Entrepreneurship and Venture Capital Courses

These elective courses, offered through the Ross School of Business departments, have different entrepreneurial emphases that may be helpful to a student's professional goals. Please check the RSB “Course Description” web page to see in which academic terms particular courses are being offered.

<table>
<thead>
<tr>
<th>Entrepreneurial Focus</th>
<th>Suggested Courses</th>
<th>ZLI Events and Programs</th>
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| Creation and Growth of Entrepreneurial Ventures | BA 518 Business of Biology  
BA 612 Business Strategies for the Base of the Pyramid  
ES 395* Entrepreneurial Management  
ES 515 Introduction to Entrepreneurship  
ES 520 CleanTech Venture Opportunities  
ES 530 Economics of Franchising  
ES 569 Managing the Growth of New Ventures  
ES 615 New Venture Creation  
ES 627 Family Business  
ES 715 Innovative New Business Design  
ES 730 Marketing for Entrepreneurs  
MKT 601 Strategic Market Planning  
MKT 608 Pricing & Strategy Tactics  
MKT 614 Social Marketing  
STRAT 672 Strategies for Growth  
STRAT 675 New Game Business Models | Michigan Business Challenge  
Business Plan Competitions  
Dare to Dream Grant Program  
Entrepalooza |
| Entrepreneurial Finance | ACC 711 Financial Statement Analysis  
ACC 713 Business Forecasting and Equity Valuation  
ES 569 Managing the Growth of New Ventures  
ES/FIN 623 Venture Capital  
ES/FIN 624 Private Equity  
ES/FIN 626 Global Private Equity  
ES/FIN 329*/629 Finance Research Commercialization  
FIN 325* Entrepreneurial Finance  
FIN 615 Valuations  
FIN 630 The Finance of Mergers and Acquisitions  
FIN 637 Finance and the Sustainable Enterprise  
FIN 645 Advanced Valuation Techniques  
STRAT 675 New Game Business Models | Wolverine Venture Fund  
Frankel Commercialization Fund  
Social Venture Fund  
Michigan Growth Capital Symposium  
Private Equity Conference |
| Innovation | BIT/MKT 678 Service Innovation Management  
ES 715 Innovative New Business Design  
MKT 625 Innovation & New Product Management  
MO 563 Leading Creativity & Innovation  
STRAT 391* Management of Innovation, Technology  
STRAT 630 New Age of Innovation  
STRAT 646 Solving Societal Problems by Innovation  
STRAT 673 Strategy, Technology, Management Innovation  
STRAT 681 Strategic Management of Alliances | Michigan Business Challenge  
Business Plan Competitions  
Frankel Commercialization Fund |

* indicates undergraduate-level courses

Updated: August 2009
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<td>Non-Profit, Social, and International Entrepreneurship</td>
<td>BA 605 Green Development&lt;br&gt;BA 519 Managing the Nonprofit Organization&lt;br&gt;BA 612 Business Strategies for Base of the Pyramid&lt;br&gt;BA 675 Social Entrepreneurship&lt;br&gt;ES 520 CleanTech Venture Opportunities&lt;br&gt;ES 581 Urban Entrepreneurship&lt;br&gt;ES/FIN 626 Global Private Equity&lt;br&gt;FIN 637 Finance and the Sustainable Enterprise&lt;br&gt;MKT 614 Social Marketing&lt;br&gt;STRAT 646 Solving Societal Problems by Innovation</td>
<td>Business Plan Competitions&lt;br&gt;Dare to Dream Grant Program&lt;br&gt;Social Venture Fund</td>
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<td>Real Estate Ventures</td>
<td>BA 605 Green Development&lt;br&gt;BA 517 Real Estate Essentials&lt;br&gt;ES 581 Urban Entrepreneurship&lt;br&gt;FIN 318* Real Estate Fundamentals&lt;br&gt;FIN 565 Real Estate Development&lt;br&gt;FIN 566 Real Estate Investment</td>
<td>Marcel Gani Internships&lt;br&gt;Entrepreneurial MAP</td>
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<td>Acquisition of a Business or Entrepreneurial Opportunity</td>
<td>ACC 711 Financial Statement Analysis&lt;br&gt;ACC 713 Business Forecasting and Equity Valuation&lt;br&gt;BA 615 Decision Management&lt;br&gt;BE 580 Competitive Tactics&lt;br&gt;ES 516 Entrepreneurship via Acquisition&lt;br&gt;ES 735 Entrepreneurial Turnaround Management&lt;br&gt;FIN 630 The Finance of Mergers and Acquisitions&lt;br&gt;FIN 637 Finance and the Sustainable Enterprise&lt;br&gt;FIN 645 Advanced Valuation Techniques&lt;br&gt;MO 611 Business Leadership in Changing Times&lt;br&gt;STRAT 673 Strategy, Technology, Management Innovation&lt;br&gt;STRAT 675 New Game Business Models&lt;br&gt;STRAT 682 Mergers, Acquisitions, Corporate Development</td>
<td>Marcel Gani Internships&lt;br&gt;Entrepalooza&lt;br&gt;Private Equity Conference</td>
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<td>Application of Entrepreneurial Skills to Traditional Careers</td>
<td><em><strong>See also the “Innovation” course suggestions</strong></em>&lt;br&gt;ES 735 Entrepreneurial Turnaround Management&lt;br&gt;MO 611 Business Leadership in Changing Times&lt;br&gt;MO 617 Developing, Managing High Performing Teams</td>
<td>Marcel Gani Internships&lt;br&gt;Entrepreneurial MAP</td>
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<td>Other valuable courses that develop an entrepreneurial skillset</td>
<td>BIT 582 Enterprise Systems Strategy&lt;br&gt;LHC 310* Negotiation and Dispute Resolution&lt;br&gt;LHC 524 Persuasive Management Communication&lt;br&gt;LHC 561 Management Presentations&lt;br&gt;MKT 607 Distribution Strategy&lt;br&gt;MKT 613 Consumer Behavior</td>
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