

# INFORMATION FOR ENTREPRENEURIAL / INNOVATIVE EAGLES!

EARNING A MAJOR OR MINOR IN ENTREPRENEURSHIP: WHICH COURSES SHOULD YOU TAKE?

## YEAR 1

	FALL - ENTP 387 STARTUP RESEARCH	WINTER - ENTP 388 LEARNING FROM OTHERS: ENTREPRENEURIAL CASE ANALYSIS	SPRING - ENTP 389 BUSINESS PLAN & PITCH DECK
<p>First-year courses for entrepreneurship major. Major in ENTP also requires BAB core courses PLUS two electives.</p> <p>Core courses for minor in entrepreneurship. ENTP minor also requires two electives.</p> <p>Core courses for specialty entrepreneurship degrees (i.e. Music and Technology Entrepreneurship degree)</p>	<p>Module 1: Databases and Library Research</p> <p>Module 2: Customer Discovery Interviews</p> <p>Module 3: Uncovering Your Leaps of Faith</p>	<p>Weeks 2-10 will each involve independent analysis of a published full-length (i.e., not textbook) entrepreneurial case.</p>	<p>Module 1: Feasibility &amp; Market Analysis</p> <p>Module 2: Business Plan Write-up</p> <p>Module 3: Investment Pitch and Pitch Deck</p>

## YEAR 2

	FALL - ENTP 411 THE VALUE PROPOSITION	WINTER - ENTP 438 STARTUP FINANCE	SPRING - ENTP 412 BUILDING YOUR BUSINESS MODEL
<p>Second-year courses for entrepreneurship major. Major in ENTP also requires BAB core courses PLUS two electives.</p> <p>These can also be taken as electives in minors and other degree programs If ENTP 387, 388 and 389 have all been completed.</p>	<p>Module 1: Value Proposition Canvas</p> <p>Module 2: Prototyping and Design of Product/Service</p> <p>Module 3: Validating Value Proposition</p>	<p>Module 1: Startup Finance</p> <p>Module 2: Working Capital</p> <p>Module 3: Financial Forecasting</p>	<p>Module 1: Business Model Canvas</p> <p>Module 2: Revenue, Gross Margin, and Operating models</p> <p>Module 3: Working Capital and Investment Models</p>

### SPECIALIZED ENTREPRENEURSHIP DEGREE - BA in Music and Technology Entrepreneurship

#### RECOMMENDED ELECTIVES:

- DSCI 346
- DSCI 445
- DSCI 446
- DSCI 450
- ENTP 311
- ENTP 496 (COMM 496)
- MISC 371
- MISC 487
- MKTG 400
- MKTG 419
- OPSM 425
- OPSM 428
- OPSM 429



For more information please contact: [entp-center@ewu.edu](mailto:entp-center@ewu.edu)

# HOW TO GET INVOLVED AT EWU!

OPPORTUNITIES	FRESHMAN	SOPHOMORE	JUNIOR / TRANSFER	SENIOR	GRAD. STUDENT
Idea development workshop	Attend 1 or more	Attend 1 or more	Attend if still seeking idea	Attend if still seeking idea	N/A
How to pitch your idea workshop	Attend 1	Attend 1	Attend 1	Can attend	Can attend
Eagle's Nest Business Idea Pitch Tournament \$7,500 in annual prizes	Enter and Pitch!	Enter and Pitch!	Enter and Pitch!	Enter and Pitch!	Enter and Pitch!
EWU Entrepreneurs Club (a member of C-E-O Global)	Join and participate	Join and participate	Join, participate, and seek leadership opportunities	Join, participate, and seek leadership opportunities	Join, participate, and seek leadership opportunities
Attend C-E-O Global Conference	Maybe	Yes	Yes	Yes	Yes
Sign up for the Center for Entrepreneurship email list	Yes	Yes	Yes	Yes	Yes
Register with CFE to begin earning points towards your Co-curricular Certificate in Entrepreneurial Leadership	Yes	Yes	Yes	Yes	Yes
Apply for the summer Technology Commercialization Academy Fellowship	N/A	N/A	Yes	Yes	Yes
Begin ENTP courses towards the minor.	N/A	If ready	Yes	Yes	N/A
Begin ENTP courses towards the major.	N/A	If ready	Yes	Yes	N/A
Contact Music Department for information about Music & Technology Entrepreneurship	If interested	If interested	If interested	N/A	N/A
Pick your ENTP electives	N/A	Yes	Yes	N/A	N/A
Apply for the Robert G. Schwartz Entrepreneurship Scholarship	N/A	Yes	Yes	Yes	N/A
Apply to work in the EWU Center for Entrepreneurship	N/A	N/A	Yes	Yes	Yes
Attend an event at Startup Spokane	N/A	N/A	Yes	Yes	Yes
Enter Northwest Entrepreneurs Competition	Yes	Yes	Yes	Yes	Yes
Enter other business plan competitions around the country	N/A	N/A	Yes	Yes	Yes
Attend Entrepreneurship Speaker events	Yes	Yes	Yes	Yes	Yes