurial Wood Design and Innovation	3	_____	_____
SBIO 3454: Society, Sustainable Biomaterials, and Energy	3	_____	_____
SBIO 3464: Forest Products Business Systems (Pre: 2514)	3	_____	_____
SBIO 3554: Sustainable Biomaterials Enterprises (Pre:1234)	3	_____	_____

Notes:

- 1: Non-Business majors will require instructor approval.
- 2: Access to MKTG courses will be on a space available basis.
- 3: Cross listed or jointly offered courses can only be taken once to count as credit towards the minor.
- 4: Non-CS majors will require instructor approval.
- 5: Non-ISE majors will require instructor approval.
- 6: MGT 3754 Management Internship will only be accepted for the minor when the topic is "Entrepreneurship".

(Updated: October 2014; master copy: Gautier, Dept. of MGT 231-6353)