

High Technology Entrepreneurship Syllabus (10 Week Course)

Week	Class Type		Class Title
Week 1	Session 1	Lecture	Module I: The Entrepreneurial Perspective Course Overview Silcon Valley and Entrepreneurship Frameworks
	Session 2	Lecture	
Week 2	Session 3	Discussion	Module II: Opportunity Recognition and Evaluation Creativity and Improvisation Workshop: Accounting
	Workshop A	Workshop	
Week 3	Session 4	Case Study	From Idea to Opportunity I: Our First Case Study From Idea to Opportunity II
	Session 5	Case Study	
Week 4	Session 6	Lecture	Entrepreneurial Marketing Intellectual Property Negotiating Startup Challenges
	Session 7	Case Study	
Week 5	Session 8	Case Study	Module III: Gathering Resources Key Elements of Venture Finance & Teams Workshop: Finance and Valuations Team Effectiveness
	Session 9	Lecture	
Week 6	Workshop B	Workshop	Venture Capital Recruiting and Rewards
	Session 10	Lecture	
Week 7	Session 11	Case Study	Module IV: Managing Ventures Entrepreneurial Leadership Workshop: Making Effective Presentations Initial Public Offerings (IPOs)
	Session 12	Case Study	
Week 8	Session 13	Case Study	Mergers and Acquisitions (M&A) Social Entrepreneurship
	Workshop C	Workshop	
Week 9	Session 14	Case Study	Module V: Entrepreneurship and You Group Presentations I Group Presentations II
	Session 15	Case Study	
Week 10	Session 16	Case Study	Entrepreneurship and You Course Summary
	Session 17	Discussion	