



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

New Course Request

SDSU	College of Arts, Humanities and Social Sciences / Ness School of Management and Economics
Institution	Division/Department
Dennis D. Hedge	3/28/2025
Institutional Approval Signature	Date

Section 1. Course Title and Description

Prefix & No.	Course Title	Credits
ENTR 305	Innovation Studio	1

Course Description

This course allows students to put innovation and entrepreneurship principles into action by developing a new product or venture idea. Working individually or in teams, students will create a commercially viable concept with a defined customer value proposition and a clear pathway from production to sales. The course includes mentoring and coaching from entrepreneurship faculty, complemented by independent work.

Pre-requisites or Co-requisites

Prefix & No.	Course Title	Pre-Req/Co-Req?
None		

Registration Restrictions

Instructor Consent

Section 2. Review of Course

2.1. Will this be a unique or common course?

Unique Course

Prefix & No.	Course Title	Credits
ENTR 481-581	New Product Development	3
ENTR 330	Creativity, Innovation & Entrepreneurial Thinking	3

Provide explanation of differences between proposed course and existing system catalog courses below:

ENTR 481-581 and ENTR 330 both cover topics related to new products, market discovery, product development, and prototyping. However, the proposed course, ENTR 305, offers a hands-on application experience rather than being content-driven like a traditional classroom course. In ENTR 305, students won't just learn about customer discovery principles and techniques; instead, they will design and conduct actual customer discovery interviews for products or business ideas of their own creation. ENTR 305 will be an experiential learning course focused on applying content, with a focus on idea-to-market learning in the context of product and/or venture commercialization.

Section 3. Other Course Information

3.1. Are there instructional staffing impacts?

No. Schedule Management, explain below: Workload is available to offer this course. The school has restructured the ENTR course sequence.

3.2. Existing program(s) in which course will be offered: Entrepreneurial Studies (B.A. & B.S.), Business Economics (B.A. & B.S.)

3.3. Proposed instructional method by university (as defined by AAC Guideline 2.4.3.A): X - Experiential Learning

3.4. Proposed delivery method by university (as defined by AAC Guideline 2.4.3.B and 2.4.3.B(A-1)): 001 - Face to Face

3.5. Term change will be effective: Fall 2025

3.6. Can students repeat the course for additional credit? Yes, total credit limit: 3 No

3.7. Will grade for this course be limited to S/U (pass/fail)? Yes No

3.8. Will section enrollment be capped? Yes, max per section: 30 No

3.9. 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 system database in Colleague and the Course Inventory Report? Yes No

3.10. Is this prefix approved for your university? Yes No

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

4.1. University Department: Ness School of Management Economics

4.2. Banner Department Code: SSME

4.3. Proposed CIP Code: 52.0701

Is this a new CIP code for the university? Yes No

NEW COURSE REQUEST Supporting Justification for On-Campus Review

<u>Nicole Klein</u> Request Originator	<u>Nicole Klein</u> Signature	<u>1/24/2025</u> Date
<u>Joe Santos</u> Department Chair	<u>Joe Santos</u> Signature	<u>1/24/2025</u> Date
<u>Jason Zimmerman</u> School/College Dean	<u>Jason Zimmerman</u> Signature	<u>1/30/2025</u> Date

1. Provide specific reasons for the proposal of this course and explain how the changes enhance the curriculum.

The entire sequence of Entrepreneurship courses is being enhanced. ENTR 305 will provide students with the opportunity to apply innovation and entrepreneurship principles by developing a new product or venture idea. This experiential learning course will focus on content application, emphasizing idea-to-market learning within the context of product and/or venture commercialization. Students, working individually or in teams, will create a commercially viable concept with a defined customer value proposition and a clear pathway from production to sales. The course will include mentoring and coaching from entrepreneurship faculty, alongside independent work.

2. Note whether this course is: Required Elective

3. In addition to the major/program in which this course is offered, what other majors/programs will be affected by this course?

None

4. If this will be a dual listed course, indicate how the distinction between the two levels will be made.
N/A

5. Desired section size 30

6. Provide qualifications of faculty who will teach this course. List name(s), rank(s), and degree(s).

Barb Heller, Associate Professor of Practice, M.S.

Craig Silvernagel, Associate Professor, Ph.D., MBA

7. Note whether adequate facilities are available and list any special equipment needed for the course.

Facilities are adequate and no special equipment is needed for the course.

8. Note whether adequate library and media support are available for the course.

Adequate library and media support are available.

9. Will the new course duplicate courses currently being offered on this campus? Yes No
10. If this course may be offered for variable credit, explain how the amount of credit at each offering is to be determined.
N/A