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UNIVERSITY OF SOUTH FLORIDA ST. PETERSBURG
UNDERGRADUATE CURRICULUM REQUEST

Submit this form and related documents to the UGC by the meeting materials deadline.

Date Submitted: 9/14/11

Date Change is Requested to become Active: Upon Approval

Contact Name and E-Mail: William Jackson wj@usfsp.edu

This change is for a:

- [ ] CHG TO ACADEMIC POLICY
- [ ] NEW COURSE PROP
- [ ] SUBSTANTIVE CHG
- [ ] NON-SUBSTANTIVE CHG

Have the changes been entered online? [ ] YES [ ] NO

Check all that apply:

- [ ] Change to Course Title
- [ ] Change to Course Number
- [ ] Change to Prerequisites
- [ ] Addition of New Course(s)
- [ ] Deletion of Existing Course(s)
- [ ] Change to Catalogue Description
- [ ] Change to Admission Requirements
- [ ] Suspension of Program
- [ ] Addition of Track/Concentration/Emphasis
- [ ] Change to Track/Concentration/Emphasis
- [ ] Addition of Program
- [ ] Change to Program
- [ ] Deletion of Program
- [ ] Reinstatement of Program
- [ ] Other

Do the above changes mirror changes to the USF Tampa program? [ ] YES [ ] NO

Description of Change (Attach supporting documents if necessary):

MAN 3301 Human Resource Management will be replaced as a required course for the Major and Minor in Entrepreneurship by ENT 4XXX Scalability in Entrepreneurial Firms. This is a new course that has been submitted separately through the approval process. This course addresses one of the most serious problems facing high growth firms--how to scale operations in growth periods.

Impact on College and University Resources:

None

APPROVALS (IF DISAPPROVE, NOTE AND ATTACH COMMENTS)

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<thead>
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<tr>
<td>Chair, College UGC Committee</td>
<td>Goveen S. Kearns</td>
<td>Yes / No</td>
<td>9-23-11</td>
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<tr>
<td>College Dean</td>
<td>Allen E. Ehrardt</td>
<td>Yes / No</td>
<td>9/25/11</td>
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<td>Chair, USESP UGC Committee</td>
<td>Michael Lundt</td>
<td>Yes / No</td>
<td>11/9/11</td>
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<tr>
<td>USFSP Regional V.C. Academic Affairs</td>
<td>Sirine E. Noonan</td>
<td>Yes / No</td>
<td>11/27/11</td>
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</table>

CC. College Curriculum Committee / USFSP Graduate Curriculum Council/ Office of Academic Affairs
For questions, contact Linda Crossman at crossman@mail.usf.edu or 727-873-4143.

Ver 03/04/10
2011-2012 Catalog Description

**ENTREPRENEURSHIP (ETB)**
A major in entrepreneurship is intended for those students interested in the possibility of self-venturing or who may someday work in an entrepreneurial firm. Upon completion of this major, a student will be especially prepared to leverage their knowledge to work in management positions within high growth innovative firms or to take their own idea to market. This major utilizes an interdisciplinary approach to education thus providing a well-rounded knowledge of business. Students will learn the creative nature of idea/opportunity identification and evaluation, the unique skills necessary to build an entrepreneurial firm, and the ability to interact with local community resources and mentors.

**Required for the B.A./B.S. Degree:** Within the 120-semester-hour program listed in the General Requirements section, students must complete a minimum of 24 hours in entrepreneurship-related course work. At least 15 of these 24 hours must be taken in residence at USFSP including each of the required courses. A grade of C- or better is required in all 24 hours plus a 2.0 GPA in all major course work at USFSP and an overall 2.0 GPA including transfer work.

**Required Entrepreneurship Courses:**
- MAN 4802 Entrepreneurship and Small Business Management 3
- ENT 4XXX New Venture Creation** 3
- MAN 4804 Small Business Management Counseling 3
- MAN 3301 Human Resource Management 3

**Any four courses from the following recommended electives**
- MAN 4402 Employment Law
- MAN 4600 International Management
- MAR 3400 Professional Selling
- MAR 4503 Consumer Behavior
- ENT 3XXX Social Issues in Entrepreneurial Firms**
- MAR 3613 Marketing Research
- MAR 4231 Retailing Management
- ACG 3341 Cost Accounting and Control
- ENT 4XXX Entrepreneurial Leadership**
- ISM 3113 System Design and Analysis
- ECO 3703 International Economics
- FIN 4461 Financial Statement Analysis 12

Total 24

**Course is in the process of being assigned a permanent number. Until that time, course will be taught under the designation of MAN 4930 ST (Special Topics) identifier.**

**Requirements for a Minor in Entrepreneurship (ETNP) (for Non-Business Majors):**
This minor is intended for students from any college within the university to provide a general background of knowledge for those individuals that might, at some point, start their own business or be a part of an entrepreneurial organization. The requirements are:

1. ACG 2021 Principles of Financial Accounting 3
2. MAN 3023 Basic Marketing 3
3. MAN 4802 Entrepreneurship and Small Business Management 3
4. ENT 4XXX New Venture Creation (ACG 2021, MAR 3023)
   and MAN 4802 prerequisites) 3

Total Hours 12

2. A grade point average of 2.0 or better must be achieved in the minor course work.
3. All 12 hours must be completed at USFSP.
4. Students would also be expected to take ECO 2023 which can be taken under the General Education requirements for Arts and Science majors.

**Requirements for a Minor in Entrepreneurship (ETPB) (for Business Majors):**
This minor is intended to complement any of the majors in the College of Business providing a general background of entrepreneurship and again to support the notion that self-venturing is a viable career option.

The requirements are:
1. MAN 4802 Entrepreneurship and Small Business Management 3
   ENT 4XXX New Venture Creation 3
   MAN 3301 Human Resource Management 3
   MAN 4804 Small Business Counseling 3
   Total Hours 12
2. A Grade Point Average of 2.0 or better must be achieved in all of the minor course work.

Proposed Changes to the Catalog:

• ENTREPRENEURSHIP (ETB)

A major in entrepreneurship is intended for those students interested in the possibility of self-venturing or who may someday work in an entrepreneurial firm. Upon completion of this major, a student will be especially prepared to leverage their knowledge to work in management positions within high growth innovative firms or to take their own idea to market. This major utilizes an interdisciplinary approach to education thus providing a well-rounded knowledge of business. Students will learn the creative nature of idea/opportunity identification and evaluation, the unique skills necessary to build an entrepreneurial firm, and the ability to interact with local community resources and mentors.

Requirements for the B.A./B.S. Degree: Within the 120-semester-hour program listed in the General Requirements section, students must complete a minimum of 24 hours in entrepreneurship-related course work. At least 15 of these 24 hours must be taken in residence at USFSP including each of the required courses. A grade of C- or better is required in all 24 hours plus a 2.0 GPA in all major course work at USFSP and an overall 2.0 GPA including transfer work.

Required Entrepreneurship Courses:

- ENT: Creativity and Innovation in Entrepreneurial Firms3
- MAN 4802 Entrepreneurship and Small Business Management 3
- ENT 3XXX New Venture Creation 3
- ENT 4XXX Student Consulting with High Growth Ventures3
- ENT 4XXX Scalability in Entrepreneurial Firms 3

Any three courses from the following recommended electives

- MAN 4402 Employment Law
- MAN 4600 International Management
- MAR 3400 Professional Selling
- MAR 4503 Consumer Behavior
- ENT 3XXX Social Issues in Entrepreneurial Firms**
- MAR 3613 Marketing Research
- MAR 4231 Retailing Management
- ACG 3341 Cost Accounting and Control
- ENT 4XXX Entrepreneurial Leadership**
- ISM 3113 System Design and Analysis
- ECO 3703 International Economics
- FIN 4461 Financial Statement Analysis 12
Total 24

** Course is in the process of being assigned a permanent number. Until that time, course will be taught under the designation of MAN 4930 ST (Special Topics) identifier.

Requirements for a Minor in Entrepreneurship (ETNP) (for Non-Business Majors):

This minor is intended for students from any college within the university to provide a general background of knowledge for those individuals that might, at some point, start their own business or be a part of an entrepreneurial organization. The requirements are:

1. ENT 3XXX Creativity and Innovation in Entrepreneurial Firms 3
2. MAN 3023 Basic Marketing 3
3. MAN 4802 Entrepreneurship and Small Business Management 3
4. ENT 3XXX New Venture Creation (MAN 4802 prerequisites) 3
Total Hours 12
2. A grade point average of 2.0 or better must be achieved in the minor course work.
3. All 12 hours must be completed at USFSP.
4. Students would also be expected to take ECO 2023 which can be taken under the General Education requirements for Arts and Science majors.

Requirements for a Minor in Entrepreneurship (ETPB) (for Business Majors):
This minor is intended to complement any of the majors in the College of Business providing a general background of entrepreneurship and again to support the notion that self-venturing is a viable career option.
The requirements are:
1. MAN 4802 Entrepreneurship and Small Business Management 3
   ENT 3XXX New Venture Creation 3
   ENT 4XXX Scalability in Entrepreneurial Firms 3
   ENT 4XXX Student Consulting with High Growth Ventures 3
   Total Hours 12
2. A Grade Point Average of 2.0 or better must be achieved in all of the minor course work.
# USF ST. PETERSBURG - MINOR/CERTIFICATE/TRACK/CONCENTRATION SUBMITTED

**TRACKING NUMBER:** 15  
**DATE/TIME:** 2011-11-14 09:02:48.0

## 1. Department and Contact Information

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<th>Department</th>
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<td>ENT</td>
<td>Business</td>
<td>USF01 STP 511415 10000</td>
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**Contact Person:** crossman  
**Phone:** 7278734143  
**Email:** crossman@usfsp.edu

## 2. Minor/Certificate/Track/Concentration Information

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**Title**  
Entrepreneurship Major (ETB) CHANGE

**Required Courses**

Required Entrepreneurship Courses:  
- ENT Creativity and Innovation in Entrepreneurial Firms (3)  
- MAN 4802 Entrepreneurship and Small Business Management (3)  
- ENT 3XXX New Venture Creation (3)  
- ENT 4XXX Student Consulting with High Growth Ventures (3)  
- ENT 4XXX Scalability in Entrepreneurial Firms (3)

Any three courses from the following recommended electives:  
- MAN 4402 Employment Law (3)  
- MAN 4600 International Management (3)  
- MAR 3400 Professional Selling (3)  
- MAR 4503 Consumer Behavior (3)  
- ENT 3XXX Social Issues in Entrepreneurial Firms (3)  
- MAR 3613 Marketing Research (3)  
- MAR 4231 Retailing Management (3)  
- ACG 3341 Cost Accounting and Control (3)  
- ENT 4XXX Entrepreneurial Leadership (3)  
- ISM 3113 System Design and Analysis (3)  
- ECO 3703 International Economics (3)  
- FIN 4461 Financial Statement Analysis (3)  
- ENT 4XXX Internship in Entrepreneurship (3)  
- ENT 4XXX Independent Research in Entrepreneurship (3)

**Other Specifications**

## 3. Proposed Catalog Copy

- ENTREPRENEURSHIP (ETB)  
  A major in entrepreneurship is intended for those students interested in the possibility of self-venturing or who may someday work in an entrepreneurial firm. Upon completion of this major, a student will be especially prepared to leverage their knowledge to work in management positions within high growth innovative firms or to take their own idea to market. This major utilizes an interdisciplinary approach to education thus providing a well-rounded knowledge of business. Students will learn the creative nature of idea/opportunity identification and evaluation, the unique skills necessary to build an entrepreneurial firm, and the ability to interact with local community resources and mentors. Requirements for the B.A./B.S. Degree: Within the 120-semester-hour program listed in the General Requirements section, students must complete a minimum of 24 hours in entrepreneurship-related course work. At least 15 of these 24 hours must be taken in residence at USFSP including each of the required courses. A grade of C- or better is required in all 24 hours plus a 2.0 GPA in all major course work at USFSP and an overall 2.0 GPA including transfer work. Required Entrepreneurship Courses:  
- ENT Creativity and Innovation in Entrepreneurial Firms (3)  
- MAN 4802 Entrepreneurship and Small Business Management (3)  
- ENT 3XXX New Venture Creation (3)  
- ENT 4XXX

[http://www.ugs.usf.edu/ugc/Proposals/STP/mininsert.cfm](http://www.ugs.usf.edu/ugc/Proposals/STP/mininsert.cfm)
Any three courses from the following recommended electives MAN 4402 Employment Law MAN 4600
International Management MAR 3400 Professional Selling MAR 4503 Consumer Behavior ENT 3XXX Social
Issues in Entrepreneurial Firms** MAR 3613 Marketing Research MAR 4231 Retailing Management ACG 3341
Cost Accounting and Control ENT 4XXX Entrepreneurial Leadership** ISM 3113 System Design and Analysis
ECO 3703 International Economics FIN 4461 Financial Statement Analysis ENT 4XXX Internship in
Entrepreneurship ENT 4XXX Independent Research in Entrepreneurship Total 24

4. Justification of Requirements

MAN 3301: Human Resource Management is being replaced by ENT4XXX: Scalability in Entrepreneurial
Firms. This is a new course that addresses one of the most serious problems facing high-growth firms -- how to
scale operations in growth periods. This change enhances the program.