

MGT 461 Entrepreneurship Seminar



Instructor: [Samuel Gray, Ph.D.](#)

Tel: (575) 646-2470

Meeting Time: Virtual

WebCT E-mail: Dr. Gray

Meeting Place: Virtual

NMSU E-mail: samgray@nmsu.edu

Office Hours: Virtual

Required Text:

Zimmerer & Scarborough (2008). Essentials of Entrepreneurship and Small Business Management, 5th edition. Upper Saddle River, NJ: Prentice Hall. ISBN 0-13-229438-9.

Optional Readings:

Additional readings in the form of handouts, journal articles etc. may be required by the Instructor.

Course Objectives:

- To explore the process of new venture formation and the strategies and tactics that can be used to substantially improve the probability of new venture success.
- To identify and understand the various technical formalities associated with the actual starting of a new business, such as obtaining permits, registering your business name with government agencies, filing the corporate charter, and securing trademarks for important company identification marks.

- To understand and appreciate the role and lifestyle of an independent entrepreneur in today's society.
- To gain an understanding of the benefits of extensive planning for the new venture.

Course Procedure: This is an Internet course. You should log on to the course frequently as there will be new items posted continually. In particular, your e-mail and the Discussion pages should be reviewed daily. **Assignments are due at 11:59 pm on their due date and late assignments will not be accepted. Exams and Quizzes must be completed and submitted by 11:55 pm on their due date (notice the 4 minutes difference). All times are Mountain Time.**

Assessment Criteria: Your work in this class will be assessed based on the following percentages:

Assignments	30%
Quizzes	20%
Class Participation	10%
Exams	40%
Total	100%
Grading follows the traditional grading scale of 90-100 is an A, 80-89 is a B, 70-79 is a C, etc.	

Grade Availability:

Grades will be available via the My Grades tool in WebCT (Click the Course Tools icon from the home page to get to My Grades).

- **Incompletes ("I" grades):** Given for passable work that could not be completed due to circumstances beyond the student's control (e.g., severe illness, death in the immediate family). These circumstances must have developed after the last day to withdraw from the course. Requests for "I" grades should be made to the instructor, but must be approved by the Management Department Head.
- **Withdrawals:** It is the responsibility of the student to know important dates such as University drop dates. Moreover, it is the responsibility of the

student to officially withdraw from any class that he or she intends to drop.

- **Cheating:** Cheating will not be tolerated. Punishment for those caught cheating will be an "F" in the course. The person will also be subject to further sanctions as indicated in the student code of conduct.

Disabilities/Employee Relations:

Feel free to call the Director of Institutional Equity at 575-646-3635 with any questions you may have about NMSU's Non-Discrimination Policy & complaints of discrimination, including sexual harassment. Call the Coordinator of Services for students with Disabilities at 575-646-6840 regarding student issues related to the Americans with Disabilities Act (ADA) and/or section 504 of the Rehabilitation Act of 1973. All medical information will be treated confidentially.



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