

High Technology Entrepreneurship Syllabus (10 week course)

| Week | Class Type | | Class Title |
|--|------------|------------------|---|
| Module I: The Entrepreneurial Perspective | | | |
| Week 1 | Class 1.A | Lecture | Course Overview |
| | Class 1.B | Lecture | Silicon Valley and Entrepreneurship |
| Module II: Opportunity Recognition and Evaluation | | | |
| Week 2 | Class 2.A | Discussion | Creativity and Improvisation |
| | Class 2.B | Case Study | From Idea to Opportunity I |
| | Workshop 1 | Evening Workshop | Workshop: Accounting |
| Week 3 | Class 3.A | Case Study | From Idea to Opportunity II |
| | Class 3.B | Case Study | The Role of Context |
| | Workshop 2 | Evening Workshop | Workshop: Marketing |
| Week 4 | Class 4.A | Case Study | Intellectual Property |
| | Class 4.B | Case Study | Negotiating Startup Challenges |
| Module III: Gathering Resources | | | |
| Week 5 | Class 5.A | Lecture | Key Elements of Venture Finance and Teams |
| | Class 5.B | Lecture | Team Effectiveness |
| | Workshop 3 | Evening Workshop | Workshop: Finance and Valuations |
| Week 6 | Class 6.A | Case Study | Venture Capital and Financing Process Choices |
| | Class 6.B | Case Study | Recruiting and Rewards |
| Module IV: Managing Ventures | | | |
| Week 7 | Class 7.A | Case Study | Real Time Decision Making |
| | Class 7.B | Case Study | Initial Public Offerings |
| | Workshop 4 | Evening Workshop | Workshop: Making Effective Presentations |
| Week 8 | Class 8.A | Case Study | Mergers and Acquisitions |
| | Class 8.B | Case Study | Social Entrepreneurship |
| Module V: Entrepreneurship and You | | | |
| Week 9 | Class 9.A | Presentations | Group Presentations I |
| | Class 9.B | Presentations | Group Presentations II |
| Week 10 | Class 10.A | Discussion | Entrepreneurial Ethics |
| | Class 10.B | Lecture | Course Summary |