UCLA Anderson School Course Descriptions  
Elective Courses with Entrepreneurial Content

**Entrepreneurship and Venture Initiation**  
Prerequisite: consent of instructor. Explore entrepreneurship, particularly the formation and operation of new business ventures. Analyze successful entrepreneurs, identify and evaluate new venture opportunities and sources of new venture financing, examine legal and tax considerations, and develop appropriate entry and exit strategies. Professors Abe and Schollhammer; five sections, including 1 FEMBA and 1 EMBA.

**Small Business Management**  
Prerequisite: consent of instructor. Explore crucial aspects in managing small business enterprises. Emphasis on the identification and analysis of characteristic management problems encountered in the operation of small firms and the application of appropriate methods or techniques for their solution. Professor Klein; one section, Spring.

**Corporate Entrepreneurship**  
Prerequisite: consent of instructor. Study the nature of entrepreneurship and the effective implementation of entrepreneurial strategies in large industrial enterprises. The course focuses primarily on managerial effects aimed at the identification, development, and exploitation of technical and organizational innovations, the management of new product or process developments, and effective new venture management in a corporate context. Professor Schollhammer; one section, Spring.

**Entrepreneurship and Business Plan Development**  
Prerequisite: consent of instructor. Explore the factors involved in turning an idea into a serious business venture. Research and analyze a new business opportunity and produce a business plan for the venture. Create the business venture and develop a critical path. Assess market, competition and organizational and operational requirements. Structure pro-formas, analyze financial/investor requirements, develop cash flows. Professors G. Klein and Bob Foster; three sections, Fall, Winter and Spring.

**Elements of Economic Organizations: Doing Deals**  
Prerequisite: consent of instructor. This seminar is an introduction to the legal and economic framework of various agreements between parties to business transactions. Our intent is to understand the structure of deals in substantive areas of business practice through an analysis of the terms of agreements, key outcomes sought by each party (or parties), and discussion with one or more of the principals, agents, or advisors involved in the deal. Class is comprised of half law students and half MBA students; enrollment is limited to 25 MBAs. Professors Osborne and Bill Klein; Winter.

**Topics in Business Law**  
This course is an examination of various legal issues encountered by entrepreneurs in operating business ventures, including contract negotiation, protecting goodwill, legal issues in marketing, employment law, bankruptcy, enterprise formation, and creditor rights. Professors Guerin and Freixes; five sections, including 2 FEMBA.
Financing the Emerging Enterprise  Mgmt 231E
Prerequisites: second-year standing and satisfactory completion of courses 403, 408, and 230. This course emphasizes the financial, control, and investment issues confronting rapidly growing companies in entrepreneurial settings. Main objective of the course is to consider and select financing vehicles that may be appropriate to securing organizations' money requirements. Professor Cockrum; four sections, Fall, Winter.

Managing Entrepreneurial Operations  Mgmt 240E
Explore issues and problems facing the entrepreneur in daily business operation. Topics include the impact of pre-startup decisions, problems encountered during startup, operating problems created by rapid growth, and surviving in an adverse environment. Forecast the impact of acquiring, developing and changing process and product technology in an entrepreneurial firm. Professor Yost; two sections, including 1 EMBA, Spring. Advanced course offered as Mgmt 245.

Managing the Stages of Entrepreneurial Growth  Mgmt 284C
Examine issues and problems involved in developing and managing entrepreneurial organizations. Evaluate the factors that make an organization effective at each stage of growth. Discuss the nature and functioning of key management systems that are primary tools in managing an entrepreneurial enterprise: strategic planning, organizational design, management development, control systems and leadership. Professors Flamholtz and Randle; three sections, including 1 FEMBA, Spring.

Management Field Study /Applied Management Research  Mgmt 444A-444B
Must be taken during second year in two consecutive quarters or equivalent. Supervised study of an organization, including establishment of client-consultant relationships, identification of problems or strategic questions, design of study, collection of analysis of data, development and reporting of implementable recommendations.

Fieldwork in Organizations (Academic Internship)  Mgmt 454
Prerequisites: completion of two quarters of the MBA Program and consent of the supervising faculty and director of the MBA Program. Supervised, unpaid practical experience or field work in an entrepreneurial or growing enterprise as an intern. Execute predetermined assignment(s) pursuant to a defined program of study, which may include formal class work. May not be repeated for credit. Faculty advisor required. Counts toward units per quarter, but not toward graduation.

Fieldwork in Investment Mgmt (Student Investment Fund)  Mgmt 457
Prerequisite: consent of instructor. Selected students employ academic theories learned in previous classes to practical experience by managing portfolio started with donated funds. Mirrors situations experienced by typical money management firms. Students tackle investment strategy, asset allocation, security analysis, and organizational issues.

Research in Management (Independent Study)  Mgmt 596
Prerequisite: consent of MBA program director. Directed individual study or research, on a topic of the student's choosing. May be repeated once for credit. Faculty advisor required. Venture Fellows program participants are required to write a case study under this course elective.