THE FACULTY SENATE

October 14, 2003

MEMORANDUM

TO: President Robert M. Gates

SUBJECT: Certificate in Entrepreneurship to be Offered by the Mays Business School (FS.21.42)

At its regular meeting on October 13, 2003, the Faculty Senate approved the following item from the Graduate Council and submits it for your approval. Attached is a copy of the material sent to our Senators.

Certificate in Entrepreneurship to be Offered by the Mays Business School

Thank you for your time and consideration. Please inform me of your action on this matter.

Martha Louder
Speaker, 2003-2004

Attachment

cc: Dr. David Prior
    Dr. Karan Watson
    Dr. Rick Giardino
    Ms. Linda Lacey
    Dr. Jerry Strawser

Approved:

Robert M. Gates, President

11-24-03
MEMORANDUM

TO: Rick Giardino  
    Dean of Graduate Studies

THROUGH: Jerry Strawser, Dean  
          Mays Business School

FROM: John Dinker  
       Associate Dean for Graduate Programs  
       Director, Executive MBA Program

SUBJECT: Certificate in Entrepreneurship

Attached is the description for the Certificate In Entrepreneurship to be offered by the Mays Business School.

Please place this on the Graduate Council Agenda

Attachment

cc: Executive Committee, Mays Business School
CERTIFICATE IN ENTREPRENEURSHIP

The Entrepreneurship Certificate is offered to Mays MBA and other interested graduate students at Texas A&M University. This certificate program stresses the integration of business skills with product innovation and development, technology transfer, and the desire to create new business opportunity for existing technologies.

The certificate program brings together MBA students who have interest in entrepreneurial activities with scientists, engineers, life sciences researchers, and others seeking to commercialize their ideas. The focus of the program is on entrepreneurial activity and how to channel that activity within existing organizations, in start-up companies, and in bringing new ideas to fruition.

This program does not deal with topics such as business plan development and financial strategies except as they are related to broader topics. It is not a program on how to write a business plan although writing a business plan is a small part of the program.

The audience for this program is comprised of two broad segments:

- **Mays MBA Students** – who have completed Terms 1, 2, 3 and 4 of their programs.
- **Other TAMU Graduate Students** – from the colleges of agriculture and life sciences, engineering, science, and other colleges who bring technology and a strong entrepreneurial spirit to the program.

The goal of the program is to have business and technology entrepreneurs working together in a complementary way.

Enrollment in the required courses is restricted to the certificate participants. We expect the certificate to be completed during one semester. Enrollment in the certificate program may be limited.

**Prerequisites:**

- **Mays MBA Students:**
  Completion of Terms 1, 2, 3, 4 of the Mays MBA Program

- **Other TAMU Graduate Programs**
  Approval from Director of Center for Entrepreneurship and New Ventures

**Requirements:** 12 credit hours

**Required Courses:**

- MGMT XXX – Entrepreneurship Strategy
- MGMT 631 - Foundations of Entrepreneurship
- MGMT 638 - Legal Foundations and Technology Commercialization
- MGMT 640 - Managing Creativity