



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

**New Course Request**

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

**Section 1. Course Title and Description**

Prefix & No.	Course Title	Credits
ENTR 337	Entrepreneurship Development	3

**Course Description**

This course provides an in-depth exploration of compliance and operational challenges faced by new businesses. Topics include business structures and registration, sales/use and other tax obligations, banking and financing, hiring practices, company policy development, financial statements and reporting, and intellectual property. Each student will create a compliance requirements report tailored to a venture they design.

**Pre-requisites or Co-requisites**

Prefix & No.	Course Title	Pre-Req/Co-Req?
ENTR 238	New Product Development	Pre-req

**Registration Restrictions**

None

**Section 2. Review of Course**

**2.1. Will this be a unique or common course?**

**Unique Course**

Prefix & No.	Course Title	Credits
ENTR 237	Entrepreneurship Development	3
ENTR 350	Market Opportunity Analysis	3

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

ENTR 237 covers the basics of entrepreneurship, including understanding the key characteristics of entrepreneurs, different forms of business, and business finances. Students learn to perform feasibility analyses, set business goals, and develop a strategic business plan, all while working on a team-based project to launch a business. The entire sequence of Entrepreneurship courses is being enhanced. ENTR 237 will no longer be offered at SDSU. Content being removed from ENTR 237 will be covered in the proposed course, ENTR 337.

ENTR 350 contains some practical-anchored elements that ENTR 337 will address (markets, HR, legal issues) but is more narrowly focused (markets/personal characteristics). ENTR 337 will expand into, for example, intellectual property, ethics, forms of ownership, taxation, finance/financial statements, working with lenders, and innovation ecosystem resources; all in the specific context of preparing for a new venture (from any sector).

**Section 3. Other Course Information**

**3.1. Are there instructional staffing impacts?**

No. Replacement of ENTR 237 Entrepreneurship Development (3 cr.)

Effective date of deletion: fall 2025; Workload is available to offer ENTR 337. 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.), Entrepreneurship Minor, New Product and Venture Development Certificate, Business Economics (B.A. & B.S.)

**3.3. Proposed instructional method by university (as defined by AAC Guideline 2.4.3.A):** R - Lecture

**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:  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: 35  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**

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

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. The Ness School will replace ENTR 237 Entrepreneurship Development in the entrepreneurship curriculum with two courses, ENTR 238 New Product Development and ENTR 337. ENTR 238 will provide new content that is currently missing within the SDSU ENTR course sequence. Content being removed from ENTR 237 will be covered in the proposed course, ENTR 337, with the new course being able to go further in depth because of the listed prerequisite of ENTR 238.

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?

This course may be an elective for other programs, including the B.A. in Music – Music Entrepreneurship Specialization.

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 35

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