TECE 6200. Innovation and Entrepreneurial Growth. 3 Hours.
Covers the intersection of the innovation management and entrepreneurship literature. Topics include a review of the innovation literature; use of technology as a competitive tool; developing focused growth strategies; architectures and platforms for products, systems, and services; and the interplay of technology markets and organizations. The course is not only theoretical but also practical in that it covers trends in specific technology fields. Open to first-year graduate students.

TECE 6222. Emerging and Disruptive Technologies. 3 Hours.
Covers the role emerging technologies play in innovation for new ventures and established corporations. Includes a mix of theory and practical knowledge. Topics covered include technology disruption, diffusion, life cycles, and research-and-development strategy. Explores, in detail, the technical and market opportunities for current and emerging technologies across a broad spectrum of industries.

TECE 6230. Entrepreneurial Marketing and Selling. 3 Hours.
Examines the specific situation of entrepreneurial marketing. Topics include how to perform a market analysis when there are limited resources and tight schedules to be met. Also addresses new market situations, opportunity assessment, customer segmentation, going to market, and writing a marketing plan.

TECE 6240. Finance For Technology-Based Entrepreneurial Firms. 3 Hours.
Examines the special issues of finance in a technology-based entrepreneurial firm. Special situations arise because of the length of time a startup firm is in the research-and-development stage; the firm may require years before any revenue is generated. Introduces students to cash flow analysis, budgeting, raising money, banking, exit strategies, pro formas, and writing a financial plan.

TECE 6250. Lean Design and Development. 3 Hours.
Covers the intersection of customer research with product design, specifically lean design and how to map abstract attributes that customers seek into concrete product designs that can actually be built. Other topics include managing the technology business interface, creating product teams, and drafting product development plans. Open to first-year graduate students.

TECE 6260. Measuring and Managing the Cost of Production and Growth. 3 Hours.
Examines the new and growing topic of accounting for new product development and its influence on project selection, product design, and profitability. Topics include managerial and financial accounting, accounting for new product development, project costs, and business data.

TECE 6300. Managing a Technology-Based Business. 3 Hours.
Covers topics specific to managing a business or a strategic business unit within a firm. Considers the special issues related to technology-based firms. Topics include creating a culture, operations planning, staffing for technical excellence, dealing with technology vendors, dealing with advisers, supply chain management, and writing operations plans. Open to first-year graduate students.

TECE 6320. International Business and Intellectual Property. 3 Hours.
Covers two topics that are very important to technological entrepreneurs: selling products and services internationally and protecting one’s intellectual property globally. Topics include targeting and selling abroad, agencies for small business export, differences in operating abroad, forming international alliances, and protecting intellectual property in the international marketplace.

TECE 6321. Intellectual Property in an Entrepreneurial Firm. 2 Hours.
Covers the subject of intellectual property as it applies to the new entrepreneurial firm. Topics covered include patents, trademarks, trade secrets, and intellectual property law. Explores the role that intellectual property plays in developing business strategies.

TECE 6340. The Technical Entrepreneur as Leader. 3 Hours.
Focusses on the personal skills an entrepreneur needs to lead and persuade others. Students read about and complete exercises on leadership and selling ideas. In addition, students meet members of the entrepreneurship community in New England. Stresses communications skills, both written and oral, along with self-discovery of leadership style.

TECE 6360. Strategic Entrepreneurship in a Technical Field. 3 Hours.
Explores various aspects of developing a business plan to a professional level. Students write a business plan for a product or service idea and present the plan to a jury.

TECE 6374. Special Topics. 1-4 Hours.
Examines state-of-the-art topics that are of interest to the faculty member presenting the lectures. Open to first-year graduate students. May be repeated without limit.

TECE 6962. Elective. 1-4 Hours.
Offers elective credit for courses taken at other academic institutions. May be repeated without limit.

TECE 7671. Development Project. 2 Hours.
Constitutes the first phase of the capstone project. Students select or are assigned to a project. The initial work involves the development of a needs and requirements statement for their project. Incorporates all of the literature search and groundwork for the larger capstone. Requires acceptance into the MS in Technological Entrepreneurship program. May be repeated up to five times.

TECE 7673. Development Project in Entrepreneurship. 3 Hours.
Requires students, working with an adviser to develop the initial phase of the project, to test concepts and build prototypes of the product/technology they plan on developing for their business. An important component of the course is the requirement that students develop a proof of concept to present to potential investors. May be repeated without limit.

TECE 7976. Directed Study. 1-4 Hours.
Offers theoretical or experimental work under the direction of faculty on a selected topic. Course content depends upon the faculty member. May be repeated without limit.

TECE 7978. Independent Study. 1-4 Hours.
Provides work performed under individual faculty supervision. May be repeated without limit.