



**SOUTH DAKOTA BOARD OF REGENTS
ACADEMIC AFFAIRS FORMS**

**Revised Course Request: Unique Course
(Substantive Modification)**

<u>SDSU</u> Institution	<u>Nicole Klein</u> Form Initiator College of Arts, Humanities and Social Sciences / Ness School of Management and Economics	<u>Jason Zimmerman</u> Dean's Approval Signature	<u>1/30/2025</u> Date
<u>SDSU</u> Institution	<u>Division/Department</u>	<u>Dennis D. Hedge</u> Institutional Approval Signature	<u>3/26/2025</u> Date

Section 1. Existing Course Title and Description

Prefix & No.	Course Title	Credits
ENTR 410	Financing Innovative Ideas	3

Course Description

Students will learn various financing options and techniques to acquire funds to start and grow their ventures through traditional financing, angel investors, venture capital, and government programs. Students will produce a financial plan geared at obtaining funding for their concept and learn the tools necessary for the strategic analysis and understanding of financial information.

Section 2. Modification(s) Requested

2.1. This modification will include:

A change in description/subject matter content (enter revised description below).

Students will examine a range of venture growth and exit strategies, including bootstrapping, acquisitions, and franchising. They will practice analyzing financial information, explore funding techniques such as traditional financing and external equity, and learn valuation methods for both pre- and post-revenue ventures. The course culminates in a venture-focused project designed to advance students' entrepreneurial goals.

Course title change Entrepreneurial Strategy

Effective term of the change: Fall 2025

2.2. Add justification for all changes noted above:

The current finance-planning focus is a bit myopic. As the final course in the ENTR sequence, adding robust strategy, valuation and "exits" content is critical. Other content additions such as acquisitions and franchising are currently under-represented in the ENTR curriculum.

Section 3. Other Course Information

3.1. Will this course equate (i.e., be considered the same course for degree completion) with any other unique or common courses in the common course database? Yes No

Section 4. Department and Course Codes (Completed by University Academic Affairs)

	<u>Current</u>		<u>New</u>
<input type="checkbox"/> Change in University Department	Ness School of Management and Economics	to	No change
<input type="checkbox"/> Change in Banner Department Code	SSME	to	No change
<input type="checkbox"/> Change in <u>CIP Code</u>	52.0701	to	No change