### Description

The entrepreneurship minor is for those students who aspire to gain practical experience and entrepreneurial knowledge, within their respective field of study, so that they are well equipped to establish their own business.

### Skills that will be developed:

- Opportunity recognition
- Innovative thinking
- Ability to handle risk
- Resource acquisition
- Effective negotiation
- Entrepreneurial management
- Effective teamwork
- Entrepreneurial marketing
- Entrepreneurial and innovation strategy

### Required Courses

(6 credits)

Select 1 of the following:
- PRO210 (3 credits)
- SPA363 (3 credits)
- MGM327WI (3 credits)

Select 1 of the following:
- COM350 (3 credits)
- Or
- PRO130 (3 credits)

### Minor Electives

(9 credits)

Select 9 credits (See other side)

1. Elective (3 credits)
2. Elective (3 credits)
3. Elective (3 credits)

### Internship

(3 credits)

Internship in field of study

### Additional Requirements:

- Certificate in Career Exploration & Career Success
- Written Description of How Electives Support Career Plan

---

Contact:
Dr. Duane Crider
Old Main 210
610-683-4375
crider@kutztown.edu
List of Courses for Entrepreneurship Minor

Required Courses (9 credits):

1. PRO210 Entrepreneurship for the Non-Business Major
   SPA363 Spanish and Entrepreneurship
   MGM327WI Small Business Management
2. COM350 Leadership: A Communication Perspective
   PRO130 Practical Leadership
3. Internship in Field of Study

Minor Electives (9 credits):

CDE 335 Interdisciplinary Team Project (Prerequisite: CDE 277)
COM105 Business and Professional Speaking
COM125 Interviewing
COM130 Interpersonal Communication
COM145CDCM Nonverbal Communication
COM219 Integrated Marketing (Prerequisites: COM 170, or Business Majors, or Advertising Minors, or permission of the instructor)
COM245 New Media
COM274 Organizational Communication
COM280 Communication Training and Development
FAR308 Creating Gallery Exhibits
FAR398 The Business of Art
FRE327 Professional Translation Skills in French
GEG220 Introduction to Transportation Geography
GEL302 Economic Geology (Prerequisite: GEL 100 – 101)
GER213 Business German
MAT121 Mathematics for Business and Information Science
MAT150 Introduction to Biostatistics
MAT305 Mathematics of Finance (Prerequisite: A grade of C or better in MAT 283)
MAT306 Mathematics of Finance II (Prerequisite: MAT 283 with a grade of C or better and MAT 305)
MKT312WI Consumer Behavior
MLS363 Entrepreneurial Language Professional
MUS121 Fundamentals of Music Business
MUS302 The Modern Private Music Teacher]
MUS304 The Professional Classical Musician
MUS305 The Professional Jazz Musician
MUS450 Performing Arts Administration
PHI80CDCT Business Ethics
PRO100 Introduction to Business for the Non-business Major
PRO110 Marketing for the Non-business Professional
PRO130WI Practical Leadership
PRO185CT Fundamentals of Personal Finance
PRO210 Entrepreneurship – Start Your Own Business for Non Business Majors
PRO220 Wealth Creation for the New Entrepreneur
PSY333 The Psychology of Leadership in Organizations (Prerequisite: PSY 11 & PSY 200 or MAT 140 or BUS 120, with a grade of “C” of better)
PSY220 Industrial/Organizational Psychology (Prerequisites: PSY011)
SOC227 Work and Workplaces
SPA290 Commercial Spanish (Prerequisite: SPA104)
SPA363CTWI Spanish and Entrepreneurship (Prerequisite: SPA 104)
SPT366 Personal Fitness Trainer
WRI207WICT Writing for the Workplace (Prerequisites: BA English, BS Electronic Media, BS Math, BS CSC or BA Speech majors and ENG23; other majors contact your home department for more information)
WRI216WICM Writing for Public Relations (Prerequisites: English 023 or its equivalent and WRI 211; or permission of instructor)
WRI316WI Public Relations and the Corporate Environment (Prerequisites: ENG 023 or its equivalent, WRI 207 and WRI 216; or permission of the instructor)

Other courses may also be selected by consultation and approval of the student’s advisor and The ELC Faculty Coordinator.