

CBM003 ADD/CHANGE FORM

Undergraduate Council  
 New Course  Course Change  
 Core Category: ADJL Effective Fall 2008

or

Graduate/Professional Studies Council  
 New Course  Course Change  
 Effective Fall     

1. Department: Industrial Engineering College: ENGR  
 2. Person Submitting Form: Hamid R. Parsaei Telephone: 3-6041

RECEIVED OCT 15 2007

3. Course Information on New/Revised course:  
 • Instructional Area / Course Number / Long Course Title:  
INDE / 4373 / <sup>and</sup> Engineering Leadership & Entrepreneurism  
 • Instructional Area / Course Number / Short Course Title (30 characters max.)  
INDE / 4373 / ENG LEADERSHIP & ENTRE  
 • SCH: 3.00 Level: SR CIP Code: 14.0101.00 06 Lect Hrs: 3.0 Lab Hrs: 0

APPROVED FEB 20 2008

4. Justification for adding/changing course: Successfully taught as a selected topics course

5. Was the proposed/revised course previously offered as a special topics course?  Yes  No

If Yes, please complete:

• Instructional Area / Course Number / Long Course Title:  
ENGI / 4397 / Engineering Leadership & Entrepreneurism  
 • Content ID: 290648 Start Date (yyyy3): 20031

6. Authorized Degree Program(s): BSIE

- Does this course affect major/minor requirements in the College/Department?  Yes  No
- Does this course affect major/minor requirements in other Colleges/Departments?  Yes  No
- Are special fees attached to this course?  Yes  No
- Can the course be repeated for credit?  Yes  No

7. Grade Option: Letter (A, B, C ...) Instruction Type: lecture ONLY (Note: Lect/Lab info. must match item 3, above.)

8. If this form involves a change to an existing course, please obtain the following information from the course inventory: Instructional Area / Course Number / Long Course Title

\_\_\_\_ / \_\_\_\_ / \_\_\_\_

• Start Date (yyyy3): \_\_\_\_\_ Content I.D.: \_\_\_\_\_

9. Proposed Catalog Description: (If there are no prerequisites, type in "none".)

Cr: 3. (3-0). Prerequisites: ENGI 2304 and INDE 3333. Description (30 words max.): Introduction to  
entrepreneurism, business planning, cost classifications, introduction to accounting and management  
information systems, finance, cash management, human resources and culture, ethics, team building.

10. Dean's Signature: \_\_\_\_\_

Date: 10/15/02

Print/Type Name: Dr. Frank Claydon

**INDE 4373**  
**Engineering Leadership and Entrepreneurism Program (ELEP)**  
**Course Syllabus**

**Instructors:** Hamid R. Parsaei      [parsaei@uh.edu](mailto:parsaei@uh.edu)  
713-743-6041  
Room E206  
Engineering Building 2

**Teaching Assistant:** TBA      Room: N393-B  
Engineering Building 1

<b>Semester Grade:</b>	Attendance	10%
	Class participation	5%
	First Exam	20%
	Final Exam	20%
	Mid-term Presentation	10%
	Final Presentation	10%
	Homework	5%
	Final Report	20%

**Prerequisite(s):**

ENGI 2304 and INDE 3333.

**Textbook and Handouts (required):**

Duening, Thomas and William Sherrill, **Entrepreneurism: Exploring Entrepreneurship from a Business Process Perspective**, Atomic Dog Publishing Company, ISBN:1-59260-251-7, 2006

Case Study-Specific Materials (handouts prepared and distributed by instructors)

**Course Objectives:**

Students will gain leadership and entrepreneurial skills to develop and initiate technology-based enterprises.

**Course Outcomes:**

Upon completion of the course, students will have the knowledge and first hand experience in the business, technical, interpersonal, and interdisciplinary skills. Knowledge gained in this course will allow students to:

1. Understand the structure required for effective business planning and business modeling for a real technology based business opportunity
2. Gain broad education necessary to understand the impact of engineering solutions in a global and societal context (ABET outcome h)
3. An understanding of professional and ethical responsibility y (ABET outcome f).
4. Gain knowledge of contemporary issues (ABET outcome j)
5. Perform as an effective team member (ABET outcome d)
6. Understand principles and learn the necessary skills to become effective communicators (ABET outcome k)

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<b>Lectures</b>	<b>Subject</b>
Lecture 1	Introduction to Entrepreneurism
Lecture 2	Entrepreneurship: Cost classifications
Lecture 3	Entrepreneurship: Cost classifications
Lecture 4	Entrepreneurial Behavior and Attitude
Lecture 5	Entrepreneurial Behavior and Attitude
Lecture 6	Societal Wealth vs. Individual Wealth. Types of Business: Manufacturing vs. Service
Lecture 7	Forming Business Entities: Opportunities and Limitations
Lecture 8	Patent, Trade Mark, Licensing, etc.
Lecture 9	Introduction to Finance
Lecture 10	Human Side of Enterprise: Human Resources and Culture
Lecture 11	Human Side of Enterprise: Ethics
Lecture 12	Business Plans: Purpose and Elements
Lecture 13	Business Plans: How to prepare them
October 5	Revenue and Cash Management
October 10	Team Building (meeting 1)
October 12	Team Building (meeting 2)
<b>Exam 1</b>	
Lecture 13	Presentation of Business Plans
Lecture 14	Presentation of Business Plans

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Lecture 15 Introduction to Accounting and Management  
Information Systems

Lecture 16 Managerial Accounting

Lecture 17 Strategic Selling I

Lecture 18 Strategic Selling II

Lecture 19 New Product Development

Lecture 20 Sources of Capital

Lecture 21 New Product Development

Lecture 22 Risk Management and Decision Analysis

### **Exam 2**

Lecture 23 Project Management

### **Final Presentations**

### **Final Presentations**

### **Submission of Final Reports**