



## Graduate Certificate in Entrepreneurship & New Ventures Required and Elective Courses

The Graduate Certificate in Entrepreneurship & New Ventures is designed specifically for current and aspiring entrepreneurs or intrapreneurs. The goal is to help students conceptualize and develop new business ventures and/or new products/services to take to market. The program will engage students in a creative process including opportunity recognition, idea generation and selection, the lean start-up process, and business plan development. Using a cross-disciplinary approach, students will gain competence in writing all sections of business plan development. Students will also have an opportunity to pitch their new ventures/products. Upon completion of certificate, students will be able to:

- Demonstrate understanding of the new venture process including ideation, feasibility, and plan development.
- Demonstrate skills required to develop a new venture.
- Effectively communicate their plan and vision to multiple stakeholders.

The Graduate Certificate in Entrepreneurship & New Ventures will be awarded upon successful completion of the 9-credit curriculum below.\* The courses are not listed in sequential order. All course work should be completed within three years of starting the certificate program. Students should e-mail questions to [ManagementHelp@psu.edu](mailto:ManagementHelp@psu.edu).

Student Name:	PSU ID #	PSU User ID	Adviser:
<b>6-Credit Required Curriculum</b>			
Course #	Course Titles	Typically Offered	Sem/Grade
BUSAD 811	New Ventures Ideation and Feasibility	Fall	
BUSAD 822	New Venture Start-up	Spring	
<b>3-Credit Elective Curriculum (See Below)</b>			
Course #	Course Title	Sem/Grade	

### Program Electives

<b>3-Credit Electives (Choose 1 course from the following list)</b>		
Course #	Course Titles	Typically Offered
ACCTG 800	Financial and Managerial Accounting	Fall & Spring
BADM 828	Negotiations	Spring & Summer
BUSAD/LEAD 819	Developing Creative High-Performance Organizations	Fall
BUSAD/LEAD 882	Social Entrepreneurship and Community Leadership	Spring
MGMT 807	Positive Organizational Behavior and Wellbeing	Fall & Spring
MGMT 823	Organizational Change: Theory and Practice	Fall
MGMT 873	Corporate Innovation Strategies (Pre-req MGMT 501 or LEAD 501)	Spring

See our [Course Descriptions](#) page for additional course information.

**NOTE:** Students must maintain a minimum grade point average of 3.0 (B) throughout the program. Courses may be applied to Great Valley Master's programs if admitted as a degree-seeking student. If degree-seeking, you must formally apply for degree admission: completing this certificate does not guarantee admission to the [degree program](#). \*To be awarded the graduate certificate, students must successfully complete 9 credits of course work. Students must complete each course with a grade of C or better, and an overall grade-point average of 3.0 in the certificate courses.

**Questions & Advising** - Students should contact their assigned faculty advisors with any questions or for advice on course selection. After successfully completing the required course work, please submit a Graduate Certificate Completion Form at <http://greatvalley.psu.edu/form/graduate-certificate-completion-form>.