

## Minor in Entrepreneurship (eShip)

The Entrepreneurship Minor is designed for both business and non-business students and is available to all majors at the university



### 15 Credit Hours Required:

Does being your own boss seem like a dream? BGSU's eShip program helps make this vision a reality. The eShip program integrates the knowledge and experiences gained in other disciplines, as well as from the field of entrepreneurship, into an understanding of the process of new venture creation and the management of entrepreneurial ventures. All of which helps students start businesses that creatively solve the challenges of life.

Course	Title	Prerequisite
ESHP 2040	Introduction to Entrepreneurship	None
ESHP 3040	The Idea	C or better in ESHP 2040
ESHP 3140	The Sell	C or better in ESHP 2040
ESHP 3240	Pre-Launch	C or better in ESHP 2040
ESHP 4040	Launch	C or better in ESHP 3040, 3140, and ESHP 3240 and declaration of eShip minor

### Other Requirements

1. Students must earn a C or higher in all courses taken for the minor.
2. All courses completed for the minor must be taken for a letter grade.
3. All students must complete at least 15 credit hours toward the minor that are not counted in the student's major or specialization or another minor.
4. For non-business students, the total number of hours earned in College of Business Administration courses may not exceed 25 percent or 30 hours of the 122 needed for graduation, counting the major and the minor. (Note: six hours of STAT and nine hours of ECON are exempt from this limitation).

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## Entrepreneurship Minor at BGSU

*The mission of the Entrepreneurship Minor program at BGSU is to inspire entrepreneurial vision, spirit and will in BGSU graduates.*

Executing the mission requires two primary actions. First, a general background of entrepreneurship is provided which is accessible to all students on campus. In addition, in the eShip program, we develop hard skills necessary to identify entrepreneurial opportunities that exist: those opportunities that represent untapped markets and underserved markets; and those opportunities that can be created by applying existing technologies to new fields and new markets. Of equal importance, is the requirement to develop the skills to create entrepreneurial opportunities: the invention, development, and exploitation of entirely new ideas, products, and services; and the creation of new industries, infrastructures, and ways of doing business to the extent that they can create value (margin).

Secondly, we develop soft skills which include the self confidence, sales and presentation skills in the eShip program, which are required to actually establish, grow and fund entrepreneurial ventures. Self confidence comes from the mastery of entrepreneurial skills necessary to start a venture, to develop value in the venture, and, ultimately to implement the new venture.

The Objectives of the eShip program encompass all types of entrepreneurial ventures: not-for-profit and for-profit business ventures and is relevant for students across campus. The goals of the program are accomplished through the delivery of a linear sequence of five (5) courses which harbor the entrepreneurial spirit and seek create new student opportunities through venture creation. The traditional Business prerequisites have been removed to make the Minor more palatable for non-business majors who maintain the goal of starting a new business.

### Learning Outcomes

Students completing the Entrepreneurship Minor at BGSU will learn how to:

- Be innovative and creative thinkers who will recognize entrepreneurial opportunities and recognize when entrepreneurial opportunities can be created and how value can be added to both new and existing products.
- Create and establish successful entrepreneurial ventures through progressive customer focused method of problem solving.
- Create sales plan and identify new and underserved markets for products
- Create financial operating plan for entrepreneurial ventures.
- Lead and develop a strategic plan for entrepreneurial ventures.
- Develop and maintain an ethical culture within an entrepreneurial venture.
- Communicate effectively with the staff of an entrepreneurial venture, including officers, managers and employees.
- Develop a robust network of service providers, mentors and champions within the industry of the venture help it develop and create longevity within the marketplace.
- Communicate and network effectively with the community surrounding an entrepreneurial venture, including customers, investors, lenders, suppliers, and regulatory agencies.
- Create and deliver sales and investment pitches.
- Develop entrepreneurial business plans.