SMLP - SOUTHERN MANAGEMENT LEADERSHIP PROGRAM

SMLP470 Fundamentals of Entrepreneurial Ventures (3 Credits)
Learn the processes and skills needed to launch and manage start-up ventures, including technology startups. Assess the feasibility of a startup ventures, as well as how to apply best practices for planning, launching, and managing new companies by using real-world examples and in-depth case studies. Discuss a wide range of issues of importance and concern to entrepreneurs and learn to navigate uncertainty. 
Restriction: Restricted to students in the Southern Management Leadership Program.
Credit Only Granted for: HLMN470, SMLP470, ENES460 or BMGT461.
Formerly: HLMN470.
Additional Information: SMLP470 may not count toward any BMGT major or minor degree.

SMLP471 Entrepreneurial Finance (3 Credits)
Examine the elements of entrepreneurial finance, develop and analyze financial statements, focusing on technology-based startup ventures and the early stages of company development. Address key questions that challenge all entrepreneurs: how much money can and should be raised; when it should be raised and from whom; how to define a reasonable valuation of a company; and how to structure funding, develop employment contracts, and make exit decisions. Analyze the variety of financing models across a venture's life cycle, with an aim to understanding the incentives of each type of investor and the relative costs and benefits of each source of funding.
Restriction: Restricted to students in the Southern Management Leadership Program.
Credit Only Granted for: HLMN471, SMLP471, ENES466 or BMGT365.
Formerly: HLMN471.
Additional Information: SMLP471 may not count toward any BMGT major or minor degree.

SMLP472 Strategies for Innovation & Entrepreneurship (3 Credits)
Understand the process of technological change; the ways that firms come up with innovations; the strategies that firms use to benefit from innovation; and how to create new value not only through new products or services, but with novel technologies, business concepts, organizing structures, transaction/financing mechanisms, distribution channels, and market segmentation. Challenge students to think about how to create value and build a productive business organization with available resources (e.g. intelligence, insight, energy, initiative and personal relationships).
Restriction: Restricted to students in the Southern Management Leadership Program.
Credit Only Granted for: HLMN472, SMLP472, BMGT467 or ENES463.
Formerly: HLMN472.
Additional Information: SMLP472 may not count toward any BMGT major or minor degree.

SMLP473 Consulting in Tech Entrepreneurship (3 Credits)
Apply the entrepreneurship/business principles learned in the classroom to real-world consulting projects. Gain practical experience by solving actual business situations and by dealing with ambiguity and uncertainty inherent in fast-moving technical organizations. Develop key skills in negotiation, group dynamics, organization, and planning.
Restriction: Restricted to students in the Southern Management Leadership Program.
Credit Only Granted for: HLMN473 or SMLP473.
Formerly: HLMN473.
Additional Information: HLMN473 may not count toward any BMGT major or minor degree.