



DREXEL UNIVERSITY

Charles D. Close
School of Entrepreneurship

CATALOG

2024-2025

GRADUATE



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Table of Contents

- The Charles D. Close School of Entrepreneurship 2
- Majors
 - Entrepreneurship and Innovation 3
- Minor
 - Graduate Minor in Entrepreneurship and Innovation 5
- Certificates
 - Certificate in Corporate Entrepreneurship 5
 - Certificate in New Venture Creation 6
 - Certificate in Social Entrepreneurship 6
- Index 8

The Charles D. Close School of Entrepreneurship

About the School

The Charles D. Close School of Entrepreneurship develops the entrepreneurial mindset to prepare students to either launch new ventures or become innovative change agents within corporate settings.

Taught by experienced, entrepreneurial faculty, The Close School's masters-level programs supplement students' existing knowledge through developing entrepreneurial skills and adopting the entrepreneurial mindset, thus broadening their career aspirations. The Close School's programs provide experiential learning opportunities, collaborative work environments, and a world-class network of faculty. Courses in Close focus on professional, entrepreneurial characteristics that differentiate students within their fields, such as initiative, calculated risk-taking, value creation, adaptability, creativity, and problem-solving. With a broad definition of entrepreneurship encompassing more than the technical process of launching new companies, the school's curriculum emphasizes developing the entrepreneur as a person as well as teaching the process of entrepreneurship.

Additionally, Drexel's Baiada Institute for Entrepreneurship offers a new-venture incubator as well as physical and virtual resources, including mentoring, competitions, workshops, and individual physical space for students to embark on their next big idea. Enlightened by the entrepreneurial mindset, students graduate ready to develop a culture of innovation within their companies or launch new ventures into the world.

Majors

- Entrepreneurship and Innovation (MS) (p. 3)

Minors

- Entrepreneurship and Innovation (p. 5)

Certificates

- Corporate Entrepreneurship (p. 5)
- New Venture Creation (p. 6)
- Social Entrepreneurship (p. 6)

Entrepreneurship and Innovation MS

Major: *Entrepreneurship and Innovation*

Degree Awarded: *Master of Science (MS)*

Calendar Type: *Quarter*

Minimum Required Credits: *45.0*

Co-op Option: *None*

Classification of Instructional Programs (CIP) code: 52.0701

Standard Occupational Classification (SOC) code: 11-1011; 11-1021; 11-9199

About the Program

The Charles D. Close School of Entrepreneurship is founded on the principle that entrepreneurship encompasses more than starting a new venture. Entrepreneurship is a habit of mind and an attitude; a skill set applicable to pursuing innovation in both personal and career contexts; as well as an approach to life built around innovative thinking, calculated daring, and proactive behavior.

The MS in Entrepreneurship and Innovation is designed for recent graduates or working professionals who wish to increase their knowledge of and experiences in innovation and entrepreneurship and to gain fluency in how to communicate, finance, or market a new idea, product, or initiative. The MS focuses on developing the entrepreneurial mindset and the skills associated with new-venture creation and corporate innovation. The MS in Entrepreneurship and Innovation will teach students to understand the principles and methods of idea generation and development, such as design thinking, systems thinking, and cultivating creativity. Students will develop knowledge and skills that foster and manage a culture of innovation and entrepreneurship/intrapreneurship within their current organizations as well as developing the skills to apply business frameworks and models to organizational objectives and goals to drive innovation and entrepreneurial initiatives.

Additional Information

For more information about the MS in Entrepreneurship and Innovation, please contact Justin Fithian jmf465@drexel.edu.

Degree Requirements

Required Courses

ENTP 501	Entrepreneurship Practice & Mindset	3.0
ENTP 515	Pitch It!	3.0
ENTP 611	Learning from Failure	3.0
ENTP 621	Innovation & Ideation	3.0
ENTP 631	Building Internal & External Relationships	3.0
ENTP 660	Early Stage Venture Funding	3.0
ENTP 671	Life After Launch	3.0
MGMT 670	Business Ethics	3.0
Choose Your Entrepreneurial Path		6.0

Social Innovation

ENTP 535	Social Entrepreneurship	
ENTP 601	Social and Sustainable Innovation	

Corporate Entrepreneurship

ENTP 641	Innovation in Established Companies	
ENTP 681	The Startup Way: How to Drive Innovation in Entrepreneurial Companies	

New Venture Creation

ENTP 651	Leading New Ventures	
ENTP 690	The Lean Launch	

Choose five of the following graduate electives, OR one from this list and two from other units (upon advisor approval):

Electives		15.0
BLAW 646	Legal Issues in New Ventures	
ENTP 540	Approaches to Entrepreneurship	
ENTP 545	International Entrepreneurship	
ENTP 555	Dynamics of the Family Firm	
ENTP 565	Franchising	
ENTP 575	Entrepreneurship in Education	
ENTP T580	Special Topics in Entrepreneurship	
ENTP T680	Special Topics in Entrepreneurship	
PLCY 507	Nonprofit Organizations	
Any alternate path course		

Total Credits

45.0

Sample Plan of Study

First Year				
Fall	Credits Winter	Credits Spring	Credits Summer	Credits
ENTP 501	3.0 ENTP 621	3.0 ENTP 671	3.0 Entrepreneurship Electives	6.0
ENTP 631	3.0 ENTP 611	3.0 Entrepreneurship Elective	3.0	
	6	6	6	6
Second Year				
Fall	Credits Winter	Credits Spring	Credits	
ENTP 515	3.0 ENTP 660	3.0 Entrepreneurship Electives	6.0	
Entrepreneurship Path Course	3.0 MGMT 670	3.0		
	Entrepreneurship Path Course	3.0		
	6	9	6	

Total Credits 45

Program Level Outcomes

Upon completion of the program, graduates will be prepared to:

- Understand the importance of ethical perspective-taking associated with the process and practice of entrepreneurship (ethical decision making).
- Understand the process of creating and implementing a strategic plan associated with the process and practice of entrepreneurship (devising strategy).
- Understand the entrepreneurial process of ideation and evaluation and applies different methodologies to leveraging a viable idea (opportunity recognition).
- Demonstrate the ability to take self-directed actions and develop behaviors that enable financial, operational, and managerial independence in a new or existing market (self-sufficiency).

Entrepreneurship and Innovation Faculty

Donna De Carolis, PhD (*Temple University*) *Founding Dean, Silverman Family Professor of Entrepreneurial Leadership.*

Liza Herzog, JD, PhD (*Temple University, University of Pennsylvania*). Adjunct Instructor.

Barrie Litzky, PhD (*Drexel University*). Associate Professor.

Larissa Milne, MBA (*Drexel University*). Adjunct Assistant Professor.

Ozlem Ogutveren-Gonul, PhD (*Gazi University, Ankara, Turkey*) *Associate Dean of Academic Programs.* Associate Teaching Professor. Entrepreneurship education, Entrepreneurial failure, Entrepreneurial mindset, Ideation, Social capital, Person-job fit, Person-organization fit, Social entrepreneurship.

Scott Quitel, JD, MBA (*Temple University*). Associate Teaching Professor. Novel ecosystems; Ecological impacts of climate change, rising sea level, and saltwater intrusion; Water quality and aquatic ecosystem health; Organic, lightly structured education

Charles Sacco, MBA (*Drexel University*) *Vice Dean, Educational Affairs; Director of the Baiada Institute for Entrepreneurship.*

Damian Salas, MBA (*Drexel University*) *Associate Dean for Academic Partnerships.* Assistant Teaching Professor. Strategic Entrepreneurship; Entrepreneurial Growth; Human Capital Management

Zahed Subhan, PhD, JD/LLB (Law) (*University of Leeds (UK); London University*). Teaching Professor. Marketing, Entrepreneurship, Innovation Management

John Wilson, PhD (*Regent University*). Assistant Teaching Professor. Intrapreneurship, Corporate Entrepreneurship, Self-Leadership, Employee Empowerment, Corporate Social Responsibility, Leadership, Innovation

Kahlil Wyche, MS (*Drexel University*). Adjunct Instructor.

Graduate Minor in Entrepreneurship and Innovation

About the Graduate Minor

The Entrepreneurship and Innovation graduate minor is designed to enrich a graduate student's program via rigorous and applied coursework in the area of entrepreneurship. The skills of entrepreneurial thinking and doing are applicable to students in every master's degree program, as these competencies resonate with student careers both in established companies or new ventures. Students will learn how to communicate complex ideas, evaluate opportunities, learn from failure, and implement innovations.

Program Requirements

ENTP 501	Entrepreneurship Practice & Mindset	3.0
ENTP 611	Learning from Failure	3.0
or ENTP 621	Innovation & Ideation	
ENTP 641	Innovation in Established Companies	3.0
ENTP 690	The Lean Launch	3.0
Total Credits		12.0

Additional Information

For more information about the Entrepreneurship and Innovation graduate minor, please contact Justin Fithian at jmf465@drexel.edu.

Post-Baccalaureate Certificate in Corporate Entrepreneurship

Certificate Level: Graduate

Admission Requirements: Bachelor's degree

Certificate Type: Post-Baccalaureate

Number of Credits to Completion: 9.0

Instructional Delivery: Online; Campus

Calendar Type: Quarter

Expected Time to Completion: 1 year

Financial Aid Eligibility: Not aid eligible

Classification of Instructional Program (CIP) Code: 52.0701

Standard Occupational Classification (SOC) Code: 11-1021

About the Program

The Corporate Entrepreneurship certificate program focuses on the practice and application of entrepreneurial skills within corporations. The program introduces the student to the role of a corporate entrepreneur as change agent. Corporate entrepreneurs will learn to develop relationships with internal and external stakeholders, apply innovation strategies in corporate settings and initiate and lead organizational development and change.

Admission Requirements

Admission requires a four-year bachelor's degree from a regionally accredited institution in the United States or an equivalent international institution. Applicants who have not received a degree in the United States are required to take a TOEFL.

Questions about this program?

If you have any questions or would like to speak with an advisor, please contact:

Kristen Hayes

Director of Strategic Partnerships

Charles D. Close School of Entrepreneurship

3230 Market Street

Philadelphia, PA 19104

Email: kh3223@drexel.edu

Program Requirements

Corporate Entrepreneurship

ENTP 631	Building Internal & External Relationships	3.0
ENTP 641	Innovation in Established Companies	3.0

ENTP 681	The Startup Way: How to Drive Innovation in Entrepreneurial Companies	3.0
Total Credits		9.0

Sample Plan of Study

First Year			
Fall	Credits Winter	Credits Spring	Credits
ENTP 631	3.0 ENTP 641	3.0 ENTP 681	3.0
	3	3	3
Total Credits 9			

Post-Baccalaureate Certificate in New Venture Creation

Certificate Level: Graduate

Admission Requirements: Bachelor's degree

Certificate Type: Post-Baccalaureate

Number of Credits to Completion: 9.0

Instructional Delivery: Online; Campus

Calendar Type: Quarter

Expected Time to Completion: 1 year

Financial Aid Eligibility: Not aid eligible

Classification of Instructional Program (CIP) Code: 52.0701

Standard Occupational Classification (SOC) Code: 11-1021

About the Program

The New Venture Creation certificate program is designed for professionals who are interested in starting their own ventures, working for start-up companies, or preparing for self-employment. The program introduces concepts of new-venture leadership and building a successful start-up team, assessing funding needs and opportunities, and using the Lean Launch methodology.

Admission Requirements

Admission requires a four-year bachelor's degree from a regionally accredited institution in the United States or an equivalent international institution. Applicants who have not received a degree in the United States are required to take a TOEFL.

Program Requirements

New Venture Creation		
ENTP 651	Leading New Ventures	3.0
ENTP 660	Early Stage Venture Funding	3.0
ENTP 690	The Lean Launch	3.0
Total Credits		9.0

Sample Plan of Study

First Year			
Fall	Credits Winter	Credits Spring	Credits
ENTP 651	3.0 ENTP 660	3.0 ENTP 690	3.0
	3	3	3
Total Credits 9			

Additional Information

For additional information, please contact:

Kristen Hayes

Director of Strategic Partnerships

Charles D. Close School of Entrepreneurship

3230 Market Street

Philadelphia, PA 19104

Email: kh3223@drexel.edu

Post-Baccalaureate Certificate in Social Entrepreneurship

Certificate Level: Graduate

Admission Requirements: Bachelor's degree
 Certificate Type: Post-Baccalaureate
 Number of Credits to Completion: 9.0
 Instructional Delivery: Online; Campus
 Calendar Type: Quarter
 Expected Time to Completion: 1 year
 Financial Aid Eligibility: Not aid eligible
 Classification of Instructional Program (CIP) Code: 52.0701
 Standard Occupational Classification (SOC) Code: 11-1021

About the Program

The Social Entrepreneurship certificate program is designed for professionals who are interested in tackling critical social problems within their communities or around the world through building sustainable business models. The program focuses on defining the scope of social problems and developing unique business models and social-impact measurements to create positive social change.

Admission Requirements

Admission requires a four-year bachelor's degree from a regionally accredited institution in the United States or an equivalent international institution. Applicants who have not received a degree in the United States are required to take a TOEFL.

Program Requirements

Social Entrepreneurship			
ENTP 535	Social Entrepreneurship		3.0
ENTP 545	International Entrepreneurship		3.0
ENTP 601	Social and Sustainable Innovation		3.0
Total Credits			9.0

Sample Plan of Study

First Year			
Fall	Credits Winter	Credits Spring	Credits
ENTP 535	3.0 ENTP 545	3.0 ENTP 601	3.0
	3	3	3
Total Credits			9

Additional Information

If you have any questions or would like to speak with an advisor, please contact:

Kristen Hayes
 Director of Strategic Partnerships
 Charles D. Close School of Entrepreneurship
 3230 Market Street
 Philadelphia, PA 19104
 Email: kh3223@drexel.edu

Index

C

Certificate in Corporate Entrepreneurship	5
Certificate in New Venture Creation	6
Certificate in Social Entrepreneurship	6

E

Entrepreneurship and Innovation	3
---------------------------------------	---

G

Graduate Minor in Entrepreneurship and Innovation	5
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T

The Charles D. Close School of Entrepreneurship	2
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