SYLLABUS

Course Title: The Process and Practice of Entrepreneurship

Course Number: 6115 – Section 6969

Term: Fall 2005, Second Module

Instructors:
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Students Invited: All graduate students with a major in Business Administration with a concentration in Entrepreneurship


Komisar, Randy, The Monk and the Riddle (ISBN 1-57851-140-2)

Course Objectives: 1. Examine the entrepreneurial process from the generation and evaluation of a venture concept to the creation of an enterprise implementing the concept.

2. Provide the background and tools to participate in the entrepreneurial process.

3. Experience the dynamics of a business team in creating a business plan for a venture idea.

Course Overview: The goal of this course is to provide the background necessary to understand the entrepreneurial approach to business and an understanding of the tools required to function effectively in an entrepreneurial environment.

The course will be organized around lectures, readings, class discussion, individual assignments and a team project.

Students will be organized into teams for the purpose of developing a venture idea into an early stage business plan and presenting the plan.
Each team will submit an executive summary of their plan and present the plan to the class. Team members will be graded equally on the team's presentation and on the executive summary.

There will be four written assignments. One assignment will be an essay based on the film *Startup.COM*, which students will view outside of class. There will be a final exam during the last class. Your grade in the class will be determined as follows:

- Team Grade: 40%
- Individual Assignments: 40%
- Final Exam: 10%
- Class Participation: 10%

Assignments and Schedule:

<table>
<thead>
<tr>
<th>Class Date</th>
<th>Preparation for Next Class</th>
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<tbody>
<tr>
<td>Oct 25</td>
<td>Timmons/Spinelli Chapters 1 &amp; 2</td>
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| Oct 27     | Timmons/Spinelli Chapters 3 & 4  
New Venture Proposal Due |
| Nov 1      | Timmons/Spinelli Chapters 6 & 11 |
| Nov 3      | The Monk and the Riddle  
Assignment due |
| Nov 8      | Timmons/Spinelli Chapters 12 & 13 |
| Nov 10     | Timmons/Spinelli Chapters 14, 15 & 16 |
| Nov 15     | Timmons/Spinelli Chapters 7 & 8 |
| Nov 17     | Timmons/Spinelli Chapter 10 |
| Nov 22     | Timmons/Spinelli Chapters 17 & 9  
Startup.Com Assignment due: |
| Nov 29     | Timmons/Spinelli Chapters 18 & 19 |
| Dec 1      | Business Plan due with  
Presentations on December 1 |
| Dec 8      | Final Exam |
Other Policies:

- Make-up assignments will only be given to those students who provide appropriate evidence of legitimate conflicts which caused missing an assignment or who have received prior approval to miss an assignment.

- Regarding students with disabilities – students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the instructor when requesting accommodation.

Academic Honesty:

Adherence to the UF Academic Honesty Guidelines, including the Student Honor Code, is expected. In completing the application for admission to UF, every student has signed the following statement: “I understand that the University of Florida expects its students to be honest in all their academic work. I agree to adhere to this commitment to academic honesty and understand that my failure to comply with this commitment may result in disciplinary action up to and including expulsion from the University.”

Software Use:

All faculty, staff and students of the University of Florida are required and expected to obey the laws and legal agreements governing software use. Failure to do so can lead to monetary damages and/or criminal penalties for the individual violator. Because such violations are also against University policies and rules, disciplinary action will be taken as appropriate. We, the members of the University of Florida, pledge to hold our peers and ourselves to the highest standards of honesty and integrity.

UF Counseling Services:

Resources are available on campus for students having personal problems or lacking clear career and academic goals, which interfere with their academic performance. These resources include: University Counseling Center, 301 Peabody Hall, 392-1575, personal and career counseling; Student Mental Health, Student Health Care Center, 392-1171, personal counseling; Sexual Assault Recovery Services (SARS), Student Health Care Center, 392-1161 ext. 231, sexual assault counseling; and Career Resource Center, Reitz Union, 392-1601, career development assistance and counseling.