



University of Washington Office of the President, Box 351230

December 15, 2003

Dean Yash Gupta
Business School
Box 353200

Dear Yash:

Based upon the recommendation of its Subcommittee on Admissions and Programs, the Faculty Council on Academic Standards has recommended approval of the two new pathways, Business Creation and Business Growth, within the Entrepreneurship option of the Bachelor of Arts in Business Administration degree. A copy of the change is attached.

I am writing to inform you that the Department of Management and Organization is authorized to specify these requirements for students entering the program autumn quarter 2004.

The revised requirements should be incorporated in printed statements and in individual department websites as soon as possible. The *General Catalog* website will be updated accordingly by the Registrar's Office.

Sincerely yours,

Lee L. Huntsman
President

Enclosure

cc: Professor Roland E. Dukes (with enclosure)
Professor Thomas M. Jones (with enclosure)
Mr. W. W. Washburn (with enclosure)
Mr. Robert Corbett (with enclosure)

MANOR6-106603



Creating or Changing Undergraduate Academic Degree Programs

After college/school review, send signed original and 7 copies to: FCAS, Box 351271

MANORG-100603

College or School Business School	Department/Unit Management and Organization	Date 10/6/03
Check Appropriate Box		
<input type="checkbox"/> New Admission Requirements <input checked="" type="checkbox"/> Revised Major Requirements <input type="checkbox"/> New Option <input type="checkbox"/> Revised Admission Requirements <input type="checkbox"/> New Minor <input type="checkbox"/> New Major/Degree		
Explanation of proposed changes or new programs. Attach additional page if necessary:		
<p>The Center for Technology Entrepreneurship has redesigned its entrepreneurship curriculum/option to enable business undergraduates to achieve their entrepreneurial goals. The program's coursework integrates elements of strategy, finance, marketing, sales and operations so that students can develop the range of skills that allow them to think entrepreneurially and respond quickly to a changing business environment. <u>The new curriculum has two pathways: one that focuses on the business creation process and one that focuses on the business growth process.</u></p> <p>These revisions reduce content overlap and provide more systematic coordination within the program. They also enable students who are juniors to enroll in the "entrepreneurship option" as soon as they enter the Business School.</p>		
Desired Implementation date (no earlier than one full quarter after anticipated date of approval): Autumn 2004		
Existing Catalog Statement	Proposed Catalog Statement (<u>underline</u> for additions, strike through for deletions)	
<p>Center for Technology Entrepreneurship (CTE): The notation "Entrepreneurship" will be indicated on the transcripts of students who are accepted into this option and who successfully complete one of two pathways with a minimum cumulative GPA of 2.50.</p> <p>Entrepreneurship pathway: BPOL 471, 472, and 473 plus two of the following three courses: MKTG 455, FIN 457 or MKTG 335.</p> <p>Corporate Entrepreneurship pathway: BPOL 471, FIN 457, MKTG 452 and 335 plus one of the following two courses: BPOL 475 or 482.</p> <p>Admission: Admission to the Business School; evidence of interest in CTE, as shown in a required admission application and essay.</p>	<p>Center for Technology Entrepreneurship (CTE): The notation "Entrepreneurship" will be indicated on the transcripts of students who are accepted into this option and who successfully complete one of two pathways with a minimum cumulative GPA of 2.50.</p> <p><u>All students are required to complete ENTRE 370 and two of the following three courses: MKTG 455, FIN 457 or MKTG 335. Entrepreneurship students must take MGMT 430 to complete one of the core requirements for the Business School.</u></p> <p><u>Students interested in the Business Creation pathway must complete ENTRE 472 and 473.</u></p> <p>Entrepreneurship concentration: BPOL 471, 472, and 473 plus two of the following three courses: MKTG 452, FIN 457 or MKTG 335.</p> <p><u>Students interested in the Business Growth pathway must complete ENTRE 475 and 476. Corporate Entrepreneurship concentration: BPOL 471, FIN 457, MKTG 452 and 335 plus one of the following two courses: BPOL 475 or 482.</u></p> <p>Admission: Admission to the Business School; evidence of interest in CTE, as shown in a required admission application. and essay.</p>	

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Chair <i>Thomas G. Vance</i>	Date <i>10-28-03</i>	Dean <i>V. Name Rofg</i>	Date <i>10/29/03</i>
College Committee <i>R.P. P.O.</i>	Date <i>11-2-03</i>	Faculty Council on Academic Standards <i>Carole Rofg</i>	Date <i>11/6/03</i>