

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.

Entrepreneurial Focus	Suggested Courses	ZLI Events and Programs
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

Entrepreneurial Focus	Suggested Courses	ZLI Events and Programs
Non-Profit, Social, and International Entrepreneurship	BA 605 Green Development BA 519 Managing the Nonprofit Organization BA 612 Business Strategies for Base of the Pyramid BA 675 Social Entrepreneurship ES 520 CleanTech Venture Opportunities ES 581 Urban Entrepreneurship ES/FIN 626 Global Private Equity FIN 637 Finance and the Sustainable Enterprise MKT 614 Social Marketing STRAT 646 Solving Societal Problems by Innovation	Business Plan Competitions Dare to Dream Grant Program Social Venture Fund
Real Estate Ventures	BA 605 Green Development BA 517 Real Estate Essentials ES 581 Urban Entrepreneurship FIN 318* Real Estate Fundamentals FIN 565 Real Estate Development FIN 566 Real Estate Investment	Marcel Gani Internships Entrepreneurial MAP
Acquisition of a Business or Entrepreneurial Opportunity	ACC 711 Financial Statement Analysis ACC 713 Business Forecasting and Equity Valuation BA 615 Decision Management BE 580 Competitive Tactics ES 516 Entrepreneurship via Acquisition ES 735 Entrepreneurial Turnaround Management FIN 630 The Finance of Mergers and Acquisitions FIN 637 Finance and the Sustainable Enterprise FIN 645 Advanced Valuation Techniques MO 611 Business Leadership in Changing Times STRAT 673 Strategy, Technology, Management Innovation STRAT 675 New Game Business Models STRAT 682 Mergers, Acquisitions, Corporate Development	Marcel Gani Internships Entrepalooza Private Equity Conference
Application of Entrepreneurial Skills to Traditional Careers	***See also the "Innovation" course suggestions *** ES 735 Entrepreneurial Turnaround Management MO 611 Business Leadership in Changing Times MO 617 Developing, Managing High Performing Teams	Marcel Gani Internships Entrepreneurial MAP
Tools for Entrepreneurs	BIT 512/513 Decision Support, Spreadsheet Modeling ES/LHC 504 Legal Aspects of Entrepreneurship LHC 509 Intellectual Property Law LHC 521 Writing Fundamentals for Entrepreneurs MKT 318*/618 Marketing Research Design and Analysis OMS 572 Business Forecasting, Spreadsheet Applications	
Other valuable courses that develop an entrepreneurial skillset	BIT 582 Enterprise Systems Strategy LHC 310* Negotiation and Dispute Resolution LHC 524 Persuasive Management Communication LHC 561 Management Presentations MKT 607 Distribution Strategy MKT 613 Consumer Behavior	

* indicates undergraduate-level courses