



BUS221 Entrepreneurial Path

Spring 2023

University of Wisconsin-Stevens Point

School of Business & Economics (SBE)



IMPORTANT: See p.4 for Grading Scale, Bonus Points, Late Work

Mission: The UW-Stevens Point School of Business and Economics (SBE) creates career ready graduates and leaders through applied learning. We serve the businesses, economy, and people of the greater Central Wisconsin region. We specialize in preparing students for success by providing professional development experiences, access to employers, and in-demand skills.

The SBE achieves its mission by valuing:

- Talent development
- Lifelong learning
- Career preparation
- On the job experiences
- Community outreach
- Regional partnerships
- Continuous improvement

Accreditation Commitment: SBE is accredited by the Association to Advance Collegiate Schools of Business (AACSB), a designation earned by only 5 percent of world business schools. Accreditation instills a culture of continuously improving our programs through connections with local business leaders, alumni and the community.

Course Description: Introduction of entrepreneurship as both a personal journey and a new venture creation process. Examines desirable entrepreneurial attributes and competencies as well as the demands and rewards of pursuing an entrepreneurial path. Provides an overview of the new venture creation process including idea generation, opportunity identification, opportunity assessment, business modeling, and marketing and funding strategies. Concepts apply to large or small, not-for-profit and for-profit ventures. **Credits:** 3

Text: *Entrepreneurship-Successfully Launching New Ventures*, Barringer & Ireland; 6th ed., Pearson, 2019. UWSP text rental available.



Instructor: Vicki Lobermeier, BBA Marketing UW-Eau Claire; MA Organizational Communications UW-Stevens Point; recently retired director/business adviser for 23 years at UWSP Small Business Development Center; former Business Owner of several (ad)ventures!

Office: Email vloberme@uwsp.edu for answers to questions or to set up a Zoom meeting.

Format: This course will be delivered entirely online through the course management system Canvas. View this website to see [minimum recommended computer and internet configurations for Canvas](#). You will use your UWSP account to login to the course from the [Canvas Login Page](#). If you have not activated your UWSP account, please visit the [Manage Your Account](#) page to do so.

Learning Outcomes: Upon completion of the course, students will

- Learn the “real story” of self-employment
- Determine personal feasibility of running a business
- Discover how to identify opportunities that can parlay into a viable business
- Explore various funding options
- Create a scalable business model and learn how to pivot as demand and technology change
- Discern what makes a business successful
- Learn the next steps to startup

Course Activities: You will meet the outcomes listed above through a combination of the following activities in this course

- Online discussions
- Group brainstorming
- Feasibility assessments & reflection papers
- Creation of a LEANStart Business Model Canvas
- Customer interviews for business model pivoting/persevering
- Student interviews with small business owners
- Online simulation
- Quizzes
- Final Virtual Presentation/Forum

Topic Outline/Schedule

Important Note: Refer to the course home page for pertinent information. Watch for weekly Announcements. Activity and assignment details will be explained in detail within each week's corresponding Module. As tasks come due, they will appear in your "to do" list. If you have any questions, please contact me via email vloberme@uwsp.edu or the course's Q&A Discussion Forum.

Week	Topic
1	• To Be or Not to Be (an "E")
2	• Business Ideas
3	• Feasibility • Beginning of LEANStart
4	• Business Plan
5	• Industry/Competitive Analysis
6	• LEANStart Continued
7	• LEANStart Continued
8	• Founder's Video
9	• Business Owner Interviews

Week	Topic
10	• Building the Team
11	• Financing • Crowd Funding
12	• Franchising
13	• Social Media
14	• Business Simulation
15	• Final Discussion
16 Final Exam Week	Bring it all together!

Expected Instructor Response Times: I will attempt to respond to student emails within 24 hours. Please be patient. There are 40-45 students in this class.

***If you have a general course question (not confidential or personal in nature), please post it to the Course Q&A Discussion Forum (*i.e. Raise Your Hand*) found on the course homepage. I will post answers to all general questions there so that all students can view them. Students are encouraged to answer each other's questions too.

Student Expectations: Canvas is the platform for this class. Use it to the fullest extent. Watch for **weekly Announcement items, weekly Overview Modules for articles, video clip links, PowerPoints, Assignments, etc.**; upload all Assignments, participate in Discussions, take all Quizzes in the **Assignment** section. Review course progress in the **Gradebook**. Canvas helps both of us stay organized.


UWSP Technology Support: The Office of Information Technology (IT) provides a Service Desk to assist students with connecting to the Campus Network, virus and spyware removal, file recovery, equipment loan,

and computer repair. You can contact the Service Desk via email at techhelp@uwsp.edu or at (715) 346-4357 (HELP) or visit: <https://www.uwsp.edu/infotech/Pages/ServiceDesk/default.aspx>

For technology instruction sheets, online support videos, and other related resources, go to: <https://www.uwsp.edu/online/Pages/Student-Support.aspx>

The university also provides a Technology Tutoring service in which tutors meet with students one-on-one to provide technology assistance. To receive help of this nature visit: <https://www3.uwsp.edu/tlc/Pages/TechEssentials.aspx>

Additional tools designed to help students taking online or hybrid courses can be found at: <https://www.uwsp.edu/online/Pages/Online%20Student%20Orientation.aspx>

Canvas Support: Within the course, click on  in the global (left) navigation menu and note the options that appear:

Support Options	Explanations
Ask Your Instructor a Question Submit a question to your instructor	Use Ask Your Instructor a Question sparingly; technical questions are best reserved for Canvas personnel and help as detailed below.
Chat with Canvas Support (Student) Live Chat with Canvas Support 24x7!	Chatting with Canvas Support (Student) will initiate a <i>text chat</i> with Canvas support. Response can be qualified with severity level.
Contact Canvas Support via email Canvas support will email a response	Contacting Canvas Support via email will allow you to explain in detail or even upload a screenshot to show your particular difficulty.
Contact Canvas Support via phone Find the phone number for your institution	Calling the Canvas number will let Canvas know that you're from UWSP; phone option is available 24/7.
Submit a Feature Idea Have an idea to improve Canvas?	If you have an idea for Canvas that might make instructions or navigation easier, feel free to offer your thoughts through this Submit a Feature Idea avenue.

NOTE: All options are available 24/7; however, if you opt to email your instructor, s/he may not be available immediately.

Self-train on Canvas through the Self-enrolling/paced Canvas training course: <https://uws.instructure.com/courses/45767>

Attendance Policy: You should be working in Canvas and checking both email and Canvas Announcement items regularly. There are specific due dates for online discussions, quizzes and assignments. You will get the most out of this class if you keep up with the reading/video clip and PowerPoint reviews as the content will help inform your online discussions, written reflections, assignment and quiz completion. This is a fun course with extremely interesting material. Active participation will help you determine whether entrepreneurship is a path you wish to walk!

Academic Honesty: It goes without saying that you are expected to complete your own work, including online quizzes...period! Refer to the UWSP Student Manual regarding academic honesty. Nothing else to say about this...

Grading Scale: Assignments, quizzes, etc. are assigned a maximum number of points (see table below). At the end of the semester, all points earned are added together and assigned a letter grade based on the point schedule below.
Total possible points=955

	Points		Points	
A	955	100 %	898	to 94.0%
A-	897	< 94.0 %	860	to 90.0%
B+	859	< 90.0 %	831	to 87.0%
B	830	< 87.0 %	802	to 84.0%
B-	801	< 84.0 %	764	to 80.0%
C+	763	< 80.0 %	735	to 77.0%
C	734	< 77.0 %	707	to 74.0%
C-	706	< 74.0 %	668	to 70.0%
D	667	< 70.0 %	611	to 64.0%
F	610	< 64.0 %		to 0.0%

Assignment	Points Each	Notes
Discussions (No make up for missed posts allowed; discussions are locked after 11:59pm Sundays)	25	Initial post (13pts) + responses to 2 students' posts (6pts ea)
"E" Self-Assessment/Reflection	25	"E" = Entrepreneurship
400-word Reflections	25	
3-Viable Business Ideas Paper	25	
Building a Team Paper	10	
Lean Business Model Canvas--#1	50	
Lean Business Model Canvas--#2	50	
Business Plan Paper	50	
Customer Survey ?'s/Responses	50	No less than 10 interviews
Business Owner Interview	50	
Founder's Video Summary	35	
Crowd Fund Work Plan	35	
Social Media Plan	35	
Online Simulation Paper	75	
Final Presentation/Posts via Discussion Board	80	
Final Course Reflection	75	
Quizzes (No make up for missed quizzes allowed)	10	Open book, timed, 20 min, open for 24 hrs
Total possible points	955	

Assignments: All assignments for this course are to be submitted electronically through Canvas in **either a .pdf or .doc format.**

Late Work Policy: Be sure to pay close attention to deadlines.

Assignments

- 10% **bonus points** for submitting assignments by due date/time.
- 10% **penalty** for submitting assignments beyond due date/time.

Discussions

- If a Discussion's **Initial Post** is posted after the usual 11:59pm Wednesday but before **Replies** are due (by 11:59pm Sunday), you will **lose 5pts.**
- **NOTE: There is no make-up of missed Discussions.**

Quizzes

- **NOTE: There is no make-up of missed Quizzes.**

Inform Your Instructor of Any Accommodations Needed: If modifications are required due to a disability, please inform the instructor and contact the Disability Resource Center (DRC) to complete an Accommodations Request form. The DRC is located in room 108 in the Collins Classroom Center (CCC). For more information, call 715-346-3365 email drc@uwsp.edu, or visit: <https://www.uwsp.edu/disability-resource-center>.

Statement of Policy: UW-Stevens Point will modify academic program requirements as necessary to ensure that they do not discriminate against qualified applicants or students with disabilities. The modifications should not affect the substance of educational programs or compromise academic standards; nor should they intrude upon academic freedom. Examinations or other procedures used for evaluating students' academic achievements may be adapted. The results of such evaluation must demonstrate the student's achievement in the academic activity, rather than describe his/her disability.