

# WHARTON UG MANAGEMENT CONCENTRATION ENTI ELEC (WUEI)

Code	Title	Course Units
FNCE 2500	Venture Capital and the Finance of Innovation	1
FNCE 2510	The Finance of Buyouts and Acquisitions	1
HCMG 3910	Health Care Entrepreneurship	1
LGST 2130	Legal Aspect of Entrepreneurship	1
LGST 2910	Negotiations	1
MEAM 4150	Product Design	1
MGMT 2120	Social Entrepreneurship	0.5
MGMT 2130	Entrepreneurship through Acquisition	0.5
MGMT 2140	Market Dynamics and Technical Change	1
MGMT 2290	Intellectual Property Strategy for the Innovation-Driven Enterprise	0.5
MGMT 2310	Entrepreneurship Launchpad	0.5-1
MGMT 2330	Strategies and Practices of Family-Controlled Companies	0.5-1
MGMT 2370	Management of Technology	1
MGMT 2490	Mergers and Acquisitions	1
MGMT 2640	Venture Capital and Entrepreneurial Management	1
MGMT 2650	Culture of Technology: Culture & Institutions of the Tech Sector--Bridging Research and Practice	0.5
MGMT 2670	Entrepreneurship and Technological Innovation	0.5
MGMT 2910	Negotiations	1
MKTG 2270	Digital Marketing and Electronic Commerce	0.5
MKTG 2340	Idea Generation & the Systematic Approach for Creativity	0.5
MKTG 2410	Entrepreneurial Marketing	0.5
OIDD 2360	Scaling Operations in Technology Ventures: Linking Strategy and Execution	1
OIDD 2910	Negotiations	1
OIDD 3140	Enabling Technologies	0.5-1
OIDD 4150	Product Design	1
REAL 3960	Real Estate Entrepreneurship	0.5