TE - TECHNOLOGY ENTREPRENEURSHIP

TE Class Schedule (https://courses.illinois.edu/schedule/DEFAULT/DEFAULT/TE/)

**Courses**

**TE 100** Introduction to Innovation, Leadership and Engineering Entrepreneurship  credit: 1 Hour. (https://courses.illinois.edu/schedule/terms/TE/100/)

Students will learn about innovation, identify key attributes of innovation leadership, and practice innovation leadership personally and professionally. Students will identify opportunities and work in teams to address them, practicing leadership and followership and honing their written and verbal presentation skills. Students also complete a personal plan for continuing to develop their innovation leadership skills. Open to all majors.

**TE 110** Communicating and Presenting in Engineering  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/TE/110/)

Same as ENG 110. See ENG 110.

**TE 200** Introduction to Innovation  credit: 1 Hour. (https://courses.illinois.edu/schedule/terms/TE/200/)

Fundamental concepts of entrepreneurship, creativity and innovation will be explored within the context of new and existing businesses. Creative thinking and inventive problem solving will be emphasized. Prerequisite: Restricted to Innovation LLC students.

**TE 230** Design Thinking/Need-Finding  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/TE/230/)

Same as ARTD 230. See ARTD 230.

**TE 250** From Idea to Enterprise  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/TE/250/)

Examines the fundamentals of technology entrepreneurship and addresses critical areas of the entrepreneurial process such as: problem and solution identification; validation of product-market fit; market assessment; team formation; product development; intellectual property; financing a technology-based startup. This class combines lecture, discussion & case studies, and is built around a hands-on group project leveraging the lean startup methodology from the National Science Foundation I-Corps program. The class is intended for all students of all disciplines interested in technology entrepreneurship.

**TE 260** Communication for Tech Innovators  credit: 1 Hour. (https://courses.illinois.edu/schedule/terms/TE/260/)

Explores the common characteristics of messages that motivate people to action. It follows the "Made to Stick" framework by Chip & Dan Heath and consists of brief and engaging exercises designed to hone those skills. This course is particularly valuable for technology innovators who must convey complex technical ideas in a simple, yet actionable way to their stakeholders.

**TE 298** Special Topics I  credit: 1 to 3 Hours. (https://courses.illinois.edu/schedule/terms/TE/298/)

Subject offerings of innovation, creativity, technology and entrepreneurship intended to augment the existing curriculum. See class schedule or departmental course information for topics and prerequisites. May be repeated in the same or separate terms if topics vary.

**TE 333** Creativity, Innovation, Vision  credit: 4 Hours. (https://courses.illinois.edu/schedule/terms/TE/333/)

Personal creativity enhancement via exploration of the nature of creativity, how creativity works, and how to envision what others may not. Practice of techniques and processes to enhance personal and group creativity and to nurture a creative lifestyle. Application to a major term project providing the opportunity to move an idea, product, process or service from vision to reality.

**TE 350** Technology Venture Funding  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/TE/350/)

Technology ventures are characterized by a need for significant upfront capital to fund engineering development efforts. This course will explore the ways that tech entrepreneurs can secure sufficient capital to bring their ideas to fruition including a detailed review of the difference between non-dilutive and equity funding and the multitude of funding sources that fit within these categories. Students will work in teams following the chronological progression of an early-stage technology venture and cover likely funding sources at each stage. In addition, we will cover company valuation, investment terms and potential pitfalls using real-world examples to illustrate the concepts.

**TE 360** Lectures in Engineering Entrepreneurship  credit: 1 Hour. (https://courses.illinois.edu/schedule/terms/TE/360/)

Fundamental concepts of entrepreneurship and commercialization of new technology in new and existing businesses. Guest speaker topics vary, but typically include: evaluation of technologies and business ideas in genera; commercializing new technologies; financing through private and public sources; legal issues; product development; marketing; international business issues. May be repeated in separate terms to a maximum of 2 hours, if topics vary; instructor approval required. Prerequisite: For undergraduate students only.

**TE 390** Innovation and Engineering Design  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/TE/390/)

Frames the engineering design process as a well-structured intellectual discipline that harnesses creative energy for effective innovation and problem solving. Students are expected to learn the tools and processes of engineering design in the context of multiple project proposals resulting in at least one viable project proposal by the end of the semester. Prerequisite: TE 250.

**TE 398** Special Topics II  credit: 1 to 4 Hours. (https://courses.illinois.edu/schedule/terms/TE/398/)

Subject offerings of innovation, creativity, technology and entrepreneurship intended to augment the existing curriculum. See class schedule or departmental course information for topics and prerequisites. May be repeated in the same or separate term if topics vary.

**TE 401** Developing Breakthrough Projects  credit: 1 to 4 Hours. (https://courses.illinois.edu/schedule/terms/TE/401/)

Project-based exploration with teams of students working together in a large innovation and entrepreneurial context. Encourage development of innovative, leadership, and entrepreneurial skill sets, including financing, marketing, sales, operations, business plans, and management. 1 to 4 undergraduate hours. 1 to 4 graduate hours. May be repeated.

Information listed in this catalog is current as of 11/2022
TE 450  Startups: Incorporation, Funding, Contracts, & Intellectual Property  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/TE/450/)
Explores how legal tools may be used in the construction and successful operation of your company to deliver the next great product to market. Topics covered in the class include: issues with business formation, funding, intellectual property, non-disclosure agreements, contracts, and other corporate legal issues particularly impacting startups. 3 undergraduate hours. 3 graduate hours.

TE 460  Lectures in Engineering Entrepreneurship  credit: 1 Hour. (https://courses.illinois.edu/schedule/terms/TE/460/)
Fundamental concepts of entrepreneurship and commercialization of new technology in new and existing engineering and high-tech businesses. Guest speaker topics vary, but typically include: evaluation of technologies and business ideas in general; commercializing new technologies; financing through private and public sources; legal issues; product development; marketing; international business issues. 1 undergraduate hour. 1 graduate hour. May be repeated in separate terms to a maximum of 2 hours, if topics vary; instructor approval required. Credit is not given for both TE 360 and TE 460.

TE 461  Technology Entrepreneurship  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/TE/461/)
Critical factors affecting technology-based ventures: opportunity assessment; the entrepreneurial process; founders and team building; preparation of a business plan including market research, marketing and sales, finance, and manufacturing considerations. Students must have an idea for a new venture to participate in the course, and must be prepared to develop this new venture idea as part of the course. 3 undergraduate hours. 3 graduate hours. Prerequisite: Restricted to undergrads with senior standing and graduate students.

TE 462  Leading Sustainable Change  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/TE/462/)
Theories and process of change; systems thinking concerning change consequences; building coalitions and communities to support change; and implementing and managing projects effectively. Processes to plan, implement, manage, and sustain change with an organization through alignment of change strategies with organizational and individual concerns. 3 undergraduate hours. 3 graduate hours. Prerequisite: Restricted to undergrads with senior standing and graduate students.

TE 466  High-Tech Venture Marketing  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/TE/466/)
Cornerstone marketing concepts for innovators and engineers to enable analysis of products and technologies from a marketing perspective: engineering product development and adoption life cycle; objectives and strategies; marketing management; communication skills; sales process and tactics; special considerations for new high-tech engineering products and innovations. 2 undergraduate hours. 2 graduate hours. Credit is not given for both TE 466 and BADM 365.

TE 497  Independent Study  credit: 1 to 4 Hours. (https://courses.illinois.edu/schedule/terms/TE/497/)
Advanced projects related to Technology Entrepreneurship. Approved for S/U grading only. 1 to 4 undergraduate hours. 1 to 4 graduate hours. May be repeated to a maximum of 3 undergraduate hours or 4 graduate hours in the same term if topics vary; may be repeated for an unlimited number of hours in separate terms. Prerequisite: Consent of instructor.

TE 498  Special Topics III  credit: 1 to 4 Hours. (https://courses.illinois.edu/schedule/terms/TE/498/)
Subject offerings of innovation, creativity, technology and entrepreneurship intended to augment the existing curriculum. See class schedule or departmental course information for topics and prerequisites. 1 to 4 undergraduate hours. 1 to 4 graduate hours. May be repeated in the same or separate term if topics vary.

TE 510  Advanced Creativity  credit: 4 Hours. (https://courses.illinois.edu/schedule/terms/TE/510/)
Exploration of concepts and theories in creativity and innovation with application of techniques and processes in order to enhance creativity skills. Emphasis on personalized learning objectives based on individual fields of study culminating in a major project with the opportunity to move a technical idea from vision to reality. 4 graduate hours. No professional credit.

TE 560  Managing Advanced Technol I  credit: 1 Hour. (https://courses.illinois.edu/schedule/terms/TE/560/)
Business perspective of managing advanced technology in industry: strategic context of advanced technology; analytical financial tools used to estimate its potential value; legal concepts important in its management; interpersonal issues related to leading and advocating on behalf of advanced technology groups. 1 graduate hour. No professional credit.

TE 565  Technol Innovation & Strategy  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/TE/565/)
Concepts and frameworks for analyzing how firms can create, commercialize and capture value from technology-based products and services. Business, commercialization, and management aspects of technology. Emphasis on reasons that existing firms or startups which have successfully commercialized products or services fail to sustain their success as technology changes and evolves. 2 graduate hours. No professional credit.

TE 566  Finance for Engineering Mgmt  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/TE/566/)
Cornerstone financial concepts for engineering management to enable analysis of engineering projects from a financial perspective: income statements; the balance sheet; cash flow statements; corporate organization; the time value of money; net present value; discounted cash flow analysis; portfolio theory. 2 graduate hours. No professional credit.

TE 567  Venture Funded Startups  credit: 1 Hour. (https://courses.illinois.edu/schedule/terms/TE/567/)
Concepts, tools, and language used by venture capitalists (VCs). Venture-scale opportunity assessment and articulation; venture capital financing and valuation; deal structure; term sheets; financial plans for startups; customer development and marketing; product iterations; sales execution. 1 graduate hour. No professional credit. Prerequisite: TE 566.

TE 598  Special Topics IV  credit: 1 to 4 Hours. (https://courses.illinois.edu/schedule/terms/TE/598/)
Subject offerings of innovation, creativity, technology and entrepreneurship intended to augment the existing curriculum. See class schedule or departmental course information for topics and prerequisites. May be repeated in the same or separate terms for unlimited graduate hours if topics vary.

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