



LINCOLN UNIVERSITY

BA 255 – Entrepreneurial Management

Spring 2010, Wednesday- 6:30pm – 9:15pm

COURSE SYLLABUS

Instructor: Dr. Arthur Ashurov

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The course designed to provide an educational vehicle for understanding small business entrepreneurial thinking and practice. It gives introduction to the process of turning ideas into a successful start-up enterprise.

Required Text and Materials:

Entrepreneurship in Action, 2nd Edition, 2003. Mary Coulter; Prentice Hall
ISBN 0-13-101101-4

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.

Dropping the class: If you decide not to continue in the class, please call or go to Admissions and Records and drop yourself. You do not need to involve the instructor. **Do not assume that the instructor will drop you for not attending the class.**

Grading Policy:

Your grade will be determined as follows:

Grade Structure	Points
Team Presentation + Team Evaluation (Team Project)	100 + 30
Attendance	10



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Participation in the Class	50
Exam I	100
Final Exam	100
Total Points	390

Grades will be earned as follows:

Points Earned	Letter Grade
330-390	A
270-329	B
210-269	C
150-209	D
<150	F

Exams:

We will have one midterm exam 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 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
Wed: 01/20	Orientation via Syllabus. Introduction to Course Team Project Assignment. Chapter 1	Read Ch.1 Team Project Assignment
Wed: 01/27	Chapter 1,2	Ch. 1,2
Wed: 02/03	Chapter 2	Ch. 2
Wed: 02/10	Chapter 3	Ch. 3
Wed: 02/17	Chapter 3,4	Ch. 3,4
Wed: 02/24	Chapter 4 Midterm Exam Review	Ch. 4
Wed: 03/03	Midterm Exam	
Wed: 03/10	Chapter 5	Ch. 5
Wed: 03/17	NO CLASS	
Wed: 03/24	Chapter 5,6	Ch. 5,6
Wed: 03/31	Chapter 6	Ch. 6
Wed: 04/07	Chapter 7	Ch. 7
Wed: 04/14	Chapter 7,8	Ch. 7,8
Wed: 04/21	Chapter 8,9	Ch. 8,9
Wed: 04/28	Team Project Presentation; Final Exam Review	
Wed: 05/05	Final Exam	

NOTE: *This schedule is subject to change*