Naveen Jindal School of Management

Master of Science in Innovation and Entrepreneurship

36 semester credit hours minimum

Faculty


**Professor Emeritus:** Dale Osborne


**Visiting Clinical Professor:** Kyle Edgington

**Associate Professors:** Nina Baranchuk, Norris Bruce, Huseyin Cavusoglu, Jianqing Chen, Zhonglan Dai, Xianjun Geng, J. Richard Harrison, Dorothée Honhon, Kyle Hyndman, Surya N. Janakiraman, Robert L. Kieschnick Jr., Lívia Markóczy, Syam Menon, Toyah Miller, Alp Muharremoglu, Ramachandran (Ram) Natarajan, Valery Polkovnichenko, Orlando C. Richard, Young U. Ryu, Gil Sadka, Jane Talk, Harpreet Singh, David J. Springate, Upender Subramanian, Kelsey D. Wei, Jun Xia, Ying Xie, Yexiao Xu, Alejandro Zentner, Yuan Zhang, Feng Zhao, Yibin Zhou

**Clinical Associate Professors:** Sonia Leach, Carolyn Reichert, Avanti P. Sethi, Kelly Slaughter, James Szot, Mark Thouin, John McClain Watson

**Assistant Professors:** Mehmet Ayvaci, Emily Choi, Rebecca Files, Bernhard Ganglmair, Atanu Lahiri, Sheen Levine, Bin Li, Jun Li, Meng Li, Ningzhong Li, Xiaolin Li, Naim Bugra Ozel, Arzu Ozoguz, Anyan Qi, Alejandro Rivera Mesias, Alessio Saretto, Serdar Simsek, Gonca P. Soysal, Shaojie Tang, Christian Von-Drathen, Malcolm Wardlaw, Han (Victor) Xia, Steven Xiao, Shengqi Ye, Nir Yehuda, Jieying
Zhang, Zhe (James) Zhang, Xiaofei Zhao

**Clinical Assistant Professors:** Shawn Alborz, Athena Alimizaei, Moran Blueshtein, Judd Bradbury, John Gamino, Ayfer Gurun, Maria Hasenhuttl, Julie Haworth, Jeffery (Jeff) Hicks, Kristen Lawson, Vance Lewis, Liping Ma, Ravi Narayan, Dawn Owens, Parneet Pahwa, Anastasia V. Shcherbakova, Jeanne Sluder, Nassim Sohaee

**Visiting Assistant Professor:** Lale Guler

**Senior Lecturers:** Arthur M. Agulnek, Semiramis Amirpour, Frank Anderson, Anindita Bardhan, Daniel Bochsler, Tiffany A. Bortz, Richard Bowen, Monica E. Brussolo, George DeCourcy, Eugene (Gene) Deluke, Alexander Edsel, Amal El-Ashmawi, Carol Flannery, Mary Beth Goodrich, Thomas (Tom) Henderson, Jennifer G. Johnson, Jackie Kimzey, Chris Linsteadt, Michele Lockhart, Joseph Mauriello, Victoria D. McCrady, Edward Meda, Prithi Narasimhan, Madison Pedigo, Matt Polze, James Richards, Debra Richardson, Margaret Smallwood, Steven Solcher, David Spivey, Luell (Lou) Thompson, Amy L. Troutman, Jeremy Vickers, Robert Wright, Kathy Zolton, Hubert Zydorek

**Degree Requirements**

The Master of Science in Innovation and Entrepreneurship (MS IE) degree is a 36 semester credit hours degree program that prepares students to create new ventures, or pursue successful careers as investment professionals or in innovation related roles with established organizations. The program requires 12 semester credit hours of core courses. The curriculum also provides two concentration areas, the first focuses on entrepreneurial startups (New Venture Concentration), and the second on the challenges of managing entrepreneurial innovation within the more structured environment of a mature organization (Innovation Within the Corporation Concentration). Students must take a minimum of 12 semester credit hours from the courses within the two concentration areas.

An additional 12 semester credit hours of electives must be taken, including at least one course from the experiential courses (ENTP 6360, ENTP 6365, or ENTP 6398). With advanced permission, ENTP 6392 or ENTP 6V97 may be substituted for one of the experiential courses listed above. The remaining electives may be chosen from any of the concentration area courses not already taken, the other ENTP electives offered, the non-ENTP courses listed as electives below, or, with permission, from any of the other JSOM offerings in the ACCT, BPS, FIN, IMS, MIS, MKT, OB, or OPRE areas.

Students must maintain a 3.0 grade-point average (GPA) in both core courses and in aggregate courses to qualify for the MS degree.

**Prerequisites**

ENTP 6315 requires that students have completed a course in finance (equivalent to FIN 6301). FIN 6301 requires completion of a course in business statistics (equivalent to OPRE 6301). Candidates who have not taken equivalent courses will need to take FIN 6301 and/or OPRE 6301 to meet the prerequisite requirements. If required, one of these prerequisite courses (but not both) may be included as an elective that will count as part of the 36 semester credit hours required for the MS degree.

Course Requirements

Core Courses: 12 semester credit hours

Each candidate must satisfactorily complete the 12 semester credit hours core consisting of the following courses:

- **ACCT 6305** Accounting for Managers
- **MKT 6301** Marketing Management
- **ENTP 6370** Innovation and Entrepreneurship
- **ENTP 6315** Entrepreneurial Finance

Concentration Area Courses: 12 semester credit hours

Each candidate must complete a minimum of 12 semester credit hours from the courses within the two concentration areas below:

**New Venture Concentration**
- **ENTP 6375** Technology and New Product Development
- **ENTP 6378** Managing the Emerging Enterprise
- **ENTP 6380** Market Entry Strategies
- **ENTP 6390** Business Model Innovation

**Innovation Within the Corporation Concentration**
- **ENTP 6375** Technology and New Product Development
- **ENTP 6380** Market Entry Strategies
- **ENTP 6388** Managing Innovation within the Corporation
- **ENTP 6390** Business Model Innovation

Elective Courses: 12 semester credit hours

Candidates must complete a sufficient number of electives to earn a minimum of 36 semester credit hours toward the MS IE degree. At least one course must be chosen from the experiential courses, which are indicated by an asterisk * below. With advance permission from the Program Director, **ENTP 6392** or **ENTP 6V97** may also be used to fulfill the experiential elective requirement, and these courses are indicated with a double asterisk ** below.

Any of the following ENTP courses:

**ENTP 6311** Valuation Models and Practices  
**ENTP 6316** Private Equity Finance  
**ENTP 6360** Startup Launch I*  
**ENTP 6361** Startup Launch II *  
**ENTP 6362** Startup Launch III-IV *  
**ENTP 6365** Business Concept Validation *  
**ENTP 6382** Professional Selling I  
**ENTP 6392** Entrepreneurship in the Social Sector **  
**ENTP 6398** The Entrepreneurial Experience *  
**ENTP 6V97** Entrepreneurial Internship **

Other pre-approved electives:

- **BPS 6310** Strategic Management  
- **OB 6301** Organizational Behavior  
- **OB 6321** Principles of Leadership

Any concentration area course not previously taken as part of the concentration requirement.

Other JSOM graduate courses (with advance permission)

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**Startup Launch Specialty**

The Startup Launch Specialty is a unique program within the framework of the MS IE degree program. Startup Launch is a competitive program for students with a significant and scalable business concept who desire to launch their venture during or immediately after completion of the degree. The program is designed to progressively develop and mature both the entrepreneur and his or her venture concept from the early startup stage to the point where it is ready for launch and represents a prime candidate for funding by the professional investment community.

Participants will be selected on the basis of their scalable business concept and entrepreneurial capability. Participants will be provided with ongoing support and mentoring by faculty and experienced entrepreneurs, space in the UT Dallas Venture Development Center, up to $25,000 in seed capital, and the opportunity to earn up to 12 semester credit hours toward the 36 semester credit hour MS IE program for progress toward the launch of their venture. Admission to the specialty is competitive and requires a separate application.
Graduate Certificate in Corporate Innovation
9 semester credit hours minimum

Faculty

Clinical Professors: Joseph Picken, Rajiv Shah
Assistant Professor: Sheen Levine
Senior Lecturer: Daniel Bochsler

Overview

The Graduate Certificate in Corporate Innovation is focused on the management of innovation within the context of an established organization. The certificate is designed for students desiring to augment their skills in a technical or functional discipline with the management skills and perspectives necessary for the successful launch of new businesses or other innovations. The certificate may be obtained by completing 9 semester credit hours of study as detailed below:

ENTP 6375 Technology and New Product Development (required)
ENTP 6388 Managing Innovation within the Corporation (required)
One additional course selected from the following list:
ENTP 6380 Market Entry Strategies
ENTP 6398 The Entrepreneurial Experience

Graduate Certificate in New Venture Entrepreneurship
9 semester credit hours minimum

Faculty

Clinical Professor: Joseph Picken
Assistant Professor: Sheen Levine
Senior Lecturers: Daniel Bochsler, Jackie Kimzey

Overview

The Graduate Certificate in New Venture Entrepreneurship is focused on the management of innovation within the context of a new venture startup. The certificate may be obtained by completing 9 semester credit hours of study as detailed below:
**ENTP 6370** Innovation and Entrepreneurship (required)

**ENTP 6390** Business Model Innovation(required)

One additional course selected from the following list:

**ENTP 6360** Startup Launch I

**ENTP 6378** Managing the Emerging Enterprise

**ENTP 6380** Market Entry Strategies

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