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 start up 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.
Required Text and Readings

- There is no required textbook.
- Readings in the form of handouts, Internet articles etc. will be required by the Instructor.

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. Your grade will directly correlate with your level of engagement in the course.

The course is organized into Modules. We will do one Module at a time and it will not be possible to work ahead. Each Module will have at least one assignment. Each assignment will have a due date. Due dates will be posted in the Course Calendar.

Assignments are due at 11:59 p.m., Mountain Time, on their due date.

Late assignments will not be accepted.

There will be no quizzes. There will be no exams.

Grading

Assignments 50%
Class Participation 20%
Semester Project 30%
Fine Print

**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.

**Academic Dishonesty:** 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. Please note that copying and pasting someone else’s work and claiming it as your work is cheating. The NMSU policy on academic dishonesty can be found at [http://lib.nmsu.edu/plagiarism/](http://lib.nmsu.edu/plagiarism/).

**Disabilities/Employee Relations:** Feel free to call the Student Accessibility Services (SAS) Office at 575-646-6840 or email at sas@nmsu.edu with any questions you may have on student issues related to the Americans with Disabilities Act (ADA and/or Section 504 of the Rehabilitation Act). Students requesting accommodations and/or services relating to a disability may seek assistance from the SAS Office located in Corbett Center, Room 244. All medical information will be treated confidentially. If you have already registered, please make sure that your instructor receives a copy of the accommodation memorandum from SAS within the first two weeks of classes. It is your responsibility to inform either your instructor or a SAS representative in a timely manner if services/accommodations provided are not meeting your needs.

Questions regarding NMSU’s Non-discrimination Policy and discrimination complaints should be referred to Gerard Nevarez, Office of Institutional Equity, 575-646-3635.