1. Course Information

Course Title: Entrepreneurship & Small Business Management
Course Number: MBA 5362
Credit Hours: 3
Semester: Fall 2016
Room #: Strake 107

Prerequisites: MBA 5X07 & 08

Prerequisites: MBA 5X07, MBA 5X08

Days & hours: Tuesdays & Thursdays 5:30 – 6:45 pm

BlackBoard site: Web page:

2. Instructor Information

Name: Dr. Martin Lindenberg
Office Location: Welder 115A
Office Phone: 713-525-3838

Emergency Phone: 713-525-2100
E-mail: linden@stthom.edu

Office Hours: 2-5 pm on Tuesdays and Wednesdays; Thursdays 4-5 pm
Fax Number: 713-525-2110

Alternative Email: ustmba5362@gmail.com
Where to leave assignments: As announced in class or by email

3. Course Catalog Description

This course provides the students with the tools necessary for a complete understanding of the entrepreneurial process. The course focuses on business opportunities, evaluating the feasibility of new ventures, and learning how to manage small and family as well as growing businesses. Lectures, cases, presentations, and team projects reinforce the concepts.

Prerequisite: MBA 5X07, MBA 5X08

4. Program Goals

MBA Learning Goals & Objectives

The Masters of Business Administration program has six goals.
When students complete the MBA degree at the University of St. Thomas:

Goal 1. They will be effective communicators.
- Objective 1: Graduates will deliver a compelling oral presentation.
- Objective 2: Graduates will write professional quality documents.
Goal 2. They will be effective team members.
• Objective 1: Graduates will demonstrate appropriate group techniques to participate in a team task that results in effective performance.
• Objective 2: Graduates will demonstrate effective leadership skills in a group project.

Goal 3. They will be ethical decision makers.
• Objective 1: Graduates will recognize the ethical issues implicit in a business situation.
• Objective 2: Graduates will describe and use ethical frameworks applicable to business situations.
• Objective 3: Graduates will develop a variety of ethical alternatives for resolving or at least addressing, a problem in business.

Goal 4. They will be globally aware.
• Objective 1: Graduates will exhibit strong interpersonal relationships with people of other cultures.
• Objective 2: Graduates will perform a global business situation analysis.

Goal 5. They will be able to integrate knowledge across multiple business disciplines.
• Objective 1: Graduates will identify business problems and opportunities that result from factors internal and external to the organization.
• Objective 2: Graduates will apply quantitative and qualitative techniques from the different business disciplines to address problems and opportunities.

Goal 6. They will be knowledgeable about multiple business disciplines.

5. Course Learning Objectives

Upon completion of this course students will be able to:
• Define and describe what makes an entrepreneur (Goal 1, 3)
• Discuss the components of an ecosystem that makes enterprises’ business success more likely (Goal 4)
• Describe what makes a small business different from a large corporation (Goal 1,3,5)
• Articulate how culture sets the tone for business success (Goal 1, 3,4)
• Operate thoughtfully and effectively in a small or family business (Goal 2)
• Assess a small business’ operations and likely successful continuity (Goals 5, 6)
• Describe the key factors on success of business (Goals 1, 5, 6)
• Knowledgably tackle funding of a small business (Goal 5, 6)

6. Texts, Readings, Materials – will be allocated in class

Required reading: As announced in class or by email
Supplementary material: As announced in class or by email
Suggestions for further study: As announced in class or by email

7. Instructional methods:
8. Use of Technology

1) Online data retrieval and/or research:
   Web searches, UST library resources, Grover online materials

2) Online communication or collaboration
   Emails & Google tools as appropriate to the topic / project

3) Use of general productivity software
   Microsoft Office to complete any assignments

4) Use of BlackBoard learning platform
   As announced in class or by email

9. Course Tentative Schedule:

Week 1 – Syllabus & Expectations
   What is an Entrepreneur?

Week 2 – What is Free Enterprise

Week 3 – Culture & Company Success

Week 4 – Family Businesses

Week 5 – Managing Small Businesses

Week 6 – Managing Growth

Week 7 – Business Plans

Week 8 – Finances

Week 9 – Guest Speaker

Week 10 – Project (tbd)
Week 11 – Presentations (tbd)

Week 12 – Work, Life, Balance

Week 13 – Pulling It All Together

EXAM WEEK – 12/7-12/15

The above schedule and procedures in this course are subject to change based on the progress we make in class, opportunities for guest speakers or attendance at topical events, and in the event of circumstances beyond the instructor’s control.

Assignments: to be assigned in class

10. Course Policies

Attendance is mandatory as this class is highly interactive; students are expected to be fully engaged throughout each session.

Attendance is expected at every level – physical, mental, social, ethical, soulful and humanity (plus a bit of humor)

Cell Phones Use considerately only during the break. If you receive a critical call during class, please leave the classroom to respond.

Computers It is assumed that use of laptops and mobile devices during class will be for class activities only.

11. Student Grading Processes: (including weighting of factors)

50% for Class participation – defined as being fully present, asking quality questions, answering questions avidly and articulately, contributing comments, insights, and experiences thoughtfully and politely.
20% for individual project / assignment (s)
30% for team project / assignment (s)
Grading Scale

A
93.00-100.00
Excellent, superior performance, showing comprehensive understanding of subject matter
A-
90.00 - 92.99

B+
87.00 - 89.99
Good, clearly above average performance with knowledge of subject matter generally complete

B
83.00 - 86.99

B-
80.00 - 82.99

C+
77.00 - 79.99
Satisfactory, basic understanding of the subject matter

C
73.00 - 76.99

C-
70.00 - 72.99

F
< 70.00
Fail, unsatisfactory performance or failure to meet course requirements
12. Available Support Services:

- **Tutorial Services Center (TSC)**
  The Tutorial Services Center offers assistance to all current UST students in a variety of content areas, including academic subjects, general concepts, and writing skills. Tutors are available anytime the center is open. The TSC offers on-site tutoring, online tutoring, and tutorial workshops. Office hours and schedules can be found at [http://www.stthom.edu/public/index.asp?page_ID=100289](http://www.stthom.edu/public/index.asp?page_ID=100289). Please contact the center at 713-525-3878 or tutoring@stthom.edu.

- **CSB Tutorials**
  The Cameron School of Business offers tutoring in business subjects. Please visit [http://libguides.stthom.edu/cameron](http://libguides.stthom.edu/cameron) (under the “CSB Tutorial Services” tab) for the most current tutorial schedule and available subjects.

- **Information Technology Services**
  The UST IT Solution Center offers assistance with technical issues related to general computer issues, software, email, passwords, MyStThom, and blackboard. Manuals, contact information, and discounted software and hardware purchase information may be found at [http://www.stthom.edu/Offices_and_Services/Information_Technology/Index.aqf](http://www.stthom.edu/Offices_and_Services/Information_Technology/Index.aqf).
The Cameron School of Business at the University of St. Thomas

MISSION STATEMENT

Inspired by the Basilian Fathers’ motto of Goodness, Discipline and Knowledge, the Cameron School of Business provides a comprehensive, high quality, ethically oriented business education to a diverse student body enabling graduates to serve as leaders of faith and character in a global economy.

ACADEMIC HONESTY
Ethical conduct is essential to a community of scholars and students searching for truth. Anything less than total commitment to honesty and honorable conduct undermines the efforts of the entire community. Academic integrity lies at the very heart of any institution of higher learning. In the Cameron School of Business, students and faculty are expected to commit to a code that exemplifies each individual's honor and integrity. Any conduct that violates this standard and betrays the respect of others is a matter of grave concern and, accordingly, is deemed unacceptable.
The tests/exams will be individual efforts. Student may work together on homework assignments, but must submit their own assignments.
The penalty for an incident of academic dishonesty is, at the discretion of the professor, either a mark of zero for the work in question or the grade of F for the course.

ACCOMMODATIONS
The University of St. Thomas abides by the Americans with Disabilities Act and Section 504 of the Rehabilitation Act of 1973, which stipulates that no student shall be denied the benefits of an education "solely by reason of a handicap." If you have a documented disability that may impact your performance in this class and for which you may require accommodations, you must be registered with and provide documentation of your disability to Counseling and Disability Services which is located on the second floor of Crooker Center. Contact Debby Jones or Rose Signorello at 713-525-6953 or 713-525-3162.
Any student with a documented disability needing academic adjustments or accommodations is requested to speak with me during the first two weeks of class. All discussions will remain confidential.