ABOUT ZELL LURIE INSTITUTE

The Stephen M. Ross School of Business at the University of Michigan has a rich history in entrepreneurial studies. In 1927 the School launched its first courses in entrepreneurship. Decades later, the School’s Samuel Zell & Robert H. Lurie Institute for Entrepreneurial Studies is one of the best-resourced, most practically oriented programs in the country. Infused with the no-nonsense, success-driven approach of its billionaire namesakes and headed by Thomas Kinnear, who offers a blend of academia and extensive start-up experience, the Zell Lurie Institute has its feet on the ground running.

How You Can Benefit

The Zell Lurie Institute:

• Provides coaching, access to capital, competitions, and other means of significant support for students to take the knowledge learned in the classroom, build a business plan and actually launch a business.

• Enhances the student learning experience through internships, entrepreneurial clubs and organizations, and events that serve to provide a viable entrepreneurial network and engage the business community.

• Maintains close ties with other acclaimed research units, such as the Colleges of Medicine and Engineering, and places students on the front lines of the commercialization process for University of Michigan ideas and technologies -- with over $800M in total research dollars.

The Zell Lurie Institute Offers:

• Twenty-five intensive entrepreneurial course electives that cover all the stages of the business development process. Access to twenty-four outstanding ES faculty members.

• Seven action-based learning initiatives including: Wolverine Venture Fund, Frankel Fellows Program, Dare to Dream Grants for Student Start-ups, Funding for Summer Internships at Start-ups and VC Firms, Business Plan Competition Sponsorship and Coaching, Entrepreneurial Case Writing and MAP – learning projects that place student teams at national start-ups, traditional corporations, or non-profits in domestic or overseas settings.

• Tremendous learning and networking activities including: Entrepalooza, Emerging Industry and Michigan Growth Capital Symposia, as well as participation in the student-led Entrepreneur and Venture Club, and the High-Tech Club.

• Formal Zell Lurie Institute Office Hours mentoring program. The program provides coaching to students with business ideas, as well as ES program and course insight to better direct students on their career path.

Together these deliver exclusive resources for Ross School of Business students as they prepare for entrepreneurial careers. The Institute's innovative approach and the Business School's traditional management excellence encourages and nurtures students in preparing for entrepreneurial careers, autonomously or in a corporate setting, as leaders for new venture creation and growth.

Institute Programs →
Zell Lurie Institute Programs

- **Wolverine Venture Fund** – The $3.5 million Fund invests primarily in early stage companies. The Fund is one of the world’s first VC funds where students are partners in the investment decision-making process. The Fund's student members seek, screen and negotiate investments and develop significant experience in these areas – and in working with VCs and entrepreneurs. An advisory board of eight faculty and Business School alumni, of professional venture capitalist and entrepreneurs, and 18 MBA students participate in managing this multi-million dollar fund. Currently the Fund has investments in four companies. In October 2004 the Wolverine Venture Fund realized its first IPO with IntraLase with over a $1M return to the fund.

- **Frankel Commercialization Fund** – This pre-seed fund places teams of MBAs with University of Michigan researchers. Frankel Fund participants will learn about the commercialization evaluation process and how to be a seed investor. This program is specially designed for selected students who have a strong interest in evaluating and investing in early stage entrepreneurial opportunities.

- **Marcel Gani Internship Program** – This 12-week summer program provides students outstanding hands-on experience in start-ups and VC firms, where their business knowledge and expertise has real-time impact on business development and growth. In 2006, the 12-week program placed and funded 24 MBA students among 19 U.S. companies.

- **MAP** – Student options for placement include entrepreneurial start-ups, traditional corporations, or non-profits in domestic or overseas settings. Over a seven-week period, MAP teams execute high-level management assignments, such as developing business plans, identifying new product opportunities and formulating strategies for market entry. In 2006 “Entrepreneurial” MAPs comprised 12 of the 80 MAP projects offered and engaged 42 students in both domestic and international startup companies.

- **Business Plan Competitions** – In 2005-2006 the Institute sponsored and coached 41 leading students on 16 teams to attend 20 of the nation's premier intercollegiate business plan, venture capital and case competitions – earning more than $57,000 total in prize money. In addition, each year the Institute hosts the Michigan Business Challenge. This year’s 22nd annual campus-wide business plan competition featured six finalists and awarded $40,000 total in prize money.

- **Student Case Writing Program** – Students may choose to receive course credit or compensation for researching, developing and writing the case and supporting teaching notes. The program currently has five cases in its portfolio.

- **Dare to Dream Grant Program** – This unique program awards student start-ups up to $100,000 per academic year. In 2005-2006 the program awarded $68,000 among 27 graduate and undergraduate level business student teams.

To sign up for Zell Lurie Institute **Office Hours** and meet one-on-one with an Institute staff member, or for further program information, visit: [www.zli.bus.umich.edu](http://www.zli.bus.umich.edu).