

GRADUATE PROGRAMS

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FOSTER

BUERK CENTER FOR
ENTREPRENEURSHIP

W UNIVERSITY of WASHINGTON

ENTREPRENEURSHIP CERTIFICATE for graduate students

Prepare yourself for the world of startups and innovative technology by getting a certificate in entrepreneurship. This cross-disciplinary graduate program is open to both MBA and non-MBA students. The 18-credit certificate provides the classes, real world experience and networking opportunities that help bring student ideas to life. Complement your experience by joining a cross-disciplinary team and participating in one of the UW Buerk Center for Entrepreneurship's three innovation competitions or the Jones + Foster Accelerator. Apply for the entrepreneurship certificate for graduate students now.

CURRICULUM HIGHLIGHTS

ENTRE 510: Entrepreneurial Strategy | 4 credits

Start-ups are high-risk, high-return endeavors, and although there are notable examples of wealth creation, failure is the norm. This course uses competitive strategy to analyze the success and failure of entrepreneurial ventures and identifies the strategic principles that could increase the probability of success.

ENTRE 555/MKTG 555: Entrepreneurial Marketing | 4 credits

Examines the skills and tools entrepreneurs need for bootstrap or guerilla marketing in their early-stage companies. Covers how to target market segments, position products, estimate demand, set prices, gain access to channels, and manage issues of rapid growth.

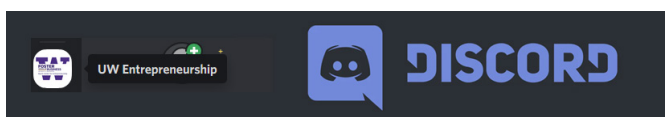
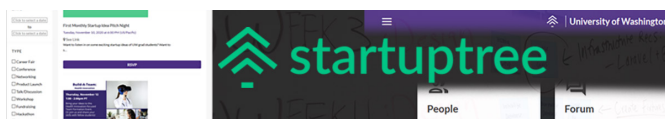
ENTRE 557: Entrepreneurial Finance | 4 credits

From the start of a new venture, entrepreneurs have financial decisions to make. In this course, students will examine the elements of a term sheet, learn how to value early-stage companies, discuss issues of compensation, make presentations to angel investors and venture capital groups, and learn to manage the finances of a new venture.

ENTRE 579: Angel Investing | Multi-quarter

Instructor Minda Brusse, founding partner at First Row Partners and a Venture Partner for 2048 ventures, accepts graduate students who apply and commit themselves to a full 10-credit experience that includes working alongside angel groups in Seattle, performing due diligence on startups, and making two real \$25K investments.

GET CONNECTED AND ENGAGE ONLINE



CREATIVE DESTRUCTION LAB-SEATTLE

ENTRE 490/579: Creative Destruction Lab

2nd-year MBAs, PhD students, select graduate students, and advanced undergraduates are invited to apply for the dynamic and immersive ENTRE 579/490 Creative Destruction Lab course this next academic year. Students will get a chance to work alongside real companies participating in the nine-month Creative Destruction Lab program and help them complete objectives such as market analyses, customer interviews, product planning, market entry strategy and more. This 2 quarter course is a key component of the CDL-Seattle accelerator launched at the Foster School in Fall 2021.

Learn more about the course by e-mailing cdlcourse@uw.edu

FELLOWSHIPS



WRF/ITHS Summer Commercialization Fellowships

Gain technology commercialization consulting experience and assess firsthand whether a specific early-stage UW technology in the life sciences presents a start-up or out-licensing opportunity. Work with UW inventors, CoMotion tech managers, and other community experts. Open to entrepreneurship certificate students.

Social Entrepreneurship Fellowships

In partnership with the Summer Commercialization Fellowship, students in this program will work directly with inventors and experts on how to best to deploy social enterprise models for their innovations. Program is led by partners from the Population Health Initiative, CoMotion, the Buerk Center, and the Evans School of Public Policy & Governance. Open to all UW graduate students.

Global Innovation Fellows

This partnership between the UW Dept. of Global Health, the Bill & Melinda Gates Foundation, and the Buerk Center brings in MBA students to work with global health students to research business problems and technologies in global health.

Alliance of Angels Fellowships

A one-year, part-time position reporting to the AoA Managing Director and working closely with angel investors and the greater entrepreneurial community. This unique opportunity combines evaluating, coaching, relationship management, and in-depth analysis & research in the fast-paced ever-changing world of technology and innovation. Open to 2nd year MBA students or graduate students halfway through curricular requirements in an accredited program.

GRADUATE STUDENT EXTRA-CURRICULAR

BUERK CENTER AWARDS \$300K+ TO STUDENT VENTURES ANNUALLY

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VENTURE CAPITAL INVESTMENT COMPETITION

Unlike business plan competitions in which students pitch their own ideas to investors, at VCIC the students are the investors and real entrepreneurs pitch to them. Top MBAs from more than 70 prestigious business schools participate each year. Must register for ENTRE 542 Venture Capital Investment Practicum to compete.



ENTREPRENEURSHIP & VENTURE CAPITAL CLUB (EVCC) AT FOSTER

The EVCC is the gateway between the Foster MBA program, the Buerk Center for Entrepreneurship, and the Seattle start-up and VC community. Events include panels, start-up day, pitch competitions and more!

Learn more at uwfostermbaa.com/clubs



WOMEN'S ENTREPRENEURIAL LEADERSHIP

The Buerk Center's Women's Entrepreneurial Leadership program (WE Lead) promotes the advancement of women as entrepreneurs, leaders, investors, and agents of innovation. Through this community and regular events, we support, equip, and inspire your entrepreneurial journey. Open to students from any major or level. Annual activities include industry panels, workshops, mentoring, the brand new WE Lead Cohort and more. Women, non-binary folks, and allies across the gender spectrum are welcome.

Learn more at startup.uw.edu

JONES + FOSTER ACCELERATOR

Getting a startup up and running is no simple task. Our accelerator gives student-led startups the boost they won't get from going it alone: six months of expert mentoring, milestone guidance, connections, and up to \$25k in funding per team.

UW COMOTION

CoMotion and CoMotion Labs at UW provides a space for student, faculty, and research entrepreneurs to network, build, and receive advice, particularly in terms of navigating IP and commercialization.

Learn more at comotion.uw.edu

 Sign up for our weekly newsletter for updates at startup.uw.edu



DEMPSEY STARTUP COMPETITION

Want to gain real-world startup experience? Got a great business idea? Teams who enter this multi-stage startup competition which begins in April get valuable training and feedback from 400+ judges and mentors. We award more than \$90,000 annually, but even if you don't win you'll come away with the skills, network and experience you need to get your startup off the ground. More at startup.uw.edu.

ENVIRONMENTAL INNOVATION CHALLENGE

Innovative and entrepreneurial students are our best hope for solving the world's most pressing environmental, energy, and climate-related problems. The Environmental Innovation Challenge in late March is your chance to be one of them. Join a team, explore a problem, develop a solution, and create a business summary proving your product, process, or service will sell. More at eic.washington.edu.

HOLLOMON HEALTH INNOVATION CHALLENGE

Innovations in health and healthcare are creating a paradigm shift in our approach to everyday life. Students who compete in the annual Hollomon Health Innovation Challenge in late February to work on new solutions to existing health or healthcare problems. They create new products or services to bring to market. They make impact. Learn more at hic.washington.edu.

SCIENCE AND TECHNOLOGY SHOWCASE

Open to UW undergraduate and graduate students

The Science & Engineering Business Association (SEBA) and the Buerk Center host this event every January for students to explore the commercialization or business potential of their science- and technology-based ideas and win funding prizes. Teams pitch to industry experts and receive direct feedback.

Learn more at uwseba.com/sts

STUDENTS & STARTUPS: TEAM TUESDAYS

Students from all programs and majors are encouraged to attend the Buerk Center's Team Tuesday meetups taking place throughout the academic year. From special guests to opportunities to pitch your idea, recruit for your team, or gain connections and form/join a team, these fun weekly meetups will cement your place in the growing community across campus!

Learn more and register at startup.uw.edu