

**Business 186H – Entrepreneurship Lab (ELAB)**

Spring 2020: Wednesday 6:00 – 8:45 PM  
Room: BBC 130; Class Number: 23519

**Application Deadline:**

Applications can be submitted at <https://fs30.formsite.com/sbennet/ELAB/index.html>. Applications received by December 15<sup>th</sup> will have priority. Applications will be accepted through January 31<sup>st</sup>, but are subject to availability

**Course Description:**

Entrepreneurship is best learned through hands-on experience. The Entrepreneurship Lab will enable students to apply the academic knowledge gained from the entrepreneurship courses currently offered to real life situations with early stage enterprises. E-Lab explores all facets of managing and growing a young, entrepreneurial organization, including building the team, sales, marketing, operations and finance. It provides the opportunity to learn with a practical internship and roundtables with entrepreneurs, venture capitalists, and others, in the new venture ecosystem.

Students will integrate experiences from placements in entrepreneurial companies with required readings, case discussions, and guest speakers. Students will have the opportunity to share their experiences and learn from classmates in other placements. The instructor will also hold one-on-one sessions with students to provide overall supervision and to assure that the student is integrating classroom learning with the internship experiences. Students will be able to rank the internship opportunities by preference. While we will do our best to place all students in an internship opportunity of their choosing, there is no guarantee that we will be able to do so.

The course will be evaluated and graded on the basis of intermediate and final deliverables summarizing the company project or internship, the work completed by the student, and the academic, practical, and personal learning from it.

**Prerequisites and selection criteria:**

It is recommended (but not required) that you have completed one of the following courses prior to the semester that you are applying:

Bus 131D: Marketing in New Ventures  
Bus 173C: Entrepreneurial Finance  
Bus 181: Introduction to Entrepreneurship  
Bus 182: Business Plans  
Bus 183: Global Entrepreneurship  
Bus 186S: Venture Lab  
Bus 196E: Startup Founders and Funders

Acceptance into the course will be based on an application, resume, and interview. Since this will be a multi-disciplinary course, a variety of backgrounds, concentrations and experience of students will be sought. Students must be available to work on an internship with a company for a minimum of 8 hours per week for 10 weeks during the semester.

**Instructor:**

Steve Bennet: Joined the San Jose State faculty in 2006 and has taught Entrepreneurial Finance (Bus 173C), Corporate Finance (Bus 170), Entrepreneurship Lab (ELAB: Bus 186H), Venture Lab (VLAB), Startup Founders and Funders (Bus 196E) and Silicon Valley Experience (Bus 297D). He is also on the Steering Committee of the Silicon Valley Center for Entrepreneurship (SVCE) and Chairman of the Spartan Angel Network. Most of his time is spent in the new venture ecosystem as CFO and Angel Investor in high growth start-up ventures. He earned an MBA from UCLA, a BS Economics from Wharton (University of Pennsylvania) and is a CPA.