



# Lincoln University

## BA 250 – Entrepreneurial Management COURSE SYLLABUS

Spring, 2024

- Instructor:** Prof. Arthur Ashurov, Ph.D.  
**Lecture Schedule:** Tuesday, 12:30 PM – 3:15 PM  
**Credits:** 3 units / 45 lecture hours  
**Level:** Advanced (A)  
**Office Hours:** Tuesday, 11:45 AM – 12:30 PM – by appointment  
E-mail: [ashurov@lincolnuca.edu](mailto:ashurov@lincolnuca.edu)  
Phone: (510) 628-8010  
**Textbooks:** Essentials of Entrepreneurship and Small Business Management, 2019, 9th Edition; Norman M. Scarborough; Jeffrey R. Cornwall, Pearson  
ISBN-10: 013-474108-0; ISBN-13: 978-0-13-474108-6.  
**Last Revision:** 01/03/24

### CATALOG DESCRIPTION

Exploring management for a new enterprise. The primary focus of this course is to study the behavior involved in forming a new business, including venture capital, purchasing a business, recognizing, and evaluating opportunities, networking, selling, etc. The course consists of case studies, discussing in-class exercises, readings, and an outside project. (3 units). *Prerequisite: BA 110*

### EDUCATIONAL OBJECTIVES

- To understand the concept of entrepreneurship and start-up ventures.
- To gain knowledge of planning and organizing the venture.
- To understand the types of business ownership for small and large enterprises, organizational structures, and management function.
- To discuss the fundamentals of managing the new and small business enterprises.

**COURSE LEARNING OUTCOMES<sup>1</sup>**

	<b>Course LO</b>	<b>Program LO</b>	<b>Institutional LO</b>	<b>Assessment Activities</b>
1	Understand the dynamics relating to establishing, leading, and growing entrepreneurial company, strategic management, marketing, advertising and promotion, human resources management, succession, and risk management in start-up business.	PLO 1	ILO 1a, ILO 2a	Homework; participation in the in-class discussions; case studies; quizzes; midterm/final exams.
2	Understand forms of business ownership, franchising, and buying an existing business.	PLO 2	ILO 1a, ILO 2a, ILO 4a	Participation in the in-class discussions; case studies; quizzes.
3	Demonstrate an ability to conduct a feasibility analysis, craft a solid business/financial plan for start-ups.	PLO 4	ILO 4a, ILO 5a, ILO 6a	Participation in the in-class discussions; case studies; quizzes.
4	Understand how to choose the best location, layout, and physical facilities for entrepreneurial venture.	PLO 5	ILO 4a, ILO 5a	Course project presentation, course project report; case studies.

**INSTRUCTIONAL METHODS**

*This is a direct classroom instruction course.*

The course will be conducted in the form of lectures and interactive discussions on the present small business entrepreneurial thinking and management practice. Case studies will be provided.

Assignments and projects require students to actively use resources of the library. Detailed guide to business *resources of the library* as well as the description of Lincoln University approach to *information literacy* are available at the [LU Library](http://lincolnuca.libguides.com) website (lincolnuca.libguides.com).

**ATTENDANCE**

Students are expected to attend each class section. If you cannot attend a class due to a valid reason, please notify the instructor prior to the class.

**DROPPING THE CLASS**

If you decide not to continue in the class, please call or go to Admissions and Records and drop yourself. You do not need to involve the instructor. **Do not assume that the instructor will drop you for not attending the class.**

<sup>1</sup> Detailed description of learning outcomes and information about the assessment procedure are available at the [Learning Outcomes Assessment](#) section of LU website.

**GRADING POLICY**

Your grade will be determined as follows:

<b>Grade Structure</b>	<b>Points</b>
Team Presentation + Team Evaluation	70 + 30
Attendance	30
Participation in the Class	70
Midterm Exam	100
Final Exam	100
<b>Total Points</b>	<b>400</b>

Grades will be earned as follows:

<b>Points Earned</b>	<b>Letter Grade</b>
360- 400; 340-359	A; A-
320-339; 300-319; 280-299	B+; B; B-
260-279; 240-259; 220-239	C+; C; C-
180-219	D
<180	F

**EXAMS**

We will have two exams: midterm and final exam during the semester. Exams will cover all assigned chapters, any additional readings or supplementary materials covered in class. The exams are not “open book” and “open notes”.

Students for whom English is not a first language may use a dictionary during exams.

Students need to complete missing assignments and tests or retake the course. No tuition is required to complete the course.

***Absolutely no makeup tests and projects are allowed.***

**OTHER COMMENTS**

- Please participate. What you put into the class will determine what you get out of it – and what others get out of it.
- Please come **on time**. Late arrivals disturb everyone else. Attendance will be taken **15 minutes** after the beginning of each class.
- Students may not read other materials (newspapers, magazines) during class.
- Students are to remain in class during the entire session except for breaks. **Students are not allowed to come and go during class sessions.**
- If you miss a class, you are responsible for getting notes/slide printouts on the material covered from a classmate or the instructor.
- To avoid distracting noise in class, cellular phones **must** be turned off or the ringing mode silenced.
- All class participants are expected to exhibit respectful behaviors to other students and the instructor. All students have the right and privilege to learn in the class, free from harassment and disruption. Inappropriate or disruptive behavior will not be tolerated, nor will be lewd or foul language.

***The instructor reserves the right to change this syllabus.***

**CLASS SCHEDULE**

<b>Date</b>	<b>Focus of Discussion</b>	<b>Homework Assignment</b>
Tu: 01/23	Orientation via Syllabus. Introduction to Course Team Project Assignment. Foundations of Entrepreneurship.	Read Ch. 1 Team Project Assignment
Tu: 01/30	Ethics and Social Responsibility.	Ch. 2, 3
Tu: 02/06	Feasibility Analysis and Business Model Design.	Ch. 4 Case 1- reading and answering questions in writing
Tu: 02/13	Crafting Business Plan. Forms of Business Ownership.	Ch. 5, 6
Tu: 02/20	Buying an Existing Business	Ch. 7 Homework – Quiz 1. Answering questions in writing.
Tu: 02/27	Franchising Midterm Exam Preview	Ch. 8
<b>Tu: 03/05</b>	<b>Midterm Exam (Chapters 1 – 8)</b>	
Tu: 03/12	NO CLASS	
Tu: 03/19	Midterm Exam Results Review. Bootstrap Marketing Plan.	Ch. 9
Tu: 03/26	E-Commerce and the Entrepreneur	Ch. 10
Tu: 04/02	Pricing and Credit Strategies. Financial Plan.	Ch. 11, 12 Case 2 – reading and answering questions in writing.
Tu: 04/09	Managing Cash Flow. Location and Layout.	Ch. 13, 14
Tu: 04/16	Equity and Debt Financing. Global Aspects of Entrepreneurship.	Ch. 15, 16
Tu: 04/23	Building a New Venture Team.	Ch. 17
Tu: 04/30	Team Project Presentation. Final Exam Preview	
<b>Tu: 05/07</b>	<b>Final Exam</b>	

**NOTE:** *This schedule can be changed if needed*