WELCOME TO THE WORLD OF INNOVATION AND ENTREPRENEURSHIP!

Entrepreneurship is where the courageous take on challenges that are bigger than themselves. It is where world problems are solved and where local needs are met. It is where every skill and background intersect, and it is where creative thinking never ends. Such a landscape is our passion at the Skandalaris Center for Interdisciplinary Innovation and Entrepreneurship. We get to work with the best and brightest at Washington University in St. Louis—the change-makers, thought leaders, and visionaries—and we cannot wait to work with you, too.

At the Skandalaris Center, our initiatives serve students, faculty, staff, and alumni from all levels and all disciplines. We support WashU entrepreneurship by inspiring the entrepreneurial mindset and empowering our community to explore and execute solutions to address the world’s problems and meet local needs through innovation and entrepreneurship. To support WashU entrepreneurs, we have developed programs and events to help them:

- Explore their inner maker
- Develop and ideate new methods and solutions to the world’s challenges
- Take their ideas to the next level
- Gain knowledge and skills in innovation and entrepreneurship

This booklet describes the wealth and diversity of the entrepreneurship curriculum at Washington University. While your interest in entrepreneurship might begin with a course, we hope it will continue to grow via the connections you make with us, and the knowledge you can gain from our programs. Please contact us at any time at sc@wustl.edu. We wholeheartedly welcome you into this creative space!

II Luscri

Managing Director, Assistant Vice Provost for Innovation & Entrepreneurship
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Join our email list to be the first to hear about events and opportunities in Creativity, Innovation & Entrepreneurship!

Sign up at [skandalaris.wustl.edu/get-connected](http://skandalaris.wustl.edu/get-connected)
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<td>Venture Capital Practice</td>
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COURSE DESCRIPTIONS AND DETAILS:

**Ampersand: The Science of Biotechnology**  
L41 2010/ L61 2010  
T/R 3:30-4:50 pm  
Target audience: Undergrad students  
Instructor: Joseph Jez  
This course introduces topics for science and engineering majors with an interest in biotech and teaches scientific concepts to business students considering careers in biotech management and entrepreneurship. Prerequisite: First-year students in the Biotech Explorers Program; interested sophomores can place themselves on the waitlist and may be registered on a space-available basis after BET students have been enrolled.

**Analytics and Modeling for Business Decisions**  
B59 220  
T/R 10:00-11:20 am or 11:30 am-12:50 pm  
Target audience: Undergrad students  
Instructor: TBD  
Helps students become effective problem solvers, smart consumers of data, and intelligent business decision makers in management situations. Prerequisite: QBA 120 and completion or concurrent enrollment in QBA 121.

**Business of Art**  
B54 460O/B53 460O  
T/R 1:00-2:20 pm  
Target audience: Undergrad students  
Instructor: Glenn Macdonald  
The intent of the course is to provide students in art-related fields with a skill set enabling them to pursue their artistic vision and ambitions while simultaneously having enough commercial success to make their career viable.

**The Business of Clinical Research**  
U80 330/ U86 330  
M 5:30-8:00 pm  
Target audience: Grad and Undergrad  
Instructor: Melissa Walker  
An overview of the business elements of clinical research, this course covers drug and device development, the regulatory environment, finance, corporate structures, and the clinical trials office. We will consider stakeholders including pharmaceutical and device industries,
academic and private research centers, government agencies and other organizations. We also will study local, state, and federal regulations, as well as international and global issues that impact the business of clinical research.

**Business of Fashion**
F20 137A/ F20 337A /F20 237A / F20 437A
T/R 11:30 am-12:50 pm
Target audience: Art Undergrads and others
Instructor: Claire Thomas-Morgan
This seminar course is an academic analysis of the business of fashion focusing on the following: marketing fashion products, consumer behavior, brand development, markets, promotion / distribution, and attention to emerging technologies. Students will study fashion merchandising and product development, including seasonal deliveries, line development, basic costing practices, and retail math. Case studies will engage students in current fashion business practices.

**Business Fundamentals for Non-Business Students**
B53 200A
T/R 2:30-3:50 pm
Target audience: Non-business undergrads
Instructors: Robert Portnoy, Mark Soczek, P. Seetharaman, Aimee Wittman, James Beirne, Nicholas Argyres, Eli Snir
Intended to help successfully position arts and sciences, engineering, and design majors for careers in organizations such as non-profits, entrepreneurial ventures, and corporations, among others. Business students cannot receive credit.

**Business Planning for New Enterprises (The Hatchery)**
B53 424/ B63 524/ S50 5061
T 4:00-6:00 pm
Target audience: Undergrad and grad students
Instructor: Douglas Villhard
In this course, students form teams to pursue their own or an outside entrepreneur’s commercial or social venture. During the semester, the teams are supported and advised by the Instructor, Executive Coach, and Mentor(s) as they research and develop startup plans. Recommended prerequisites: Introduction to Entrepreneurship (MGT 421) or Introduction to Social Entrepreneurship (MGT 460L) or Entrepreneurial Engineering (EECE 480). Junior standing or higher expected.
Capital Market Imperfections and Entrepreneurial Finance  
L11 428  
T/R 11:30 am-12:50 pm or 2:30-3:50 pm  
Target audience: Arts and Sciences Undergraduate/Graduate  
Instructor: Bruce Petersen  
Analysis of problems in capital markets for firm financing and institutional structures that address these problems. A substantial portion of the course explores the role of venture capital, especially in the high-tech sector of the United States economy where venture capital is important for commercializing cutting-edge science.  
Prerequisite: Econ 4011. Econ 413 is recommended.

CEL Entrepreneurial Consulting Team (CELect)  
B53 401C/ B63 501C/ W74 675C  
Section 1: T 3:00-3:50 pm; Section 2: F 10:00-10:50 am;  
Section 3: F 10-10:50 am  
Target audience: Grad and undergrad  
Instructors: Section 1- II Luscri; Section 2 – Douglas Villhard;  
Section 3 – Steven Malter  
CELect is an experiential learning course that matches teams of Washington University students with start-up ventures to perform defined management consulting projects.  
Students interested in working with St. Louis-area startups enroll in Section 1. Students interested in working with New York-area startups enroll in Section 2. Students interested in working with internationally based startups enroll in Section 3.  
Prerequisite: Application required.

Design in Social Systems  
F20 236P  
T/R 8:30-11:20 am  
Target audience: Undergrad students  
Instructor: TBA  
Students will explore various processes that artists and designers use to address, influence, and inspire change around systemic social issues. Models of social change from other disciplines, such as social entrepreneurship and innovation, non-profit models, and public-interest design, will be featured.

The Endgame of Entrepreneurship: Leveraging Capitalism for Good  
I60 105 / B53 106E / L11 105  
M 4:00-6:50 pm
Target audience: Undergrad first-year students only
Instructors: Joseph Steensma, II Luscri, Douglas Villhard, Heather Cameron
This course teaches how to take advantage of the profit-seeking motive of capitalism while also learning from mistakes and consequences of capitalism. Students will explore how entrepreneurship and venture creation can be used to improve equality.

**Entrepreneurship & Intellectual Property Clinic**
W74 711C
Day/Time: TBA
Target audience: Law students
Instructor: TBA
This course provides students with hands-on training in legal practice related to for-profit and nonprofit entrepreneurs, startups, and social enterprises.

**Foundations of Business**
B53 150A
T 1:00-2:20 pm or 2:30-3:50 pm or R 1:00-2:20 pm or 2:30-3:50 pm
Target audience: Undergrad students
Instructors: Jessie Vosseller, Analisa Ortiz
Provides first semester students with an introduction to functional areas of business and the entrepreneurial function.

**From Concept to Market: The Business of Engineering**
E60 324
T 5:30-8:30 pm
Target audience: Undergrad students
Instructor: Ellen Mell
Introduction to the fascinating and complex process of bringing new technologies from the concept stage to the marketplace.
Prerequisite: Junior or senior standing, or permission of the instructor.

**Illustration Entrepreneur**
F20 338B/ F20 438B
T/R 1:00-3:50 pm
Target audience: Art students, design minors, non-Sam Fox students interested in developing visual products
Instructor: Linda Solovic Karpins
Students will create images appropriate for surface design application to products. Students will work toward developing icons and motifs using shape-based illustration, design, composition, hierarchy and thoughtfully considered color.
Innovating for Healthcare  
B63 576E/ B53 476E
W 6:15-9:15 pm, Mini-B
Target audience: Graduate and upper level undergraduates in all WashU schools and programs
Instructors: Douglas Villhard, Aaron Chamberlain
Students will form teams and work on solving real problems facing the healthcare industry by producing solution prototypes -- that may also be commercialized by the students once the class is completed. Great opportunity for for students interested in going to medical school.
Prerequisites: MGT 521; MGT 501C; MGT 524 or MGT 500T are recommended for Olin students. It is assumed that students come into the course with a basic understanding of ideation, research methods, corporate entities, funding sources, intellectual property, etc.

Introduction to Entrepreneurship  
B53 421
M/W 10:00-11:20 am
Target audience: Undergrad students
Instructor: Dedric Carter
Intended to teach students the fundamentals of founding, operating, and exiting a start-up business.
Prerequisite: Sophomore, junior, or senior standing in any school or college.

Introduction to Entrepreneurship  
B63 521
W 6:15-9:15 pm
Target audience: Grad students
Instructor: David Poldoian
This course is designed not only for the student with a burning passion to start his/her own business, but anyone who believes that entrepreneurial skills are an essential element of business success. “Introduction to Entrepreneurship” is taught primarily via the case method.

Introduction to Innovation and Entrepreneurship  
T55 520
T 6:00-9:00 pm
Target audience: continuing education
Instructor: Joe Klaesner, Amy Duvall
Innovation is a skillset and a mindset, and they can be learned. This course introduces important frameworks and concepts, and offers the student hands-on learning, that foster growth in innovation - both for the individual as well as for the organization.
Introduction to Social Entrepreneurship  B53 460L
T/R 1:00-2:20 pm
Target audience: Undergrad students
Instructor: Heather Cameron
This class will explore the ways social entrepreneurs leverage traditional business models to craft innovative social businesses. Students will explore the fundamental principles of social entrepreneurship, while interacting with local organizations and refining their pitching skills.

Investments Praxis  B62 528
M/W, Four sections available
Target audience: Priority enrollment given to MSFC and MSFWAM Students
Instructors: Charles Cuny, Timothy Solberg
In this course, students serve as managers of a portfolio. They will have the opportunity to analyze investment opportunities and present recommendations for possible purchases and sales of stocks.
Prerequisite: FIN 532 and FIN 534

Legal Issues at Business Stages  B63 511B
R 6:15-9:15 pm, Mini-B
Target audience: Grad students
Instructor: Patricia Bland
In this course, students will analyze legal issues affecting business from startup, operation, and the sale or closing of the business, including mergers and acquisitions.

Rapid Prototype Development and Creative Programming
E81 330S/ E81 503S
M/W 10:00-11:20 am, three sections
Target audience: Undergrad and graduate students
Instructor: Todd Sproull
This course uses web development as a vehicle for developing skills in rapid prototyping. Students acquire the skills to build a Linux web server in Apache, to write a web site from scratch in PHP, to run an SQL database, to perform scripting in Python, to employ various web frameworks, and to develop modern web applications in client-side and server-side JavaScript.
Prerequisite: CSE 131
The Science, Medicine and Business of Drugs & Vaccines
L41 5079
T/R 9:30-10:30 am
Target audience: Undergrad and graduate students
Instructor: Mike Kinch
The course will provide an overview of the history of research and development in the biotechnology and pharmaceutical industries, with emphasis upon understanding a blend of the scientific, public health, regulatory and business decisions that have shaped the pharmaceutical industry over the past eight decades.

Small Business Initiative
B53 401S
M 5:30-8:30 pm
Target audience: Undergrad students
Instructors: Peter Boumgarden, Robert Collins, Nique Fajors
Offers students the opportunity to gain SBI experience through consulting projects with small businesses. Each student is expected to spend a minimum of 150 hours during the semester on the project.
Prerequisite: Application required.

Social Entrepreneurship
B63 500T/ B63 500U/ S50 5060
W 9:00-11:00 am
Target audience: Grad students
Instructor: Heather Cameron
Intended to develop an understanding of how social entrepreneurs have responded to social challenges through creating companies. Along with learning the basics of entrepreneurship, students will work with selected student and community entrepreneurs to develop a business impact plan.
Prerequisite for SW students: S15-5038

Social Entrepreneurship
U44 410/ U76 450
Days/times: TBA
Target audience: Grad and undergrad students
Instructor: Marlene Levine
This course links the passion of a social mission with the discipline and skills of successful business performance to explore the issues, concepts, and processes associated with social entrepreneurship.
Sports Entrepreneurship & Emerging Technologies  B53 356E
T/R 11:30 am-12:50 pm
Target audience: Undergrad students
Instructors: Mike Bynum, Art Chou
This course is an introduction to the concepts, theories, and practices unique to sports entrepreneurship and emerging technology. This course seeks to understand the Fundamentals of Early-Stage Companies and their growth trajectories from Idea to Exit.

Strategic Cost Analysis  B60 5002
W 6:15-9:15 pm
Target audience: MBA Students
Instructor: Thomas Fields
Learn how strategy, technology, and the environment affect a firm’s choices. An introduction to cost concepts, cost behavior, and cost systems.

Sustainability in Business  L82 105
T/R 10:00-11:20 am
Target audience: undergrad students
Instructor: David Webb
Explore key concepts, debates, and issues driving sustainability in business. We will also look at various sustainability tools, principles, and frameworks that business can use to better understand the natural systems from which sustainability is derived and upon which all organisms and organizations rely to sustain their own existence.

Sustainability Exchange  L82 405/ I50 405 / E44 412
T/R 2:30-3:50 pm
Target audience: Undergrad students
Instructors: David Webb, Carolyn Cosgrove Payne
The Sustainability Exchange will bring together students working in trans-disciplinary teams to tackle real-world energy, environmental, and sustainability problems through an experiential form of education. The goal is to deliver an applicable end-product that explores “wicked” problems requiring innovative methods and solutions.

Taylor Community Consulting Project  B53 401T/ B63 501T
M 5:30-8:30 pm
Target audience: Undergrad and grad students
Instructor: Mark Soczek
This is a consultative experiential course that partners students with local, regional, and national non-profits to support their strategic development. Students work in four-six person teams on consulting projects, applying insights from their course work to real-world business problems. Each student is expected to spend a minimum of 150 hours during the semester on the project.
Prerequisite: Application required

**Venture Capital Methods**  
B52 400W  
M 4:30-7:30 pm  
Target audience: Undergrad students  
Instructor: Jeremy Degenhart  
Students are exposed to the process of analyzing, valuing and structuring potential equity investments in privately-held, entrepreneurial, venture-stage businesses. The goal is to develop critical thinking skills in evaluating potential investments and understanding the dynamics of various risk factors predominant in such investments, including market risk, execution risk and technology risk.  
Prerequisite: FIN 340 and either FIN 441 or MGT 421.

**Venture Capital Methods**  
B62 500W  
M 4:30-7:30 pm or 6:15-9:15 pm, Mini-A  
Target audience: Graduate Business Master Students only  
Instructor: Jeremy Degenhart  
This course provides basic terminology and tools used in evaluation of early-stage venture investing. The course will also cover the history of venture capital and discuss the different strategies that a venture capital firm could utilize.

**Venture Capital Practice**  
B62 500X  
M 6:15-9:16 pm, Mini-B  
Target audience: Graduate Business Master Students only  
Instructor: Jeremy Degenhart  
This course is the capstone for students interested in early stage investing. The course objective is to develop practical skills for angel and early-stage investing in private companies.  
Prerequisite: FIN 500W and instructor approval.
HONORS IN INNOVATION AND ENTREPRENEURSHIP

Students from all disciplines and all levels are eligible to earn Honors in Innovation & Entrepreneurship from the Skandalaris Center. This is a recognition for students who have shown exemplary involvement in innovation and entrepreneurship during their time at Washington University.

Honors are earned by accumulating points through a combination of curricular and co-curricular activities. Students in any degree program or school may apply for the appropriate recognition. Each year in April, students who complete the requirements will be recognized at the annual Entrepreneurship Awards.

By working towards Honors in Innovation and Entrepreneurship, you will:

• Build your skills in innovation and entrepreneurship, both in and out of the classroom
• Meet and collaborate with other students who are pursuing different disciplines and degrees than you
• Connect and network with the St. Louis entrepreneurial community
• Enhance your resume to be a more competitive applicant during your internship and job search

REQUIREMENTS

Students must earn a total of six points from the following lists of activities. At least two points must be earned from the Training category and at least two points from the Experience category.

Students may track their progress on the checklist and apply for the recognition through Jessica Weldon. The Skandalaris Center will be responsible for advising and verifying students’ progress.

Note: This program is not an academic award and will be granted by the Skandalaris Center. This will not appear on your official transcript; however it is ideal for your resume. Depending on your school, this can be added as an accomplishment on your unofficial transcript.
## Training
(at least 2 points must be in training)
U=Undergraduates, G=Graduate Students

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<th>Class Level</th>
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<td>Theoretical / Intro Course</td>
<td>U / G</td>
<td>1</td>
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<tr>
<td>Workshops through SC or similar support organization</td>
<td>U / G</td>
<td>1/4 point each</td>
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<tr>
<td>Participate in a faculty-sponsored research project related to innovation or entrepreneurship</td>
<td>U / G</td>
<td>2</td>
</tr>
<tr>
<td>Entrepreneurial Scholar</td>
<td>U</td>
<td>1</td>
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<tr>
<td>Participate in the Entrepreneurial Fellowship (2 for experience, 1 for course)</td>
<td>U</td>
<td>3</td>
</tr>
</tbody>
</table>

## Experience
(at least 2 points must be in experience)

<table>
<thead>
<tr>
<th>Activity</th>
<th>Class Level</th>
<th>Point(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Experiential Course (hands-on, i.e. Hatchery, CEL, etc.)</td>
<td>U / G</td>
<td>2</td>
</tr>
<tr>
<td>Compete in any WashU or non-WashU hackathon, idea challenge, etc.</td>
<td>U / G</td>
<td>1 or 2</td>
</tr>
<tr>
<td>Compete in any SC business plan competition/hackathon, patent/idea challenge</td>
<td>U / G</td>
<td>2</td>
</tr>
<tr>
<td>Be a member of a WashU student organization focused on innovation/entrepreneurship</td>
<td>U / G</td>
<td>1</td>
</tr>
<tr>
<td>Participate and present at Demo Day on a Sling Health/ DFA/ (or similar project) team</td>
<td>U / G</td>
<td>1</td>
</tr>
<tr>
<td>Pitch at an IdeaBounce®</td>
<td>U / G</td>
<td>1</td>
</tr>
<tr>
<td>Activity</td>
<td>Class Level</td>
<td>Point(s)</td>
</tr>
<tr>
<td>------------------------------------------------------------------------</td>
<td>-------------</td>
<td>----------</td>
</tr>
<tr>
<td>Active service to the Entrepreneurial Student Advisory Committee</td>
<td>U / G</td>
<td>1</td>
</tr>
<tr>
<td>Hold Position as a Club Officer in an appropriate student group</td>
<td>U / G</td>
<td>2</td>
</tr>
<tr>
<td>Lead a SlingHealth, DFA, BALSA, etc. Team</td>
<td>U / G</td>
<td>2</td>
</tr>
<tr>
<td>Substantial freelance and/or consulting experience</td>
<td>U / G</td>
<td>2</td>
</tr>
<tr>
<td>Participate in Skandalaris’ Immersive Experience Program as part of Bear Beginnings</td>
<td>U</td>
<td>1</td>
</tr>
<tr>
<td>Complete training for and act as a Peer Innovator through ENT professional fraternity</td>
<td>U</td>
<td>2</td>
</tr>
<tr>
<td>Complete an Internship with a startup organization</td>
<td>U / G</td>
<td>2</td>
</tr>
<tr>
<td>Own and operate your own business while in school (outside of StEP) or start a new StEP Business</td>
<td>U / G</td>
<td>3</td>
</tr>
<tr>
<td>Student Entrepreneurial Program (StEP)</td>
<td>U</td>
<td>2</td>
</tr>
<tr>
<td>InSITE Fellowship</td>
<td>G</td>
<td>2</td>
</tr>
<tr>
<td>Pivot 314 Fellowship</td>
<td>G</td>
<td>3</td>
</tr>
</tbody>
</table>

Details and registration forms can be found at [skandalaris.wustl.edu/sc-programs/honors-in-innovation-and-entrepreneurship](skandalaris.wustl.edu/sc-programs/honors-in-innovation-and-entrepreneurship)
**PHD CITATION IN ENTREPRENEURSHIP**

Ph.D. students who are interested in developing skills and experiences in entrepreneurship and innovation can apply for an Entrepreneurship Citation. Any Washington University in St. Louis, degree-seeking Ph.D. student is eligible. Ph.D. students must acquire approval from their Dissertation Adviser.

**REQUIREMENTS**

Ph.D. students interested in earning an Entrepreneurship Citation must successfully obtain at least 10 points, accumulated through entrepreneurship training and experience. See https://skandalaris.wustl.edu/sc-programs/entrepreneurship-citation/ for a list of activities and points.

| **Entrepreneurial Training** – develop an innovation-seeking perspective and identify entrepreneurial opportunities; training also provides the opportunity to collaborate across disciplines. | Up to 4 points (at least 2 from curriculum) |
| **Entrepreneurial Experiences** – develop an innovative mindset and achieve self-efficacy; expand communication and collaborative abilities across disciplines; increase adaptability and comfort level with uncertainty; identify strengths, motivations, and career aspirations. | At least 6 points (at least 3 from the advanced category) |

In addition, Ph.D. students will obtain at least three formal written references from their entrepreneurial experiences; and submit a written self-evaluation.

Ph.D. students will track and submit experiences using the registration form and submit the completed form to Jessica Weldon in the Skandalaris Center.

See [skandalaris.wustl.edu/sc-programs/entrepreneurship-citation](skandalaris.wustl.edu/sc-programs/entrepreneurship-citation) for more information.
IDEABOUNCE®

IdeaBounce® is both an online platform and event for sharing ideas and making connections. This is an opportunity to pitch an idea (no matter how “half-baked”), get feedback on it, and make connections. Inventors, founders, and startups from all across the St. Louis region, and those interested in supporting them, are invited to attend.

During an IdeaBounce® event, attendees have two minutes to deliver an elevator pitch on their idea, followed by networking to receive feedback and advice to support the idea in moving forward. IdeaBounce® events take place multiple times per semester. See skandalaris.wustl.edu/sc-programs/ideabounce for more information. Check skandalaris.wustl.edu/events for the next IdeaBounce®.

SKANDALARIS VENTURE COMPETITION

Any current WashU student or alumnus within one year of graduation can get help developing their early-stage idea, invention or venture in the Skandalaris Venture Competition (SVC). This competition provides expert mentorship to new ventures and startups to ready them for commercializing their idea, launching, and pitching to investors.

Teams develop an IdeaBounce® post, a 2-minute video pitch, and a one-page written summary. Teams selected as a finalists create a financial projections page and a pitch that is presented for a Q&A session with judges. Up to $22,500 in awards is available. SVC runs twice a year on a semesterly cycle.

For more information visit: skandalaris.wustl.edu/sc-programs/svc

GLOBAL IMPACT AWARD

The Global Impact Award (GIA) was founded in 2013 to support the vision and passion of WashU students, postdoctoral researchers, and recent alumni who are creating ventures that are scalable, sustainable, and quick-to-market with proof of concept and a broad impact. This award, provided by and named for WashU alumnus Suren G.
Dutia and his wife Jas K. Grewal, invests in individuals and high-growth entrepreneurial ventures that apply technology for developing for-profit/nonprofit solutions that spur economic growth and catalyze social change.

The award provides this support to selected teams to help them achieve their highest potential. The process provides much more than funding; through the experience, entrepreneurs learn and develop their personal networks as well as their ventures.

Applications for GIA typically open in the fall each year and conclude with finalists’ presentations in April. For more information visit: skandalaris.wustl.edu/sc-programs/global-impact-award

LEAP

LEAP is an asset development program and gap fund designed to provide intellectual and financial capital to translational research projects as they partner with existing companies or spinout companies with funding. LEAP identifies and funds promising technologies, coaches, clinicians and scientists, and partners with academic and corporate collaborators, and manages projects to maintain focus on development goals. Regardless of funding, our careful individual assessments provide significant value to projects.

LEAP runs on a semesterly cycle with three stages:
1. Projects with existing or potential University IP are eligible to participate in a preproposal and initial review process. At the end of state 1, teams will have developed a Project Summary for consideration into the LEAP cohort.
2. Selected projects are invited to join the LEAP Cohort. In this stage teams will refine their project summary & presentation and receive expert feedback on innovation.
3. Projects that receive LEAP funding are accelerated towards partnering / launch. Final teams with and the program with LEAP-funded data and personal introductions to key resources/accelerators. Promising projects may be granted up to $50,000.

For more information visit: skandalaris.wustl.edu/sc-programs/leap
ENTREPRENEURSHIP MINOR

Undergraduate students in Arts & Sciences, the Sam Fox School, or the School of Engineering may earn a Minor in Entrepreneurship through the Olin Business School. This minor is designed for students who wish to participate in the commercial entrepreneurship process as a collaborator rather than founder. The learning goal is to introduce non-Olin students to the language of business and allow them to contribute on entrepreneurial teams. The students have the opportunity to build on ideas, skills, inventions, and perspectives from their primary discipline to enhance the creativity and excitement of the entrepreneurial process.

See [olin.wustl.edu/EN-US/academic-programs/bs-business-administration/academics/Pages/majors.aspx](http://olin.wustl.edu/EN-US/academic-programs/bs-business-administration/academics/Pages/majors.aspx) for a list of courses and requirements.

MINOR IN BUSINESS OF THE ARTS

The Olin Business School offers a Minor in the Business of Arts to any undergraduate day division student. The Business of the Arts minor equips you to successfully navigate the “creative tension” between the artistic pursuit and economic necessity.

This minor is designed for:
- Students interested in launching an entrepreneurial startup venture around their artistic pursuit
- Students interested in a management position with an arts-related nonprofit
- Traditional business students looking for a career at a for-profit organization with a creative bent

See [olin.wustl.edu/EN-US/partners-resources/arts-business/Pages/default.aspx](http://olin.wustl.edu/EN-US/partners-resources/arts-business/Pages/default.aspx) for a list of courses and requirements.
MINOR IN THE BUSINESS OF SOCIAL IMPACT

The Olin Business School offers a Minor in the Business of Social Impact to any undergraduate day division student. All required courses must be taken at the Olin Business School for a grade.

See olin.wustl.edu/docs/BSBA/BSBA-Minor-Business-Social-Impact.pdf for a list of courses and requirements.

SOCIAL ENTREPRENEURSHIP SPECIALIZATION

This specialization provides the next generation of changemakers with the skills and perspectives needed to thrive in any sector of the economy. Ours is the only social entrepreneurship program in the country cross-listed between a school of social work and a school of business, and it prepares students to compete in a global workforce that increasingly demands an understanding of both business and social service principles.

Combining the rigor of a top-ranked MSW program with the real-world knowledge of practicing social entrepreneurs, this curriculum prepares students to be leaders and innovators in the dynamic nonprofit, corporate or public sector roles that they’re likely to find themselves in throughout their careers, both domestically and abroad.

Whether students are interested in launching a nonprofit or social enterprise, or seek to innovate within existing organizations, this specialization qualifies them for employment in a variety of leadership and management roles.

See brownschool.wustl.edu/Academics/Master-of-Social-Work/Pages/Social-Entrepreneurship-Specialization.aspx for a list of courses and requirements.
ENTREPRENEURSHIP MAJOR

Undergraduates pursuing a BSBA degree choose to major in entrepreneurship. Undergraduates who study entrepreneurship learn to develop an entrepreneurial spirit. They challenge current models and drive social and economic impact. These students are able to nimbly and rapidly respond to change. With a major in entrepreneurship, BSBAs learn to think innovatively, no matter the size or location of the organization.

A major in entrepreneurship requires a minimum of 15 units in entrepreneurship-related courses. Core requirements include MGT 421/460L Entrepreneurship or Social Entrepreneurship and MGT 424 Business Planning for New Enterprises. Electives consist of at least 9 units, with three each from experiential electives, industry electives, and skill electives.

BSBA degree and business major requirements vary by graduation year.

See olin.wustl.edu/EN-US/academic-programs/bs-business-administration/academics/Pages/majors.aspx for a list of courses and requirements.
ENTREPRENEURSHIP PLATFORM (MBA)

WashU Olin’s top-ranked entrepreneurship program works because students are challenged to do more. By enrolling in Olin’s MBA entrepreneurship platform, students learn to fall in love with a customer’s problem, how to do something about it and how to leverage our entrepreneurial ecosystem in St. Louis and around the world.

With more than two dozen courses dedicated to teaching the entrepreneurial spirit, and a host of hands-on opportunities, we give MBAs the tools to solve vexing business problems.

The program starts exposing students to entrepreneurship and innovation around the world as part of their global immersion. By the end of the program, MBAs will be prepared to work in corporate innovation, small business, family business, nonprofits or consulting. These skills also scale to venture capital and private equity firms, and launching a commercial or social startup.

See olin.wustl.edu/EN-US/academic-programs/full-time-MBA/academics/platforms-and-concentrations/Pages/entrepreneurship.aspx for a list of courses and requirements.
ABOUT THE SKANDALARIS CENTER

INNOVATING SINCE 2001

In 2001, a generous gift from Bob Skandalaris established the Skandalaris Entrepreneurship Program (SEP) within the Center for Experiential Learning in the Olin Business School. Two years later, then Chancellor Mark S. Wrighton, the late Vice Chancellor for Students James McLeod, Professor C-P Yin, and SEP Director Ken Harrington received funding from the Kauffman Foundation to expand the program into a full, cross-campus initiative as the Skandalaris Center for Entrepreneurial Studies. Additional Gifts from the Skandalaris Family and other generous donors continued to fuel the growth of the entrepreneurial ecosystem.

In 2014, the Center took on its current name – the Skandalaris Center for Interdisciplinary Innovation and Entrepreneurship – to reflect the University’s additional focus on innovation. That same year, Emre Toker was named Managing Director of the Center. In 2016, the Center moved to its new, innovative space in Mallinckrodt (Danforth Campus) which was intentionally designed to inspire creativity, innovation, and entrepreneurship in an interdisciplinary environment, independent of any university school and open to everyone. The Center’s current Managing Director, II Luscri, began his tenure in 2018 and concurrently serves as the University's Assistant Vice Provost for Innovation and Entrepreneurship. 2018 also marks the year the Center opened a physical location in the North Building at the University’s Medical School Campus.

As an interdisciplinary center, our initiatives serve students, faculty, staff, and alumni from all levels and disciplines. The Skandalaris Center team is here to support startups at all stages. We have opportunities and resources to support entrepreneurs from idea to launch and beyond. We are dedicated to providing programs, services, and opportunities for all members of the WashU community. We encourage individuals, startups, ventures, and teams to connect with us for help along your entrepreneurial journey.

Connect with us:
Web: sc.wustl.edu
Email: sc@wustl.edu
Social: @SkandalarisCtr
Newsletter: skandalaris.wustl.edu/get-connected
LINKS TO MORE INFORMATION ON ENTREPRENEURSHIP AT WASHU:

Skandalaris Center for Interdisciplinary Innovation and Entrepreneurship
sc.wustl.edu

IdeaBounce®
ideabounce.com

Center for Experiential Learning
olin.wustl.edu/EN-US/partners-resources/Center-for-Experiential-Learning/Pages/default.aspx

Entrepreneurial Support Organizations in St. Louis
skandalaris.wustl.edu/resources/resource-map/

Entrepreneurship and Intellectual Property Law Clinic
law.wustl.edu/academics/clinical-education-program/entrepreneurship-and-intellectual-property-clinic/

Fuse: Igniting Innovation And Connecting Entrepreneurs
fuse.wustl.edu

Holekamp Seed Fund
sites.wustl.edu/holekampseedfund/

Office Of Technology Management (OTM)
otm.wustl.edu

Social Enterprise and Innovation Lab
sei-lab.wustl.edu

Technology and Leadership Center
tlcenter.wustl.edu

The Balsa Group
balsa.org