COURSE SYLLABUS FOR FALL 2010
MGT 310V: Entrepreneurs
Camille Azadegan

TEXT

OFFICE
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Office Hours: 11:50am –12:30pm Tuesdays/Thursdays or by appointment.
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Course Objectives
• Provide a comprehensive introduction to the entrepreneurial process
• Learn the steps involved in developing a successful business idea
• Understand how to create, finance, and grow an entrepreneurial firm
• Identify and anticipate the common challenges faced by entrepreneurs
• Examine the social, legal, and ethical context of entrepreneurship

COMMUNICATION WITH YOUR INSTRUCTOR

By Email:
Email is the best way to communicate with your instructor. When sending email to your instructor, please sign your message with your first and last name. Please use your nmsu.edu email whenever possible and put MGT310 in the subject line. Emails with no subject line or an unidentifiable name will be deleted as a protection against computer viruses. Thank you for your consideration.

By Phone:
When leaving a phone message please say your name very distinctly and repeat your phone number slowly, twice. Please include the area code. If your message includes the nature of your request, it may be possible to answer your question by leaving a message for you, even if you are not available when your call is returned. Failure to say your name and number distinctly may mean your phone call cannot be returned.
## CLASS SCHEDULE

<table>
<thead>
<tr>
<th>Week</th>
<th>Week ends</th>
<th>Topic</th>
<th>Key Due Dates</th>
<th>Chapter</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>8/22/2010</td>
<td>Evolutionary Development</td>
<td></td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>8/29/2010</td>
<td>(continued)</td>
<td>Quiz by Sunday</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>9/5/2010</td>
<td>Mind set in Individuals</td>
<td>Quiz by Sunday</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>9/12/2010</td>
<td>Mind set in Organizations</td>
<td>Quiz by Sunday</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>9/19/2010</td>
<td>Ethical Challenges</td>
<td>Quiz by Sunday</td>
<td>4</td>
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<td></td>
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<td></td>
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</tr>
<tr>
<td>6</td>
<td>9/26/2010</td>
<td>Innovation</td>
<td>Quiz by Sunday</td>
<td>5</td>
</tr>
<tr>
<td>7</td>
<td>10/3/2010</td>
<td>Pathways to Entrepreneurial Ventures</td>
<td>Quiz by Sunday</td>
<td>6</td>
</tr>
<tr>
<td>8</td>
<td>10/10/2010</td>
<td>Legal Challenges</td>
<td>Quiz by Sunday</td>
<td>7</td>
</tr>
<tr>
<td>9</td>
<td>10/17/2010</td>
<td>Sources of Capital</td>
<td>Quiz by Sunday</td>
<td>8</td>
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<tr>
<td></td>
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<tr>
<td>10</td>
<td>10/24/2010</td>
<td>Assessment of Opportunities &amp; challenges</td>
<td>Quiz by Sunday</td>
<td>9 &amp; 10</td>
</tr>
<tr>
<td>11</td>
<td>10/31/2010</td>
<td>Financial Preparation</td>
<td>Quiz by Sunday</td>
<td>11</td>
</tr>
<tr>
<td>12</td>
<td>11/7/2010</td>
<td>Business Plan</td>
<td>Quiz by Sunday</td>
<td>12</td>
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<tr>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>11/14/2010</td>
<td>Strategic Growth</td>
<td>Quiz by Sunday</td>
<td>13</td>
</tr>
<tr>
<td>14</td>
<td>11/21/2010</td>
<td>Valuation</td>
<td>Quiz by Sunday</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>11/28/2010</td>
<td>Thanksgiving</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>12/10/2010</td>
<td>Final Exam</td>
<td>Exam by Friday</td>
<td>All</td>
</tr>
</tbody>
</table>

- Cases and Quizzes are due by Sunday at midnight (11:55pm)
- Final Exam is due by Friday at midnight (11:55pm)

### ACADEMIC DISHONESTY AND ETHICAL STANDARDS FOR STUDENTS

The following section is from the New Mexico State University Student Code of Conduct:

**Academic Misconduct** - Any student found guilty of academic misconduct shall be subject to disciplinary action. Academic misconduct includes, but is not limited to, the following actions:

1. Cheating or knowingly assisting another student in committing an act of cheating or other forms of academic dishonesty.
2. Plagiarism is using another person’s work without acknowledgment, making it appear to be one’s own. Any ideas, words, pictures, or other source must be acknowledged in a citation that gives credit to the source. This is true no matter where the material comes from, including the internet, other student’s work, unpublished materials, or oral sources. Intentional and unintentional instances of plagiarism are considered instances of academic misconduct. It is the responsibility of the student submitting the work in question to know, understand, and comply with this policy. If no citation is given, then borrowing any of the following would be an example of plagiarism:
§ An idea or opinion, even when put into one’s own words (paraphrase)
§ A few well-said words, if these are a unique insight
§ Many words, even if one changes most of them
§ Materials assembled by others, for instance quotes or a bibliography
§ An argument
§ A pattern or idea
§ Graphs, pictures, or other illustrations
§ Facts
§ All or part of an existing paper or other resource

This list is not meant to include all possible examples of plagiarism. See the University Library’s web page on plagiarism for further examples.

3. Unauthorized possession of examinations, reserve library materials, laboratory materials, or other course-related materials.

4. Unauthorized changing of grades on an examination, in an instructor's grade book, or on a grade report; or unauthorized access to academic computer records.

5. Nondisclosure or misrepresentation in filling out applications or other University records in, or for, academic departments or colleges.

Students who engage in disruptive activities in an academic setting (e.g., classrooms, academic offices or academic buildings) are subject to disciplinary action in accordance with Section IV-Non Academic Misconduct-All Students. Such students are also subject to administrative actions in accordance with the NMSU Graduate and Undergraduate Catalogs.

If you are unclear about what constitutes academic dishonesty, please see an additional explanation of plagiarism on the website of the Writing Tutorial Services page at NMSU http://lib.nmsu.edu/plagiarism/ (January 18, 2010) and the web site of the Online Writing Lab at Purdue University http://owl.english.purdue.edu/handouts/research/r_plagiar.html (January 18, 2010).

If you are in the least bit doubtful about whether you should cite a source or not, cite the source. What can get you in trouble is an action that you don’t think constitutes cheating, but it does.

Here are two examples of a very common forms of academic dishonesty: Using a quotation or paraphrase from a web site without citing the name of the web site (the EXACT URL), and the date of the access.

There will be occasions in cases when you will probably want to quote from or paraphrase information on web sites or in the case itself. There is nothing wrong with this action if you give the proper credit (the exact URL, and the date that you “lifted” the quote.)

In other words, extensive reporting of sources will keep you out of trouble. You must collect these as you go, because finding them after the fact is sometimes very difficult.

Be aware that stringing together a group of quotations lifted from web sites, even when properly documented, does not follow the requirement of any project in this class. You are to critically evaluate what you are reading and analysis, make sure you understand it, and then tell about it in YOUR OWN WORDS.

GRADING AND EVALUATION

Grades
One of the expectations that the University has is that your performance in the course will be evaluated and a grade will be assigned. Customers for the output of this course – the organizations that will hire you, the professors who will instruct you in other courses that follow this one, and you, yourself, as a tuition-paying student, expect that assessment will be reliable and fair, and will reflect your understanding of the concepts in
the course. There is widespread recognition, based on much pedagogical evidence, that people learn in many ways. Therefore, you are encouraged to use all of the tools and information provided in this course to prepare for the assessments and assignments that are graded. With these considerations in mind, you will be graded based on performance in the exams, assignments, and activities listed below:

**EXAMINATIONS AND GRADING SYSTEM**

The course grade will be determined by your performance on three examinations, weekly quizzes, and one team project.

The grading system used in this course is as follows:

<table>
<thead>
<tr>
<th>Items</th>
<th>Points</th>
<th>Due Date/Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quizzes (10) (best 10 of 13 quizzes)</td>
<td>50x10=500</td>
<td>Sunday of each week at/before 11:55pm</td>
</tr>
<tr>
<td>Case Studies (4) (best 3 of 4 scores)</td>
<td>100x3=300</td>
<td>Sunday of week at/before 11:55pm</td>
</tr>
<tr>
<td>Final Exam (comprehensive)</td>
<td>100x1=100</td>
<td>Friday of Finals week before 11:55pm</td>
</tr>
<tr>
<td>Total</td>
<td>900</td>
<td></td>
</tr>
<tr>
<td>Extra Credit for End of Course Survey</td>
<td>50</td>
<td></td>
</tr>
</tbody>
</table>

To receive any of these grades, you need a minimum of: Grade A: 90.00% +; Grade B: 80.00% +; Grade C: 70.00% +; Grade D: 60.00% +; Grade F: below 60.00%

**Late Assignment Policy:** You are expected to submit individual exams and cases on time.
- Quizzes and the Exam will **not** be accepted late.
- There is a penalty for late submission of cases. The penalty starts at 10% for 10 minutes to 12 hours late, 20% 12 hours through 48 hours late, 30% 48 hours through 36 hours late and jumps to 50% if submitted 3 to 7 days late. No case assignment will be accepted more than 7 days beyond the due date. The moral of the story is: get your work in on time!
- Excused absences excuse you, “the body” from attending class. The excuse does not any work that is due. Failure to turn in assignments on time will follow the late submission guideline described above.

**MISCELLANEOUS ITEMS**

*Accessing Course Materials On the INTERNET*

Your course materials are accessible through Blackboard

*Use of the English Language*

All written materials submitted for a grade are expected to use correct grammar, spelling, punctuation and standard American English. Please be especially careful in your use of "there," "their," "you're," "it's," "by," "buy," "by," "to," "too," "two," possessives in general, contractions, and apostrophes. **When in doubt, look it up in a usage manual. Some Grammar checkers give you misleading advice, especially with respect to apostrophe usage. Up to 10% of your grade on any one item may be reduced for misuse of the English Language. Please refer to the Guide for all Written Documents for format instructions, and information about citing references.**

*Special Challenges*

If you are challenged in any way -- sight, hearing, mobility, learning, language or other -- please see your instructor so that we may plan together how best to meet those challenges so that your learning opportunities may be as equitable as possible. If you need more time to take exams, you must make those arrangements through the Matthews Center.
Changes to the Schedule or Policies in this Syllabus

There will be changes to this schedule, these assignments, and occasionally to these policies. Such changes will be announced in the Blackboard classroom and by email sent to your NMSU email account. (REMEMBER, CHANGE IS INEVITABLE).

- **Academic Integrity**: Cheating will not be tolerated. When taking exams, eyes must remain on your own exam, with your work covered. If there is a suspicion of copying, you, or someone around you will be asked to move, as a first warning. After the second incident, you will be asked to leave. Any evidence of cheating on the exams themselves will lead to an automatic F in the class with possible follow-up discipline. Please refer to the student code of conduct for information regarding appeals processes etc.

- **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 and the required process for exiting the course.

- **Disabilities/Employee Relations**: Call the Director of Institutional Equity at 505.646.3635 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 505.646.6840 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. 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.

This document is subject to change without prior notice.