



UNIVERSITY OF  
**GEORGIA**

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## University Council

February 9, 2018

### UNIVERSITY CURRICULUM COMMITTEE – 2017-2018

Dr. Alison F. Alexander, Chair  
Agricultural and Environmental Sciences – Dr. Elizabeth Little  
Arts and Sciences - Dr. Sujata Iyengar (Arts)  
Dr. Mitch Rothstein (Sciences)  
Business - Dr. Rich Gooner  
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Engineering - Dr. Sudhagar Mani  
Environment and Design – Professor Brad Davis  
Family and Consumer Sciences - Dr. Patricia Hunt-Hurst  
Forestry and Natural Resources - Dr. John C. Maerz  
Journalism and Mass Communication – Dr. Jay Hamilton  
Law – No representative  
Pharmacy – Dr. Robin Southwood  
Public and International Affairs - Dr. Robert Grafstein  
Public Health – Dr. Anne Marie Zimeri  
Social Work - Dr. David O. Okech  
Veterinary Medicine - Dr. Kira L. Epstein  
Graduate School – Dr. Amy Medlock  
Ex-Officio - Provost Pamela S. Whitten  
Undergraduate Student Representative – Mr. Max Harris  
Graduate Student Representative – Ms. Johnita Daniel

Dear Colleagues:

The attached proposal from the Terry College of Business for a new Graduate Certificate in Entrepreneurship will be an agenda item for the February 16, 2018, Full University Curriculum Committee meeting.

Sincerely,

Alison F. Alexander, Chair  
University Curriculum Committee

cc: Provost Pamela S. Whitten  
Dr. Rahul Shrivastav

## INTERDISCIPLINARY CERTIFICATE PROGRAM PROPOSAL

1. **Institution:** University of Georgia **Date:** August 1, 2017
2. **School/College:** Terry College of Business
3. **Department/Division:** Entrepreneurship Program
4. **Certificate Title (as it will appear in the Bulletin):** Graduate Certificate in Entrepreneurship
5. **Level (undergraduate or graduate):** Graduate
6. **Proposed starting date for the program:** Semester after approval
7. **Abstract of the program for the University Council's agenda:**

Purpose: The Entrepreneurship Program, housed in the Terry College of Business, is proposing the following new graduate certificate program in Entrepreneurship. Currently, no graduate-level program that provides students the opportunity to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship exists at the University. In an effort to foster a greater entrepreneurial spirit on campus and in the Athens community, we propose an interdisciplinary graduate program for students in all schools and colleges across the University wishing to participate.

Eligibility: The graduate-level certificate in Entrepreneurship will be open to all currently enrolled degree-seeking graduate students across the University to advance business training of an interdisciplinary nature.

### II. Response to the Criteria for All Programs

The proposed graduate certificate program will educate students to become entrepreneurs in the private, public, and non-profit sectors. This certificate is targeted to any graduate student who is passionate about creating or growing their own business.

The timing for further development of Entrepreneurship programs at the University of Georgia is ideal as the state continues to rank first in the U.S. as the best state for business<sup>1</sup>. Georgia ranks ninth as the most entrepreneurial state<sup>2</sup>.

There is currently no graduate-level program that provides students the opportunity to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship. In an effort to foster a greater entrepreneurial spirit on campus and in the Athens community, we propose an interdisciplinary graduate program for students in all schools and colleges across the University wishing to participate. The program will allow students to take applied courses in diverse areas of graduate studies while offering the shared experience in entrepreneurship, market research, forms of funding, leadership, and business ethics. The program includes the creative search for ideas, the innovation process, and lean startup principles.

1. *The purpose and educational objectives of the program must be clearly stated, and must be consistent with the role, scope, and long-range development plan of the institution.*
  - A. The purpose of the Graduate Certificate in Entrepreneurship is to:
    - a. Provide students with the skillsets necessary to start a business; gain employment with a start-up company, venture capitalist, or investment bank; or become a social entrepreneur in public or non-profit institutions.
    - b. Prepare the state's future entrepreneurs to strengthen the economic outlook of the state of Georgia.
    - c. Provide courses directed towards service-learning through increased collaboration with community partners; on- and off-campus events; national pitch competitions; speaker series with local, regional, and national entrepreneurs; and internship opportunities.
    - d. Increase communication and share resources and expertise between programs and among faculty/students across the Graduate School.

The educational objectives of the Certificate in Entrepreneurship are to:

- a. Develop ideas for and knowledge of startup businesses, scaling a business, and creating sustainable not-for-profit organizations.
- b. Identify the relationship of all business to the economic vitality and financial growth in the state of Georgia and beyond.
- c. Provide shared experiences in creativity and design, leadership, business ethics, entrepreneurship and innovation.
- d. Student competencies associated with attainment of the Graduate Certificate in Entrepreneurship include:
  - Ethics in Entrepreneurship
  - Entrepreneurial Finance
  - Business Models
  - Market Analysis
  - Managing the Entrepreneurial Venture
  - Business Plans

Students graduating with a Graduate Certificate in Entrepreneurship will be positioned to successfully start their own business venture, work in an entrepreneurial enterprise, or work in a financial institution serving entrepreneurs. Entrepreneurism is at all-time high in the United States<sup>3&4</sup>.

B. Interdisciplinary nature of proposed program:

Entrepreneurship is inherently interdisciplinary. Entrepreneurs come from all walks of life and every discipline. Students enrolled in the program will have intensive studies in their home area but will learn structuring a new business, fundraising and financing a new business, and how to define the market from the foundational entrepreneurship classes.

Schools and colleges across the University will have the opportunity to enhance the basic skills taught in entrepreneurship by contributing program

electives to build a strong, interdisciplinary foundation for students interested in adding business know-how, creativity, and innovation to their studies.

The Graduate Certificate in Entrepreneurship will recruit students from the various graduate programs on campus. Participating schools include:

- College of Agriculture and Environmental Sciences
- College of Education
- College of Engineering
- College of Environment and Design
- College of Family and Consumer Sciences
- College of Public Health
- Franklin College of Arts and Sciences
- Grady College of Journalism and Mass Communication
- School of Public and International Affairs
- Terry College of Business
- School of Social Work
- College of Pharmacy
- School of Law
- Warnell School of Forestry and Natural Resources

We anticipate that within five years this program will be awarding certificates in Entrepreneurship to graduate students within many of the involved schools. The number of certifications will have exceeded the initial expectation of 20 students, and the demand for the program will remain high.

*2. There must be a demonstrated and well-documented need for the program.*

A. Explain why this program is necessary.

A Certificate in Entrepreneurship will provide students from any area of the University with the ability to study entrepreneurship and apply this set of skills to their in-depth graduate studies. Establishment of a Graduate Certificate in Entrepreneurship would propel the University of Georgia forward as a leading national hub for entrepreneurship.

B. In addition, provide the following information:

1. Semester/Year of Program Initiation: Spring 2018
2. Semester/Year Full Implementation of Program: Summer 2018
3. Semester/Year First Certificates will be awarded: Spring 2019
4. Annual Number of Graduates expected: 20
5. Projected Future Trends for number of students enrolled in the program: initial 10-20 students expected enrollment; increasing each subsequent semester with a maximum enrollment of 45 students

3. *There must be substantial evidence that student demand for the program will be sufficient to sustain reasonable enrollments in the program.*

- A. Provide documentation of the student interest in the program, and define what a reasonable level of enrollment is for a program of this type. Provide evidence that student demand will be sufficient to sustain reasonable enrollments.

Participation in the undergraduate certificate program has increased significantly since its inception:

<b>Term</b>	<b>Number of Applicants</b>	<b>Number of Accepted Students</b>
Spring 2014	5	1
Fall 2014	19	10
Spring 2015	23	7
Fall 2015	22	22
Spring 2016	4	4
Fall 2016	111	81
Spring 2017	179	146
Fall 2017	101	87

Since spring 2014, 42 students have graduated with the Undergraduate Certificate in Entrepreneurship. An additional 41 students have applied to graduate with the certificate in May 2018.

Students have demonstrated interest in graduate-level entrepreneurship courses:

Course	Course Description	Spring 2015	Fall 2015	Spring 2016	Fall 2016	Spring 2017
ENTR 7090	Critical Design Thinking	40		79	18	38
ENTR 7310	Innovation Management	88				
ENTR 7500	Introduction to Entrepreneurship	15	1	7	15	21
ENTR 7515	Entrepreneurship	48		57		55
ENTR 7320	Innovative Business Projects		27	4	20	12
ENTR 7510	Developing Successful Business Plans		30		33	
ENTR 7520	Implementing New Venture Plans			4		
ENTR 7505	Entrepreneurial Finance				5	7
ENTR 7525	Managing the Entrepreneurial Venture				1	3

B. To what extent will minority student enrollments be greater than, less than, or equivalent to the proportion of minority students in the total student body?

Minority student enrollment is expected to be equivalent to the proportion of minority students in the total student body.

4. *The design and curriculum of the program must be consistent with appropriate disciplinary standards and accepted practice.*

Provide the following information:

A. Present a detailed curriculum outline of the program listing specific course requirements (to include programs of study, course prefix, number, and title).

The graduate-level program will consist of 12 credit hours, including two three-hour entrepreneurship courses, selected from the three core courses listed below, and two three-hour electives offered by entrepreneurship or other approved courses from participating schools and colleges.

1. Core courses:

- a) ENTR 7500 Introduction to Entrepreneurship (3 hours): Case studies of entrepreneurs and entrepreneurial ventures. Covers multiple areas, from structuring the new business to fundraising to defining the market. Students will learn from the experience of others in creating an entrepreneurial venture.
- b) ENTR 7505 Entrepreneurial Finance (3 hours): An exploration of the various options for financing an entrepreneurial venture. This course will cover various aspects of venture finance, including angel investing, venture capital, private equity, debt, and IPOs.
- c) ENTR 7525 Managing the Entrepreneurial Venture (3 hours): Managing the entrepreneurial venture combines elements across business disciplines – marketing, sales, operations, organizational behavior, logistics, finance – with the creation of a business plan.

2. Examples of available ENTR electives:

- a) ENTR 7090 Critical Design Thinking (3 hours): Creativity/innovation are needed for leading industries and companies. Critical thinking is a way of deciding whether a claim is true or false. Design thinking uses a set of methods to develop ideas/solutions to challenges in any discipline or profession. This course will focus on developing students' critical/design thinking processes.
- b) ENTR 7310 Innovation Management (3 hours): Multi-disciplinary approach to the exploration of the management of innovative projects in incumbent companies. The course will provide participants with frameworks and tools they can apply to enhance their abilities to

manage the development and implementation of new ideas for business results. This topic will be approached from a global and process perspective.

- c) ENTR 7320 Innovative Business Projects (3 hours): Provides students with innovation frameworks and tools and practical experience in their use. Student teams will develop innovative solutions for real-world business projects and implementation proposals for the sponsoring company.
- d) ENTR 7505 Entrepreneurial Finance (3 hours): An exploration of the various options for financing an entrepreneurial venture. This course will cover various aspects of venture finance, including angel investing, venture capital, private equity, debt, and IPOs.
- e) ENTR 7510 Developing Successful Business Plans (3 hours): Key tasks involved in creating successful business plans and different ways in which each task may be accomplished. The primary course activity involves the preparation of a business plan for a "prospective" new venture.
- f) ENTR 7515 Entrepreneurship (3 hours): Entrepreneurship is the process of identifying, analyzing, and evaluating new economic opportunities and, when appropriate, of assembling the resources needed to seize these opportunities. The student will identify the characteristics of successful entrepreneurs and examine the ways they execute and implement this process.
- g) ENTR 7520 Implementing New Venture Plans (3 hours): This course provides student teams the opportunity to start-up proposed business ventures while still in school. Each team will identify the key tasks necessary to start their venture which will be assigned to a team member who is responsible for completing all of their assigned tasks during the course with the help of one or more mentors.
- h) ENTR 7525 Managing the Entrepreneurial Venture (3 hours): Managing the entrepreneurial venture combines elements across business disciplines – marketing, sales, operations, organizational behavior, logistics, and finance – with the creation of a business plan.
- i) ENTR 7990 Directed Study in Entrepreneurship Topics (3 hours): Directed study in entrepreneurship topics, giving particular attention to specialized problems in an area related to a student's academic interests.
- j) ENTR 7800\* (*New Course*) Internship in Entrepreneurship (1-3 hours): Internship with a startup, entrepreneurial division of an existing company, venture capital firm, or other entrepreneurial-related financial firm.

B. Identify which aspects of the proposed curriculum already exist and which constitute new courses.

The core entrepreneurship courses and entrepreneurship electives already exist and are approved for the certificate. The elective course(s) chosen from existing offerings in other schools and colleges in consultation with the Entrepreneurship director and the Terry College committees should be relevant to skills involved in starting or running a business or non-profit organization. These skills can be characterized as “soft” or “hard.” Examples of “soft skills” could include courses related to leadership, management development, psychology of organizations, personal development, managing a non-profit, and creative thinking, among others. Examples of “hard skills” could include courses in product development, coding, agile methodology, manufacturing processes, forest management, and materials science, among others.

Participating students should select certificate electives intended to complement their understanding of how to create and run an entrepreneurial enterprise whether for profit or for social service. Electives chosen should show a direct or close indirect connection to assisting the student in moving further along in his/her entrepreneurial journey.

- C. Identify model programs, accepted disciplinary standards, and accepted curricular practices against which the proposed program could be judged. Evaluate the extent to which the proposed curriculum is consistent with these external points of reference and provide a rationale for significant inconsistencies and differences that may exist.

At the University of Georgia, there are no existing graduate-level certificates like a Certificate in Entrepreneurship. The College of Education offers a Certificate in Creativity and Innovation through the Department of Educational Psychology which highlights creative thinking and problem solving, but does not offer the focus on business innovation the proposed certificate would offer.

Other institutions offering a Graduate Certificate in Entrepreneurship:

Scheller College of Business, Georgia Institute of Technology:  
<https://www.scheller.gatech.edu/academics/certificates/eng-entre-cert.html>

This certificate is open only to non-business graduate students.

Kogod School of Business, American University:  
<http://www.american.edu/kogod/graduate/CERT-GENTR.cfm>

This certificate lacks the interdisciplinary approach outlined here.

Kenan-Flagler Business School, UNC at Chapel Hill:  
<https://onlinemba.unc.edu/academics/graduate-certificates/entrepreneurship-and-strategy/>

This is an online certificate marketed towards working individuals.



- D. If program accreditation is available, provide an analysis of the ability of the program to satisfy the curricular standards of such specialized accreditation.

The Terry College of Business is accredited by the Association to Advance Collegiate Schools of Business (AACSB). No formal accreditation standards exist for a Graduate Certificate in Entrepreneurship.

*5. Faculty resources must be adequate to support an effective program.*

- A. Define the size, experience, and specializations of the full-time faculty needed to support an effective program. Identify the extent to which such faculty resources currently exist at the institution, and what additions to the faculty will be needed to fully implement the program. Specify how many full-time faculty will provide direct instructional support to this program.

The current full-time faculty within the Entrepreneurship Program, four lecturers, will support this certificate.

In addition to the full-time faculty, a Faculty Advisory Board was established to oversee the entrepreneurship program (e.g., recommend new courses and suggest revisions to the program requirements over time). Advisory Board members serve 2-year renewable terms. The Advisory Board is comprised of the director and representatives from each participating college, the Graduate School, and the Small Business Development Center.

- B. In addition, for each faculty member directly involved in this program, list:

- 1) Name, rank, degrees, academic specialty, educational background
- 2) Special qualifications related to this program
- 3) Relevant professional and scholarly activity for past five years
- 4) Projected responsibility in this program and required adjustments in current assignments

- Robert Pinckney, Director and Lecturer, Entrepreneurship Program; MBA, Harvard University
  - Former number one company on Bulldog 100, Serial Entrepreneur
- David Sutherland, Lecturer, Entrepreneurship Program; PhD, University of Virginia
  - Extensive startup experience
- Elizabeth Brutz, Lecturer, Entrepreneurship Program; JD, University of Virginia
  - Entrepreneur with two successful startups
- Donald Chambers, Lecturer, Entrepreneurship Program; DM, Case Western University
  - Thirty years of startups and small business enterprise development

- C. Where it is deemed necessary to add faculty in order to fully develop the program give the desired qualifications of the persons to be added.

No additional faculty is needed at this time.

6. *Library, computer, and other instructional resources must be sufficient to adequately support the program.*

- A. Describe the available library resources for this program and the degree to which they are adequate to support an effective program. Identify the ways and the extent to which library resources need to be improved to adequately support this program.
- B. Likewise, document the extent to which there is sufficient computer equipment, instructional equipment, laboratory equipment, research support resources, etc. available to adequately support this program. Specify improvements needed in these support areas.

Currently available library, computer, and instructional resources are adequate to support this proposed certificate.

7. *Physical facilities necessary to fully implement the program must be available.*

Describe the building, classroom, laboratory, and office space that will be available for this program and evaluate their adequacy to fully support an effective program. Plans for allocating, remodeling, or acquiring additional space to support the program's full implementation of the program should also be identified.

Current library resources are sufficient to support this program.

Classroom facilities currently in use and planned expansion to fulfill needs of the undergraduate certificate are adequate to meet the needs of the graduate-level certificate.

8. *The expense to the institution (including personnel, operating, equipment, facilities, library, etc.) required to fully implement the program must be identified.*

- A. Detailed funding to initiate the program and subsequent annual additions required to fully implement the program are needed below. Estimates should be based upon funding needed to develop an effective and successful program and not upon the minimal investment required to mount and sustain a potentially marginal program.

No additional funding is required to implement this program.

- B. Indicate the extent of student support (fellowships, assistantships, scholarships, etc.) available for this program, and evaluate the adequacy of this support. Assistantships funded from institutional (as opposed to sponsored) funds should be included in this funding analysis as well.

The program will not be providing assistantships.

9. *Commitments of financial support needed to initiate and fully develop the program must be secured.*

- A. Identify the sources of additional funds needed to support the program and the probability of their availability.

Funding for graduate-level entrepreneurship certificate courses will come from existing academic allocation. In addition, significant funding for the program is currently being provided by private donations.

- B. It is particularly important to include in this response the long-range plans for additional or expanded facilities necessary to support an effective program. Evaluate the timing and likelihood of such capital funding.

Any funding for future expansion in support of the Graduate Certificate in Entrepreneurship is anticipated to come primarily from private funding.

10. *Provisions must be made for appropriate administration of the program within the institution and for the admission to and retention of students in the program in keeping with accepted practice.*

Describe and evaluate the structure for the administration of the program. Explain the degree to which that structure is in keeping with good practice and accepted standards. Similarly, explain how and by what criteria students will be admitted to and retained in the program, and how these procedures are consistent with accepted standards for effective and successful programs.

The graduate-level Certificate in Entrepreneurship will be administered by the Associate Dean for Undergraduate Programs in the Terry College of Business. This structure is similar to other certificates on campus.

Students who wish to apply to the graduate certificate must be in good academic standing with a cumulative GPA of at least 3.0. Students will also complete an application with a statement of purpose.

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<sup>1&2</sup> <http://www.georgia.org/small-business/>

<sup>3</sup> <https://www.bls.gov/bdm/entrepreneurship/entrepreneurship.htm>

<sup>4</sup> <http://www.prnewswire.com/news-releases/us-entrepreneurship-hits-record-high-levels-300137092.html>



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www.franklin.uga.edu

Franklin College of Arts and Sciences  
*Office of the Dean*

May 15, 2017

Dr. Pamela Whitten  
Senior Vice President for Academic Affairs and Provost  
Administrative Building  
University of Georgia

Dear Provost Whitten,

I am pleased to provide this letter of support for the proposed graduate Certificate in Entrepreneurship offered through the Terry College of Business. This certificate is interdisciplinary and draws from courses throughout the University.

The proposed certificate program will educate students to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship.

We are pleased that our graduate students will have the opportunity to add this credential to their portfolios and that Terry students might consider fulfilling electives through courses in one of our graduate programs. Proposed electives from the Franklin College include a variety of seminars such as the Sociology of Work Organizations (Sociology) as well as Geographic Information Systems (Geography).

The Franklin College will provide electives to the Terry College of Business Committee for approval under separate cover.

Sincerely,

Alan T. Dorsey  
Dean

Cc: Dr. Jean Martin-Williams  
Dr. Thomas Mote  
Ms. April Mosley



## College of Education

*Dean's Office*

**UNIVERSITY OF GEORGIA**

April 17, 2017

Dr. Pamela Whitten  
Senior Vice President for Academic Affairs and Provost  
Administrative Building  
University of Georgia  
CAMPUS

Dear Provost Whitten,

I am pleased to provide this letter of support for the proposed interdisciplinary graduate Certificate in Entrepreneurship offered through the Terry College of Business. The proposed certificate program will educate students to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship.

The College of Education's Instructional Technology and Workforce Education programs are interested in connecting their graduate students with this certificate program. In Instructional Technology, students could complement their Terry courses with EDIT 8190 (Design and Development Tools) and EDIT 7350E (eLearning Evaluation and Assessment). For our Workforce Education programs, which include Business and Marketing Education, four courses could serve as electives for the certificate. These courses are: EBUS 6010 (Business Communications), EBUS 7070 (Contemporary Entrepreneurship and Management Practices), EMKT 6113 (Business and Marketing Foundations), and EMKT 6120 (Human Resource Foundations).

The College of Education appreciates your support of this interdisciplinary certificate.

Sincerely,

Craig H. Kennedy, PhD  
Dean and Professor



UNIVERSITY OF  
**GEORGIA**

College of Environment + Design

May 17, 2017

Dr. Pamela Whitten  
Senior Vice President for Academic Affairs and Provost  
Administrative Building  
University of Georgia  
CAMPUS

Dear Provost Whitten,

I am pleased to provide this letter of support for the proposed interdisciplinary graduate Certificate in Entrepreneurship offered through the Terry College of Business. This certificate is interdisciplinary and draws from courses throughout the University.

The proposed certificate program will educate students to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship.

The College of Environment & Design will provide electives to the Terry College of Business Committee for approval under separate cover.

Sincerely,

Daniel J. Madenicek  
Dean and Draper Chair in Landscape Architecture



# The University of Georgia

College of Family & Consumer Sciences  
*Office of the Dean*

Linda Kirk Fox  
*Dean*

224 Dawson Hall  
Athens, Georgia 30602-2622  
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May 22, 2017

Dr. Pamela Whitten  
Senior Vice President for Academic Affairs and Provost  
Administrative Building  
University of Georgia  
CAMPUS

Dear Provost Whitten:

I am pleased to provide this letter of support for the proposed interdisciplinary graduate Certificate in Entrepreneurship offered through the Terry College of Business. This certificate is interdisciplinary and draws from courses throughout the University.

The proposed certificate program will educate students to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship. Establishment of a graduate certificate in entrepreneurship would help propel the University of Georgia forward as a leading national hub for entrepreneurship.

The College of Family and Consumer Sciences will provide electives to the Terry College of Business Committee for approval under separate cover.

Sincerely,

Linda Kirk Fox, Ph.D  
Dean

C: April Mosley



# The University of Georgia

Daniel B. Warnell School of Forestry and Natural Resources  
Forestry, Fisheries and Wildlife, Water and Soil Resources,  
Natural Resources Recreation and Tourism

*Office of the Dean*

May 9, 2017

Dr. Pamela Whitten  
Senior Vice President for Academic Affairs and Provost  
Administrative Building  
University of Georgia  
CAMPUS

Dear Provost Whitten,

I am pleased to provide this letter of support for the proposed interdisciplinary graduate Certificate in Entrepreneurship offered through the Terry College of Business. This certificate is interdisciplinary and draws from courses throughout the University.

The proposed certificate program will educate students to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship.

Terry and Warnell have a long and successful history as partners in our Master of Forest Resources degree with a concentration in forest business. This graduate entrepreneurship certificate will be a natural fit with our MFR students in this program and we look forward to its approval and availability.

The Warnell School of Forestry and Natural Resources will provide electives to the Terry College of Business Committee for approval under separate cover.

Sincerely,

W. Dale Greene  
Dean





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Grady College of Journalism and Mass Communication  
*Office of the Dean*

May 1, 2017

Dr. Pamela Whitten  
Senior Vice President for Academic Affairs and Provost  
Administrative Building  
University of Georgia  
CAMPUS

Dear Provost Whitten:

I am pleased to provide this letter of support for the proposed interdisciplinary graduate Certificate in Entrepreneurship offered through the Terry College of Business. This certificate draws from courses throughout the University, and we are excited to be part of the offering for students in Grady's graduate programs.

The proposed certificate program will educate students to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship.

We are pleased with the increasing number of Grady students participating in the undergraduate Certificate of Entrepreneurship, and we believe we will see similar interest at the graduate level.

The Grady College will provide a list of appropriate electives to the Terry College of Business Committee for approval under separate cover.

Sincerely,

Charles Davis, Dean  
Grady College of Journalism and Mass Communication



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borut@uga.edu

Peter B. "Bo" Rutledge  
Dean and Herman E. Talmadge Chair of Law

May 17, 2017

Dr. Pamela Whitten  
Senior Vice President for Academic Affairs and Provost  
Administrative Building  
University of Georgia  
CAMPUS

Dear Provost Whitten:

Following consultation with leadership of the Law School's business law faculty, I am pleased to provide this letter of support for the proposed interdisciplinary graduate Certificate in Entrepreneurship offered through the Terry College of Business. This certificate is interdisciplinary and draws from courses throughout the University.

The proposed certificate program will educate students to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship.

I would add that this program intersects nicely with a broader Law School initiative that aims to support the University's strategy. Specifically, it advances our effort to situate the Law School, in partnership with the Terry College, at the intersection of law and business. The three-year J.D./M.B.A, the three-year J.D./M.Acc. and the 3+3 program (insofar as it includes a partnership with Terry) all exemplify that commitment.

The Law School will designate qualifying electives under separate cover. As part of the above-described strategic partnership, the Law School is encouraged that certificate participants, as appropriate, will be able enroll in suitable law school classes that can enhance their entrepreneurial skills such as Corporations, Life Cycle of a Corporation, Merger and Acquisitions and Corporate Responsibility (to name just a few).

Sincerely,

Peter B. Rutledge  
Dean and Herman E. Talmadge Chair of Law



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# The University of Georgia

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College of Pharmacy

26 April 2017

Dr. Pamela Whitten  
Senior Vice President for  
Academic Affairs and Provost  
203 Administrative Building  
University of Georgia  
Athens, GA 30602  
CAMPUS

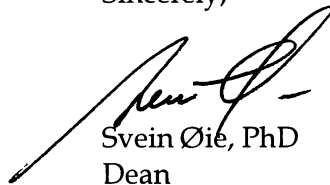
Dear Dr. Whitten,

I am pleased to provide this letter of support for the proposed Interdisciplinary Graduate Certificate in Entrepreneurship offered through the Terry College of Business.

Entrepreneurial skills are applicable to any field of study, including pharmacy. In fact, fostering innovation is necessary to move the profession forward. The proposed certificate program will give students the opportunity to further develop skills necessary to become successful entrepreneurs after graduation.

The College of Pharmacy will provide electives to the Terry College of Business for approval under a separate cover.

Sincerely,



Svein Øie, PhD  
Dean

SØ:amp



UNIVERSITY OF  
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School of Social Work  
*Dean's Office*

March 31, 2017

Dr. Pamela Whitten  
Senior Vice President for Academic Affairs and Provost  
Administrative Building  
University of Georgia  
CAMPUS

Dear Provost Whitten,

I am pleased to provide this letter of support for the proposed graduate Certificate in Entrepreneurship offered through the Terry College of Business. This certificate is interdisciplinary and draws from courses throughout the University.

The proposed certificate program will educate students to develop and nurture the skills necessary to become successful business owners or creators of ventures in social entrepreneurship. Given the rising importance of social entrepreneurship in social work practice, this certificate will be of interest to a number of our students in the MSW program, as well as students in the Masters in Nonprofit Management and Leadership.

The School of Social Work will provide electives to the Terry College of Business Committee for approval under separate cover.

Sincerely,

Anna M. Scheyett, MSW, PhD  
Dean and Professor

## Approvals on File

**Proposal:** Graduate Certificate in Entrepreneurship

**College:** Terry College of Business

**Department:** Entrepreneurship Program

**Proposed Effective Term:** Fall 2018

Department:

- Entrepreneurship Program Director, Professor Robert Pinckney, 8/1/2017

School/College:

- Terry College of Business Dean, Dr. Benjamin Ayers, 10/9/2017

Graduate School:

- Graduate School Dean, Dr. Suzanne Barbour, 2/8/2018