

Entrepreneurship



Stevens' curriculum is imbued with an entrepreneurial spirit, encouraging students to nurture their innovative ideas to the marketplace. With Senior Design, students collaborate across disciplines to advance important research and gain broad-based experience.

The undergraduate minor in Entrepreneurship at Stevens Institute of Technology provides engineering and science students the educational prerequisites needed to foster the successful birth and development of technology-driven new ventures.

By studying this sequence and completing a minor in Entrepreneurship, you will gain the knowledge and the skill set needed to create economic value out of scientific and engineering discoveries. Through Technogenesis—which continues our long tradition of enterprise and innovation—Stevens Institute of Technology students have a unique opportunity to develop new technologies, products, and businesses that will improve the way we live.

After completing the minor, you will be able to develop and write an effective business plan by systematically developing the following skills:

- ▶ Identify and recognize viable technical business opportunities
- ▶ Critically evaluate these business opportunities
- ▶ Assess and manage the intellectual property embodied in technological opportunities
- ▶ Develop an effective business model addressing market, operating and financial requirements
- ▶ Launch a technologically-based business

Course Sequence

MGT 244 Microeconomics

E 355 Engineering Economy or
E 356 Engineering Economy

MGT 372 Discovery and
Commercialization of Technical
Business Opportunities

TG 401 Entrepreneurship and
Business for Engineers and
Scientists (Marketing and
Operations of Technical Business
Opportunities)

MGT 472 Assessment and
Financing of Technical Business
Opportunities

MGT 414 Entrepreneurial Business
Practicum

The Contemporary Entrepreneur

Company & Mission

SellCenter, LLC. Founders Anthony Latona and Adam Morris, Stevens Class of 2006. SellCenter provides tools for selling online in a global electronic marketplace.

Inspiration

"I found an old box of Magic the Gathering playing cards with my stuff at home, and thought, 'These are probably worth money.' Then I started buying and selling things online for money while I was at Stevens."

Development

"I talked to my fraternity brothers - I actually met my business partner in my first class at Stevens as a freshman. We always bounced business ideas off each other. Our first idea was terrible, but then we had one that evolved into what we do now."

Advantage

"We weren't limited to just concepts. Stevens teaches you how to learn. Our education took us far beyond the fundamentals. Most valuable has been the connections with the professors. I still meet with them on a regular basis for advice. My Entrepreneurship professor invited me back to speak to his class! These relationships have definitely been an advantage in the business world."

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