



# GRADUATE CERTIFICATE PROGRAM: ENTREPRENEURSHIP

## Create New Ideas for the Marketplace

Whether launching a new venture, growing an emerging organization, or innovating within an established company, leaders excel with innovation and an entrepreneurial approach. Leaders can thrive amidst rapid change by learning to recognize opportunity, generate new ideas, and translate those ideas into value.

The graduate certificate program in entrepreneurship at the Alfred Lerner College of Business and Economics allows working professionals to develop the entrepreneurial mindset, influence, skills and understanding needed to bring new ideas to the marketplace. Students take the same courses offered in the Lerner MBA and learn how to use effectively hands-on experience to practice the skills needed to launch a startup, innovate for an established company or develop sustainable solutions to important social problems.

Both professionals who have previously earned an MBA and those who wish to develop specialized expertise to advance or redirect their career will benefit from this program.



[LERNER.UDEL.EDU](http://LERNER.UDEL.EDU)

UNIVERSITY OF DELAWARE

**LERNER BUSINESS  
& ECONOMICS**

# GRADUATE CERTIFICATE PROGRAM: ENTREPRENEURSHIP



## HIGHLIGHTS

- Conceive and pitch an idea for an innovative new product, startup business or social enterprise by producing a 90-second video
- Take MBA-level coursework and earn credits toward the Lerner MBA
- Access to Horn Entrepreneurship's dedicated facility, programs, network and resources
- Interact with other graduate students to build a professional network in a collaborative academic environment
- Work with an MBA advisor to select appropriate courses

**12**  
CREDITS

### REQUIRED (3 CREDITS)

ENTR 654 Introduction to Entrepreneurship (*available online*)

### IMMERSIVE EXPERIENCE, CHOOSE 1 (3 CREDITS)

ENTR 655 Startup Experience I

ENTR 664 Social Innovation Practicum

ENTR 650 Business Accelerator for Entrepreneurial Ventures

### ELECTIVES, CHOOSE 2 (6 CREDITS) *from any 600-level or higher*

*ENTR course including, but not limited to, the following:*

ENTR 601 Modeling, Prototyping & Testing

ENTR 602 Industrial Design

ENTR 610 Acceptance and Resistance to Innovation

ENTR 616 Applied Creativity

ENTR 617 Design Thinking and Innovation

ENTR 620 Social Entrepreneurship

ENTR 651 Special Topics in Entrepreneurship

ENTR 653 Entrepreneurial Leadership

ENTR 656 Startup Experience II

ENTR 657 Legal Issues for Entrepreneurs

ENTR 658 App Development for New Technology

ENTR 659 Startup Finance & Raising Capital for Entrepreneurs

ENTR 660 High Technology Entrepreneurship

ENTR 661 Corporate Venturing

ENTR 665 User-Centered Research Methods for Entrepreneurship

## PROGRAM DETAILS

- Program can be completed in as little as one year
- Classes can be taken on-campus, online or both
- Admission requirements are the same as for the Lerner MBA
- Students must maintain a 3.0 GPA to be awarded the certificate
- Completion of the certificate may waive up to 12 credits toward the Lerner MBA
- Those interested in pursuing the Lerner MBA will need to apply for admission to the MBA program upon completion of the certificate program

## HOW TO APPLY

[grad.udel.edu/apply](http://grad.udel.edu/apply)

## CONTACT

[mbaprogram@udel.edu](mailto:mbaprogram@udel.edu)

(302) 831-2221

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