

GEB 6155: Social Entrepreneurship

Course Objectives Social entrepreneurship has become an increasingly important phenomenon in the past few years. The creation and management of not-for-profit mission based organizations is the course primary topic.

Course Description: Entrepreneurial practices have become invaluable to these operations in three areas. The first is the entrepreneurial practice of recognizing an opportunity, understanding the market and the nature of clients, providing a value creating solution and finally building an organization to provide the product or service. The second, which is unique to not-for-profits, is to find a way to support the new venture on a sustainable basis. The final way is to create an entrepreneurial climate in existing organizations. We address all of these activities in the class.

Prerequisites: Graduate student

Textbook: *Enterprising Nonprofits: A Tool Kit for Social Entrepreneurs*, by Gregory Dees, Jed Emerson and Peter Economy. *How to Change the World and the Power of New Ideas, rev edition* By David Bornstein

Assignments: Cases, Problems, Experiential learning with an existing social organization, Class Discussion