

School	The University of New Mexico Valencia Campus
Course	ENTR1110 – Entrepreneurship
Semester	Spring 2019
Class Time	Tuesdays and Thursdays 8:00AM-5:00PM
Room	Online
Instructor	Dr. Stephen Edward Takach Ph.D. (<i>Strategic Management</i>), MBA (<i>International Management</i>), BBA (<i>Finance</i>)
Office	Business and Technology Building (B152) (<i>Instructor will likely be in this office or in classroom</i>)
Email	set@unm.edu (<i>Please use this email as it is checked frequently</i>)
Office Phone	505.925.8730 (<i>Please contact through email as office phone is rarely checked</i>)
Office Hours	Tuesdays and Thursdays 8:00AM-5:30PM (<i>please see office hours on B152 office door</i>)
Textbook	Main Text: Fundamentals for Becoming a Successful Entrepreneur, Malin Brännback / Alan Carsrud, (ISBN-13: 9780133966817) Supplemental Text: Dear Mr. A ~ Letters Revealing the Secrets of an Entrepreneur, George Black
Course Purpose	Introduces students to the concept of entrepreneurship and to the process of business startups.
Course Objectives	Based on successfully completing ENTR1110 students will be enabled to: 1. Identify the unique characteristics of an entrepreneur. 2. Identify opportunities and conduct needs analysis. 3. Develop value proposition/market fit for proposed products and services. 4. Develop an appropriate business model. 5. Identify availability of necessary resources.
Grading and Assignments	<p>Course grade will reflect student's exam performance, the completion of in-class exercises (ICE), out-of-class assignments (OCA), a "slide deck", and an out-of-class video presentation</p> <p style="text-align: center;">In-Person Exams: 30% In-Class Exercises: 30% Out-of-Class Assignments: 25% Out-of-Class Slide Deck: 10% Out-of-Class Video Presentation: 5% A: 90-100% B: 80-89.5% C: 70-79.5% D: 60-69.5% F: Below 59.5</p> <ul style="list-style-type: none"> □ There be four (4) in-class exams. (T1 = 10%, T2 = 10%, T3 = 5%, T4 = 5% sum of four (4) tests = 30%) <ul style="list-style-type: none"> ○ NOTE: Tests must be taken in person (If you cannot come to UNM Valencia Campus to take the four (4) in-class exams, you will need to make arrangements to have the test proctored and you must email me at set@unm.edu within the first week of class to arrange proctoring of the four (4) in-class exams) ○ NOTE: Tests must be taken within two (2) business days of date posted on the syllabus: <ul style="list-style-type: none"> ▪ Test 1: Tuesday, September 10th at 8:00AM → Thursday, September 12th at 5:00PM ▪ Test 2: Tuesday, October 15th at 8:00AM → Thursday, October 17th at 5:00PM ▪ Test 3: Tuesday, November 5th at 8:00AM → Thursday, November 7th at 5:00PM ▪ Test 4: Tuesday, December 10th at 8:00AM → Thursday, December 12th at 5:00PM □ There will be thirty (30) in-class exercises (30 in-class exercises (ICE) @ 1.0% per in-class exercise = 30%) <ul style="list-style-type: none"> ○ NOTE: These exercises will be similar to those completed in-class during a face-to-face class session and turned into the instructor at the end of the class session. ○ NOTE: Students must turn in their in-class assignments by 11:59PM on the date indicated on this syllabus. ○ NOTE: These in-class exercises cannot be made-up. □ There will be (25) out of class assignments. (25 out of class assignments @ 1.0% per out of class assignment = 25%) <ul style="list-style-type: none"> ○ NOTE: These out of class assignments require either notes on the topics contained within the chapters, test debriefings, or handouts. These will be completed individually by the student, will be <i>legibly hand written</i>, will be electronically captured (i.e., take a picture of your out-of-class assignment(OCA)), and will be turned into the instructor by 11:59PM on the date indicated on this syllabus. Late out of class assignments will not be accepted.) □ There will be one (1) out-of-class Slide Deck (1 slide deck @ 10% per slide deck = 10%) <ul style="list-style-type: none"> ○ This slide deck will be created based on the work that the student has completed during the course <ul style="list-style-type: none"> ▪ Instructor will provide additional information about slide deck requirements during the semester □ There will be one (1) out-of-class video presentation (1 presentation @ 5% per presentation = 5%) <ul style="list-style-type: none"> ○ This presentation will be based on exercises completed from the course supplemental textbook; Dear Mr. A. <ul style="list-style-type: none"> ▪ Instructor will provide additional information about video presentation requirements during the semester
Make-Up Tests	Make-up tests will not be offered to students. Please ensure your test is taken within the "Test Window" noted above.
Late Submissions	This course will be running on Mountain Standard Time (MST). It is your responsibility to ensure you submit and complete all course activities on time per the course time zone (i.e., MST). Submission extensions will not be given due to a difference in time zones.
Attendance Policy	Students are required to attend this online class regularly. Just as with any college course attendance means showing up for class and participating in the exercises for the specific class session. In order to be counted as attending a class session, students must participate in all of the required In-Class Exercises for the specific class session by 11:59PM on the date indicated on this syllabus. Please note there is no way to make up a missed class session . Students missing more than five (5) class sessions will be dropped from the course.
UNM-Valencia Vision	"Excellence in teaching, learning, and service to our community"
UNM Computer Lab Responsibility Statement	Use of computer labs on UNM properties is governed by "Policy 2500: Acceptable Computer Use" which can be found at http://policy.unm.edu/university-policies/2000/2500.html . Food and drink are also prohibited in any computer lab on campus. Anyone violating these policies is subject to possible suspension and loss of computer lab privileges
UNM Academic Dishonesty and/or Plagiarism Policy	Having academic integrity is paramount to your success in any class. Plagiarism or cheating is not tolerated. Any instance of this will result in a grade of zero for that assignment. The link to the UNM Academic Dishonesty Policy: https://policy.unm.edu/regents-policies/section-4/4-8.html . The policy states: "Each student is expected to maintain the highest standards of honesty and integrity in academic and professional matters. Academic Dishonesty includes, but is not limited to, dishonesty in quizzes, tests, or assignments; claiming credit for work not done or done by others; hindering the academic work of other students. Any student judged to have engaged in academic dishonesty in course work may receive a reduced or failing grade for the work in question and/or for the course."

UNM Title IX Statement	In an effort to meet obligations under Title IX: UNM faculty, Teaching Assistants, and Graduate Assistants are considered "responsible employees" by the Department of Education (see pg. 15 - http://www2.ed.gov/about/offices/list/ocr/docs/ga-201404-title-ix.pdf). This designation requires that any report of gender discrimination which includes sexual harassment, sexual misconduct and sexual violence made to a faculty member, TA, or GA must be reported to the Title IX Coordinator at the Office of Equal Opportunity (oeo.unm.edu). For more information on the campus policy regarding sexual misconduct, see: https://policy.unm.edu/university-policies/2000/2740.html		
UNM Students with Disabilities Statement	If you have a documented disability, the Equal Access Services office will provide me with a letter outlining your accommodations. I will then discuss the accommodations with you to determine the best learning environment. If you feel that you need accommodations, but have not documented your disability, please contact Stacie Kirtley, the coordinator for Equal Access Services at 925-8560 or skirtley@unm.edu .		
DAY/Date	Date	Topic Covered	OCA#/Description
TUES/Aug 20	ICE#01	Course Introduction	OCA#01/Course Intro Notes
THUR / Aug 22	ICE#02	Chapter 1 (What is this Thing Called Entrepreneurship)	OCA#02/Chapter 1 Notes
TUES / Aug 27	ICE#03	Chapter 2 (What is Being Successful: Well it All Depends))	OCA#03/Chapter 2 Notes
THUR /Aug 29	ICE#04	Chapter 3 (Getting a Good Idea and Making it Work)	OCA#04/Chapter 3 Notes
TUES / Sep 03	ICE#05	Chapter 4 (The Basics about Marketing You Have to Know)	OCA#05/Chapter 4 Notes
THUR / Sep 05	ICE#06	Chapter 5 – (About Building a Better Mousetrap: Product Service and Development)	OCA#06/Chapter 5 Notes
TUES / Sep 10	ICE#07	Test 1 Review	OCA#07/Test 1 Notes
THUR / Sep 12	ICE#08	Test 1 (Chapters 1,2,3,4,5 Handouts and Lecture)	NONE/Test 1 (T1)
TUES / Sep 17	ICE#09	Test 1 Debriefing	OCA#08/T1 Debriefing Notes
THUR / Sep 19	ICE#10	Chapter 6 (Finding Team Members and Building an Entrepreneurial Organization)	OCA#09/Chapter 6 Notes
TUES / Sep 24	ICE#11	Chapter 7 (Everything You Really Need to Know about Entrepreneurial Finance)	OCA#10/Chapter 7 Notes
THUR/ Sep 27	ICE#12	Chapter 8 (How to Grow or Not to Grow Your Venture: The Management Challenge)	OCA#11/Chapter 8 Notes
TUES / Oct 01	ICE#13	Chapter 9 (Planning: Should You, When Do You, and How Do You)	OCA#12/Chapter 9 Notes
THUR / Oct 03	ICE#14	Dear Mr. A – Session (16 DMA Exercises = DUE TODAY	NONE/DMA Exercises
TUES / Oct 08	ICE#15	Test 2 Review	OCA#13/Test 2 Notes
THUR / Oct 10	NONE	NO CLASS – UNM Fall Break – NO CLASS	NONE/NO CLASS
TUES / Oct 15	ICE#16	Test 2 (Chapters 6,7,8,9, Dear Mr. A and Lecture)	NONE/Test 2 (T2)
THUR / Oct 17	ICE#17	Test 2 Debriefing	OCA#14/T2 Debriefing Notes
TUES / Oct 22	ICE#18	Handout – What if what you do for a living is what you are meant to do with your life	OCA#15/Handout Notes
THUR / Oct 24	ICE#19	Handout – Engaging in Arbitrage (Buying Low and Selling High)	OCA#16/Handout Notes
TUES / Oct 29	ICE#20	Handout – Entrepreneurial Bricolage (What is it and how can you use it)	OCA#17/Handout Notes
THUR / Oct 31	ICE#21	Handout – Comparison: Textbook versus Real-Life Characteristics of an Entrepreneur	OCA#18/Handout Notes
TUES / Nov 05	ICE#22	Test 3 Review	OCA#19/Test 3 Notes
THUR / Nov 07	ICE#23	Test 3 (Handouts and Lecture)	NONE/Test 3 (T3)
TUES / Nov 12	ICE#24	Test 3 Debriefing	OCA#20/T3 Debriefing Notes
THUR / Nov 14	ICE#25	Handout – Identifying Opportunities and Conducting Needs Analysis	OCA#21/Handout Notes
TUES / Nov 19	ICE#26	Handout – Developing a Value Proposition and Determining Market Fit	OCA#22/Handout Notes
THUR / Nov 21	ICE#27	Handout – Identifying Availability of Resources	OCA#23/Handout Notes
TUES / Nov 26	ICE#28	Handout – Developing an Appropriate Business Model	OCA#24/Handout Notes
THUR / Nov 28	NONE	NO CLASS – UNM Thanksgiving Break – NO CLASS	NONE/NO CLASS
TUES / Dec 03	ICE#29	Handouts – Finalizing "The Next Level Navigator" and "Slide Deck"	OCA#25/Handout Notes
THUR / Dec 05	ICE#30	IMPORTANT: Both the Dear Mr. A Video Presentation (5% of Grade) and the Slide Deck (10% of Grade) are DUE TODAY!!!	NONE/DMA Video Presentation/Slide Deck
TUES / Dec 10	NONE	NO CLASS – Finals Week – NO CLASS	NONE/NO CLASS
THUR / Dec 12	NONE	Test 4 (Handouts and Lecture)	NONE/Test 4 (T4)

Note: Fall 2019 Deadline Dates:
[Hyperlink to Deadline Dates](#)

Last day to ADD/CHANGE = Aug 30th, 2019 // Last day to DROP without Dean's Permission = Nov 8th, 2019
Last day to DROP w/o "W" = Sep 6th, 2019 // Last day to DROP with Dean's Permission and form = Dev 6th, 2019