



LINCOLN UNIVERSITY

Entrepreneurial Management (BA 255)

COURSE SYLLABUS

Fall, 2012 – Monday, Wednesday (3:30pm – 6:15 pm)

Instructor: Dr. Arthur Ashurov
Phone: (510) 628-8010
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Credit: 3 Units = 45 Lecture Hours

Required Textbook:

Entrepreneurship in Action, 2nd Edition, Mary Coulter; Prentice Hall;
ISBN 0-13-101101-4

Course Description:

Exploring the management a new or total enterprise. Concentration on the impact of innovative personality and its approach to decision making. The primary focus of this course in to study the behavior involved in forming new business. Include venture capital, purchasing a business, recognizing and evaluating opportunities, networking, selling, etc. This course consists of case studies, discussing in-class exercises and an outside project.

Last Revision: August 14th, 2012

Course Objectives:

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

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.

Grading Policy:

Your grade will be determined as follows:

Grade Structure	Points
Team Presentation + Team Evaluation	70 + 30
Attendance	30
Participation in the Class	70
Midterm Exam	100



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Final Exam	100
Total Points	400

Grades will be earned as follows:

Points Earned	Letter Grade
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 course of the semester. Exams will cover all assigned chapters, any additional readings or supplementary materials covered in class. The exams are not “open book” or “open notes”.

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

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 in **10-15 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 with the exception of breaks. **Students are not allowed to come and go during class session.**
- 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 lewd **or** foul language.

The instructor reserves the right to change this syllabus.



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CLASS SCHEDULE:

	Focus of Discussion	Reading Assignment
M: 8/20	Orientation via Syllabus. Introduction to Course Team Project Assignment. Chapter 1	Read Ch.1 Team Project Assignment
W: 8/22	Chapters 1, 2	Ch. 1, 2
M: 8/27	Chapter 2	Ch. 2
W: 8/29	Chapter 3	Ch. 3
M: 9/03	NO CLASS	Ch. 3, 4
W: 9/05	Chapter 4 Midterm Exam Review	Ch. 4
M: 9/10	Midterm Exam	
W: 9/12	Chapter 5	Ch. 5
M: 9/17	Chapters 5,6	Ch. 5, 6
W: 9/19	Chapter 6	Ch. 6
M: 9/24	Chapter 7	Ch. 7
W: 9/26	Chapters 7, 8	Ch. 7, 8
M: 10/01	Chapters 8, 9	Ch. 8, 9
W: 10/03	Team Project Presentation; Final Exam Review	
M: 10/08	Final Exam	

NOTE: This schedule is subject to change.