BUSINESS ADMINISTRATION
MAJOR: ENTREPRENEURIAL STUDIES OPTION (B.S.)

https://paulcollege.unh.edu/business-administration/program/bs/business-administration-major-entrepreneurial-studies-option

Description

The Option in Entrepreneurial Studies is designed for students interested in entrepreneurship and creativity and who seek to learn about starting high growth business, working for a new venture, investing in start-ups or becoming involved in a new venture creation within an established organization. The ES option fosters an entrepreneurial culture throughout the program with a priority on applied learning in the dynamic environment of entrepreneurial ventures. Students apply what they’ve learned to a senior project and in conducting due diligence for investors. The ES option studies entrepreneurship from the entrepreneurs, employees and the investor’s perspective.

Requirements

Degree Requirements

Minimum Credit Requirement: 128 credits

Minimum Residency Requirement: 32 credits must be taken at UNH

Minimum GPA: 2.0 required for conferral*

Core Curriculum Required: Discovery & Writing Program Requirements

Foreign Language Requirement: No

All Major, Option and Elective Requirements as indicated.

*Major GPA requirements as indicated.

Major Requirements

A typical plan of study follows, showing the major-required courses. Students take 16-18 credits per semester. Discovery Program requirements (including the Inquiry requirement in the first two years) and elective courses are taken as well. Students are expected to follow this course plan. In the first three semesters, students cannot take more than two major courses in a single semester. The options have additional requirements as noted. For a detailed schedule/plan of study for each option, students should check with the Paul College Undergraduate Programs and Advising Office for specific recommendations.

Option in Entrepreneurial Studies

Depending of the choice of option and the specific requirements thereof, students may be able to take PAUL or non-PAUL electives in their junior or senior year.

Sample Degree Plan

First Year

Fall

ADMN 400 or ADMN 410 Introduction to Business 4
or ADMN 410 or Management Information Systems
ECON 401 or ECON 402 Principles of Economics (Macro) 4
or Principles of Economics (Micro)
MATH 422 or MATH 424A Mathematics for Business Applications 4
or Calculus for Social Sciences
PHIL 431 Business Ethics 4
PAUL 405 Freshman Academic Experience I 4
ADMN 403 Computing Essentials for Business 1
PAUL 406 Freshman Academic Experience II 1
PAUL 660 BiP-Social Intelligence Topics 2
PAUL 670 BiP-Analytical Intelligence Topics 2
PAUL 680 BiP-Competitive Intelligence Topics 2
PAUL 690 BiP-Professional Intelligence Topics 2
ADMN 410 Management Information Systems 4
or Introduction to Business
ECON 402 or ECON 401 Principles of Economics (Micro) 4
or Principles of Economics (Macro)
ENGL 401 First-Year Writing 4

Credits 18
### Second Year

#### Fall
- **ADMN 502** Financial Accounting 4
- **ADMN 510** Business Statistics 4
- Discovery 4
  - Credits 17

#### Spring
- **ADMN 503** Managerial Accounting 4
- **ADMN 585** Marketing 4
  - or **ADMN 575** Behavior in Organizations 4
- Discovery 4
  - Credits 16
- **PAUL 660** BiP-Social Intelligence Topics 2
  - or **PAUL 690** BiP-Professional Intelligence Topics 2

### Third Year

#### Fall
- **ADMN 575** Behavior in Organizations 4
  - or **ADMN 585** Marketing 4
- **ADMN 570** Introduction to Financial Management 4
  - or **ADMN 580** Quantitative Decision Making 4
- Discovery 4
  - Course selected in consultation with advisor 1 4
  - BiP Business in Practice (PAUL 660, 670, 680 or 690) 2
  - Credits 18

#### Spring
- **ADMN 580** Quantitative Decision Making 4
  - or **ADMN 570** Introduction to Financial Management 4
- **MKTG 763** Marketing Analytics 4
  - or **MKTG 764** New Product Development 4
- Course selected in consultation with advisor 1 4
  - Course selected in consultation with advisor 1 4
  - BiP Business in Practice (PAUL 660, 670, 680 or 690) 2
  - Credits 18

### Fourth Year

#### Fall
- **DS 741** Private Equity/Venture Capital 4
- **DS 742** Internship in Entrepreneurial and Management Practice 4
  - Course selected in consultation with advisor 1 4
  - Course selected in consultation with advisor 1 4
  - BiP Business in Practice (PAUL 660, 670, 680 or 690) 2
  - Credits 18

#### Spring
- **ADMN 775** Strategic Management: Decision Making 4
  - & **ADMN 700** and PAUL Assessment of Core Knowledge 4
- **MGT 733** Launching New Ventures 4
  - Course selected in consultation with advisor 1 4

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1. Students can explore a second option, second major, minor, or general electives.

### Student Learning Outcomes

- Students will demonstrate proficiency in the core content areas of business.
- Students will think critically to address business situations.
- Students will demonstrate communication skills to interact effectively in business situations.
- Students will identify and understand the ethical dimensions and implications of business decisions.
- Students will demonstrate the ability to analyze a business situation by applying a multiple stakeholder lens.
- Students will demonstrate an understanding of business practices as they relate to local, national and global competitiveness.