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!

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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)
## ENTREPRENEURSHIP COURSES FOR UNDERGRADUATES:

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COURSE DESCRIPTIONS AND DETAILS:

**A/B Testing in Business and Social Science**  
B69 500  
M or T, Eleven sections available  
Target Audience: Grad students  
Instructor: Meng Liu & Xiang Hui  
This course introduces students to causal methods that are used to measure the impact of business and policy decisions. The key insight of the course is that correlation does not imply causation and therefore cannot measure impact. In this class, we will learn about A/B testing and other causal methods, as well as how to implement them in business, economic, and policy situations.

**Acquisition Entrepreneurship**  
B53 445E/B63 545E  
T/R 2:30-3:50 pm (Mini-A)  
Target Audience: Grad students  
Instructor: Walker Deibel  
Provides students with an opportunity to explore being an entrepreneur by acquiring a company, rather than starting one from scratch. Students will understand how to purchase a business, finance an acquisition, and operate and grow a business. Prerequisite: FIN448

**Ampersand: Biotechnology Entrepreneurs Seminar**  
L41 2020/ L61 2020  
T 4-4:50 pm  
Target audience: Undergrad student  
Instructor: Joseph Jez  
Designed to develop an appreciation of how biotech companies achieve their goals by engaging students through interactions with experienced executives and entrepreneurs. Prerequisite: Bio2010 and concurrent enrollment in Bio2960

**Analytics and Modelling for Business Decisions**  
B59 220  
T/R, Three sections available  
Target audience: Undergrad students  
Instructor: Forough Enayaty Ahangar  
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.

**Basics of Bio-Entrepreneurship / Biotech Industry Innovators**  
L41 5014/ B63 539  
Days/times: TBA  
Instructor: Victoria Gonzalez  
Target audience: Grad and undergrad students  
In this course, students will investigate issues and choices that inventors / scientists encounter when they are considering the applications and
commercialization of early stage scientific discoveries. The course introduces students to entrepreneurship, angel investing, venture capital investing, technology transfer, intellectual property, corporate partnerships, business planning and strategy.

**Biomedical Product Development**

**E62 5771**

T/R 1 - 2:20 pm

Target audience: Grad and professional students or with permission of instructor

Instructor: Joseph Klaesner

Intended to address the steps from idea to implementation including medical need validation, brainstorming, manufacturability, and global considerations.

**Business Fundamentals for Non-Business Students**

**B53 200A**

T/R 2:30-3:50 pm

Target audience: Non-business sophomores and juniors

Instructors: Mark Soczek, James Beirne, Eli Snir, Michael Chapin, Michael Wall, Konstantina Kiousis

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 of Luxury Hospitality**

**B54 310E**

M/W 2:30-3:50 pm

Instructor: Glenn MacDonald

Target Audience: Upperclass students

The Business of Luxury Hospitality is a multi-disciplinary course that builds on and applies a wide variety of skills students learn in the Olin core. It will explore the economics of the luxury hospitality business and the nature of competition in the restaurant, nightlife, hotel/resort and casino segments. Prerequisite: MEC 290

**Business & Marketing Innovation**

**B55 400I**

M/W 11:30 am-12:50 pm

Target audience: Undergrad students

Instructor: Michael Wall

This course is about generating innovative opportunities and designing new solutions. The emphasis on solutions rather than the narrower products is intentional as this course is more about business innovation and somewhat less about new product design specifically; although new product design will be covered. Prerequisite: MKT 370

**Business Management of Arts Organizations**

**B53 432E**

M/W 4-5:20 pm
Target audience: Undergrad students
Instructor: Timothy Solberg
This course is for students who want to work in arts related organizations and corporations. It will complement the Business of Arts course, which is directed to individual artists who need a business background and who may become entrepreneurs. Prerequisite: MGT 100 or MGT 200A or MGT 380

**Business Planning for New Enterprises (The Hatchery)**
T 4-6 pm B53 424/ B63 524/ S50 5061
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.

**CEL Entrepreneurial Consulting Team (CELect)** B53 401C / B63 501C / W74 675C
Section 1: T 3-3:50 pm; Section 2: F mornings; Section 3: F mornings
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.
Section 1: Students interested in St. Louis-area startups
Section 2: Students interested in San Francisco-area startups
Section 3: Students interested in internationally based startups
Prerequisite: Application required

**Design in Social Systems** F20 236P
M/W 8:30-11:20 am
Target audience: Undergrad students
Instructors: Penina Acayo
This multidisciplinary seminar course will cover historical and contemporary contexts of socially engaged work within art and design disciplines. Students will explore various processes that artists and designers use to address, influence, and inspire change around systemic social issues.

**Entrepreneurship & Intellectual Property Clinic** W74 711C
Days/times: TBA
Target audience: Law students
Instructors: 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
W 11:30 am - 12:50 pm or 1 - 2:00 pm
Target audience: Undergrad students
Instructors: 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 market place. Prerequisite: Junior or senior standing, or permission of the instructor

**Illustration Entrepreneur**
F20 138B/ F20 438B
T/R 6 - 8:50 pm
Target audience: Art students, design minors, non-Sam Fox students interested in developing visual products
Instructor: Christine Bosch
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 Defense**
B53 477E
M 2 - 4:20 pm
Target audience: Olin & McKelvey Students
Instructors: Peggy Matson
This inter-disciplinary entrepreneurial course gives students the unique opportunity to solve real problems facing the U.S. Department of Defense (DoD) and the U.S. Intelligence Community (IC).

**Innovating for Healthcare**
B53 476E/B63 576E
M 6:15-9:15 pm, Short Course
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 students interested in going to medical school. This is an experiential opportunity that can be put on resumes and students get to network with a bunch of physicians and hospital administrators. 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 - 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 Social Entrepreneurship**

B53 460L

T/R 1 - 2:20 pm

Target audience: Undergrad students

Instructor: Heather Cameron

The course is designed for students who are interested in how to create positive social change through market based strategies. 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 (Undergraduate)**

B52 428

M/W, Three sections available

Target audience: Undergrads

Instructors: Charles Cuny

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 448.

**Investments Praxis (Graduate)**

B62 528

M/W, or T or W or R (seven sections available)

Target audience: Graduate 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

Legue of Extraordinary Entrepreneurs B53 477E /B63 577E
M 4 - 6 pm
Target audience: Advanced students, grad and undergrad
Instructor: Doug Villhard
Technically it is an advanced entrepreneurship class. Functionally it is an accelerator for extraordinary WashU student entrepreneurs in the tech/digital space. Prerequisite: Attend WashU as a student in any capacity. Have a tech/digital idea/team that is ready to launch and scale. Or have a desire to join a student team that does. And, be approved by our selection committee. Application required.

Managing the Innovation Process B65 558
Days/times: TBD
Target audience: TBD
Instructor: Anne Marie Knott
Developing the skills necessary to champion innovation within a larger organization.

Marketing Metrics for Startups B55 431E/ B65 531E
M/W 4 - 5:20 pm (Mini-B)
Target audience: Undergrad and grad students
Instructor: Michael Wall
This course provides students with an opportunity to engage in active and applied learning through work on real-world, team-based projects through marketing projects. Prerequisite: Application required. Undergrad students must have completed advanced Marketing coursework; Grad students must have completed their first semester of foundational courses prior to participation.

Ownership Insights: Competitive Advantage of Family & Employee Owned Firms B65 560E
T 6:15-9:15 pm (Mini-A)
Target audience: Grad students
Instructors: Spencer Burke & Peter Boumgarden
This course is designed to introduce students to the unique governance and financing issues faced by owners of closely held businesses and family controlled firms. The core issue addressed in this course is that of sustainability.

Private Equity - Methods B52 400L
M 4:30-7:30 pm (Mini-A)
Target audience: Undergrad students
Instructor: Jeremy Degenhart
This course provides students with an understanding of the basic terminology, due diligence, and analytical methodologies critical to evaluating Private Equity investments. Prerequisite: FIN448

**Private Equity – Methods**  
M, Three sections available  
Target audience: MBA and MSF students only  
Instructor: Jeremy Degenhart  
This course will provide the student with an understanding of the basic terminology, due diligence and analytical methodologies critical to evaluating Private Equity investments.

**Private Equity- Practice**  
M 4:30-7:30 pm (Mini-B)  
Target audience: Undergrad students  
Instructor: Jeremy Degenhart  
The capstone for students interested in a careers in private equity. Students will develop practical skills for investing in private companies. Prerequisite: FIN448 and FIN 400L

**Private Equity- Practice**  
M 4:30-7:30 pm or 6:15-9:15 pm (Mini-B)  
Target audience: MBA and MSF students only  
Instructor: Jeremy Degenhart  
This course is the capstone for students interested in pursuing careers in private equity. Students will develop practical skills for investing in private companies. Students will partner with professionals in the St. Louis community to perform various activities, including transaction sourcing, evaluating investment opportunities and, where appropriate, negotiating, arranging financing, and closing investments. Prerequisite: Private Equity Methods and instructor approval

**Professional Practice for Landscape Architecture: Business, Practice & Management**  
T 1:-3:50 pm  
Target audience: Graduate Architecture Students  
Instructor: Irene Compadre  
Advanced study of professional practice topics focusing on firm management and project management for landscape architecture projects. Firm-related topics will include starting a practice, financial management, legal structures, marketing, staffing, professional ethics and risk management.

**Rapid Prototype Development and Creative Programming**  
M/W 10:00-11:20 am, Three sections
Target audience: Undergrad and graduate students  
Instructor: Todd Sproull  
Develops skills in rapid prototyping. Prerequisite: CSE 131

**Social Entrepreneurship**  
B63 500T/ B63 500U/ S50 5060  
T 9 am - 12 pm  
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 Impact: Planning, Measuring, Building**  
B53 460M  
T/R, 11:30 am-12:50 pm  
Target audience: Undergrad students  
Instructor: Heather Cameron  
This course is designed for students interested in understanding how social change and social impact can be achieved, borrowing tools and approaches from a broad spectrum of disciplines. The course is based around social impact as a concept, measuring social impact and building institutions, and partnerships around social impact.

**Social Innovation**  
S50 5063  
R 9 am-12 pm  
Target audience: Grad students  
Instructor: Heather Cameron  
This course focuses on the history of social innovation, the meaning of social innovation in our time, and practical strategies to build skills for social innovation. Detailed case examples of social innovation in different spheres and sectors will be presented, including the instructors’ experiences in social innovation.  
Prerequisite for SW students: S15-5038

**Strategic Management of Innovation**  
B63 720  
Days/times: TBD  
Target audience: EMBA Shanghai Students  
Instructor: Jackson Nickerson  
Learn how strategy, technology, and the environment affect a firm’s choices. An introduction to cost concepts, cost behavior, and cost systems.

**Sustainable Development and Conservation Through Entrepreneurial Collaboration: Madagascar**  
B53 401 / B63 501M
M/W 6:15 - 9:15 pm, Two sections available
Target audience: Undergrad and grad students
Instructors: TBD
This course focuses on sustainable development in rural subsistence economies, using Madagascar as case study. Competitively evaluated projects will be field tested in Madagascar. Prerequisite: Application required

**Sustainability Exchange**

L82 405 / I50 405 / E44 412
T/R 2:30 - 3:50 pm
Target audience: Undergrad students
Instructors: Jonathan Losos, Raymond Ehrhard, Carolyn Cosgrove Payne, David Webb, Avni Solanki
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.
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. Students can apply for honors in their final semester.

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. Honors in Entrepreneurship can be added as an accomplishment on your unofficial transcript.
Training  
(at least 2 points must be in training)  
U=Undergraduates, G=Graduate Students

<table>
<thead>
<tr>
<th>Activity</th>
<th>Class Level</th>
<th>Point(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Theoretical / Intro Course</td>
<td>U / G</td>
<td>1</td>
</tr>
<tr>
<td>Workshops through SC or similar support organization</td>
<td>U / G</td>
<td>1/4 point each</td>
</tr>
<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>
</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>
</tbody>
</table>
### Experience (continued)

<table>
<thead>
<tr>
<th>Activity</th>
<th>Class Level</th>
<th>Point(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Active service to the Entrepreneurial Student Advisory Committee (or similar 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>2</td>
</tr>
<tr>
<td>St. Louis Entrepreneurial Fellowship (2 for experience, 1 for course)</td>
<td>U</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.

<table>
<thead>
<tr>
<th>Entrepreneurial Training</th>
<th>Up to 4 points (at least 2 from curriculum)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Entrepreneurial Training</strong> – develop an innovation-seeking perspective and identify entrepreneurial opportunities; training also provides the opportunity to collaborate across disciplines.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Entrepreneurial Experiences</th>
<th>At least 6 points (at least 3 from the advanced category)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Entrepreneurial Experiences</strong> – 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.</td>
<td></td>
</tr>
</tbody>
</table>

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 for more information.
SKANDALARIS COMPETITIONS

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, BSBA students 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.

ADDITIONAL EXPERIENTIAL OPPORTUNITIES

WashU Olin’s Center for Experiential Learning links theory and the world of business, bringing classroom learning to life. With faculty support and guidance, students apply leading-edge practices and practical management solutions to real-world business challenges.

The CEL offers eight challenging programs geared to build a résumé. These programs are designed to help students develop business management consulting competencies including project management, critical thinking, problem formulation, and leadership and communication skills.

The CEL works locally and globally with organizations ranging from startups and nonprofits to Fortune 50 firms and multinational corporations. Student-driven consulting teams, diverse in experience and disciplines, are assembled to deliver critical information and/or insightful recommendations to move businesses forward.

See olin.wustl.edu/EN-US/partners-resources/Center-for-Experiential-Learning/Pages/students.aspx for more information.
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, ILuscri, 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