**ENTREPRENEURSHIP TRACK 2024-2025**

Entrepreneurship is the engine of economic growth, and drives change and innovation in a rapidly changing, global context. Entrepreneurship is viewed as a mode of behavior for identifying and pursing opportunities regardless of the resources currently controlled – this behavior mode enables innovation in any organization across its life cycle. The Entrepreneurship Track is designed to provide MBA students with the tools, experiences, and support necessary to facilitate development as a leader and innovator in your chosen field, or industry.

Graduates of this track pursue a variety of career paths including start- up and emerging companies, corporate innovation and business development, entrepreneurship through small business acquisition, venture capital/private equity, consulting, and social entrepreneurship. In sync with Carnegie Mellon’s interdisciplinary strengths, students collaborate closely with faculty, researchers and other students at our top-ranked programs including engineering, product development, computer science, robotics, and design.

The Track includes two options depending on career path choice: (1) High- growth entrepreneurship – found or join and entrepreneurial company; (2) Entrepreneurship through Acquisition – find, acquire, and build a company.

The required and recommended courses for each of these Track options are summarized in the accompanying tables. Students are selected for the Track and counseled individually for their selection of path most appropriate to achieve their career goals.

**HIGH GROWTH ENTREPRENEURSHIP**

**Curriculum 2024-2025**

**REQUIRED COURSES**

|  |  |
| --- | --- |
| 45-805 | Lean Entrepreneurship |
| 45-806 | Entrepreneurial Alternatives |
| 45-807 | Commercialization and Innovation Strategy |
| 45-907 | Commercialization and Innovation Workshop |
| 45-909 | Designing and Leading a Business Capstone |

**MUST CHOOSE ONE**

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| --- | --- |
| 45-824 | Venture Capital and Private Equity |
| 45-905 | Funding Early-Stage Ventures |

**MUST CHOOSE ONE**

|  |  |
| --- | --- |
| 45-808 | Gaining Advantage through Sales |
| 45-809 | Science of Growth |
| 45-841 | Team Conflict and Multiparty Negotiations (Prerequisite: “Negotiations) |
| 45-877 | Contracts |
| 45-908 | Marketing for Entrepreneurs |
| 45-868 | Design Thinking |