HIGH GROWTH ENTREPRENEURSHIP  
Curriculum 2017-2018

REQUIRED COURSES

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Mini Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>45-805</td>
<td>Lean Entrepreneurship</td>
<td>1 &amp; 3</td>
</tr>
<tr>
<td>45-806</td>
<td>Entrepreneurial Alternatives</td>
<td>1, 3 &amp; 4</td>
</tr>
<tr>
<td>45-907</td>
<td>Commercialization and Innovation Workshop</td>
<td>2</td>
</tr>
<tr>
<td>45-909</td>
<td>Designing and Leading a Business Capstone</td>
<td>Spring 2018</td>
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</tbody>
</table>

MUST CHOOSE ONE

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<tr>
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<th>Mini Session</th>
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<tbody>
<tr>
<td>45-807</td>
<td>Commercialization and Innovation Strategy</td>
<td>1</td>
</tr>
<tr>
<td>45-906</td>
<td>The Business of Healthcare Innovations</td>
<td>1</td>
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<tbody>
<tr>
<td>45-824</td>
<td>Venture Capital and Private Equity</td>
<td>3</td>
</tr>
<tr>
<td>45-905</td>
<td>Funding Early Stage Ventures</td>
<td>2 &amp; 4</td>
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<tr>
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<tbody>
<tr>
<td>45-694</td>
<td>Introduction to Design Thinking and Practice</td>
<td>2</td>
</tr>
<tr>
<td>45-808</td>
<td>Gaining Advantage through Sales</td>
<td>3</td>
</tr>
<tr>
<td>45-809</td>
<td>Science of Growth</td>
<td>4</td>
</tr>
<tr>
<td>45-841</td>
<td>Team Conflict and Multiparty Negotiations</td>
<td>4</td>
</tr>
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<td></td>
<td>(Prerequisite: “Negotiations”)</td>
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<tr>
<td>45-877</td>
<td>Contracts</td>
<td>4</td>
</tr>
<tr>
<td>45-908</td>
<td>Marketing for Entrepreneurs</td>
<td>2</td>
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Timing of classes is subject to change