

# Entrepreneurship



THE UNIVERSITY  
OF TAMPA

**B.S. in Entrepreneurship**

**B.S. in International Business and  
Entrepreneurship**

**Minor in Entrepreneurship**

**M.S. in Entrepreneurship**

**MBA with Concentration in  
Entrepreneurship**

Entrepreneurship education is the fastest growing area of study in the U.S., with entrepreneurs projected to be the primary drivers of sustained economic growth and development worldwide. Entrepreneurship students' creativity and innovation are embraced as they learn to identify and capitalize upon strategic advantages in today's competitive work environment. This popular major prepares graduates for many possibilities, including starting their own business, excelling within an existing company or pursuing social entrepreneurship ventures.

## What Will You Learn?

UT's **entrepreneurship major** prepares students for launching and leading new business ventures, with a focus on innovation, planning, entrepreneurial finance, management and growth. The curriculum is designed around two themes: screening and recognizing opportunities to create value, and promoting personal innovation despite scarce resources. This major can be applied to either starting a business or working in an existing firm where creativity is a strategic advantage.

### Topics of study include:

- Developing an entrepreneurial mind-set
- Identifying business opportunities
- Conducting marketing research
- Identifying financial needs and acquiring funding
- Maintaining liquidity and managing cash flow
- Understanding the role of entrepreneurship in international business

Students may also **major in international business and entrepreneurship**. This option couples the B.S. in Entrepreneurship with the international business curriculum, providing

students with the skills and multicultural awareness to thrive in a global business environment. The **minor in entrepreneurship** also teaches entrepreneurial competencies useful for careers across a variety of fields.

UT's **M.S. in Entrepreneurship** builds critical business and entrepreneurial skills while emphasizing experiential learning. Students may focus on their own projects throughout the program or team with companies in the UT Incubator or Spartan Accelerator. An **MBA with a concentration in entrepreneurship** is also offered.

All UT entrepreneurship students apply what they learn in the classroom to **real-world experiences**, conducting feasibility studies, consulting with professionals and developing their own business plans. **Internships** provide another important experience that may lead to full-time employment, and allow students to begin building a network of contacts. UT's location in the heart of Tampa means internships are often located within walking distance of campus.

## Funding Student Businesses

Do you have a scalable business idea? UT's unique **Spartan Accelerator** program pairs students with a launch team of professionals to formulate successful business and investment plan presentations. Students receive legal advice and access to boot camps based off the Lean Startup Business Model method. The competition portion of the program offers seed funding and grants to help students grow their companies.

## Top Accreditation



The Sykes College of Business is accredited at the undergraduate and graduate levels by AACSB International (the Association to Advance Collegiate Schools of Business), an honor held by only six percent of business

schools worldwide. It is rated a top graduate business school in the U.S. by *Bloomberg Businessweek*, and since 2007 has been named among the best business schools in the world by The Princeton Review.

## FACULTY highlights

UT's entrepreneurship faculty are devoted teachers, researchers and experienced business professionals. Students benefit from their extensive connections to the business community in the Tampa Bay area and beyond, leading to valuable networking, mentoring and internship opportunities.



**Rebecca White, Ph.D., MBA**  
chair/professor

Rebecca White's primary research and teaching interests are in strategic leadership in equity-backed companies and entrepreneurship pedagogy. She brings a powerful combination of academic achievement and business experience to her roles as classroom teacher and director of the Lowth Entrepreneurship Center.



**Dean Koutroumanis, DBA, MBA**  
associate professor

Dean Koutroumanis specializes in entrepreneurship, small business strategy and organizational behavior. He has developed and launched several business enterprises ranging from restaurants to real estate development projects. He serves as the associate director of the Lowth Entrepreneurship Center.



### A Top-Ranked Program

UT's Lowth Entrepreneurship Center is nationally renowned for the quality of its programs and teaching. UT was named in 2019 as one of the best schools in the country for entrepreneurship studies by *Entrepreneur* magazine and The Princeton Review, which also ranked UT as the #17 undergraduate and #20 graduate entrepreneurship program in 2021. Additionally, *U.S. News & World Report* has ranked UT among the nation's best undergraduate entrepreneurship programs.

### Lowth Entrepreneurship Center

Located on the eighth floor of the Daly Innovation and Collaboration Building, the state-of-the-art Lowth Entrepreneurship Center is a model entrepreneurship space that brings together prospective student entrepreneurs, educators and experienced entrepreneurs to generate, refine and develop business concepts and launch new ventures.

Highlights of this unique space include an Inspiration Center featuring work stations, a pop-up pitch area and two think pods; a tiered pitch room for presenting business ideas; four large rooms for student entrepreneurs to work on their startups; a live learning lab for up to nine early-stage community businesses; an executive seminar room with seating for 84; a "collaboration kitchen" for relaxing and brainstorming; and a video conference room.

**Take a video tour at [ut.edu/ich/videotour](https://ut.edu/ich/videotour).**

The focus of the Lowth Entrepreneurship Center is to engage students and the Florida business community in mutually beneficial experiences, with a focus on training entrepreneurs for success. Through a

combination of classroom study and applied learning, the center cultivates innovative, qualified business leaders with the skills to make their visions a reality. From their first day on campus through graduation and beyond, students have access to a wide variety of programming. These opportunities include:

- **UT CREATE** business idea pitch competition and boot camp is open to students across all disciplines.
- **CEO Council Competition** gives professional feedback to students in the capstone entrepreneurship course; best business plans receive \$1,000.
- **Southeastern Entrepreneurship Conference (SEEC)** annual conference for students features two days of speakers and workshops.
- **Spartan Accelerator** provides student startups with intensive mentoring.
- **Community Incubator** lets students learn from and work with early-stage businesses.
- **Today's Entrepreneurial Women** forum brings together female entrepreneurs for presentations and panel discussions.

# What Can You Do With This Major?

There has never been a better time to be an entrepreneur. During the next few years, the biggest economic growth is expected to come from small businesses. Today's economy is hospitable to startups, and capital is available for qualified entrepreneurs and imaginative enterprises. The practical experience students gain is also valuable training for careers in the corporate world.

UT's entrepreneurship program fosters the kind of outside-the-box thinking that prepares entrepreneurs for success in many endeavors. UT graduates have started new businesses, bought existing ventures and gone on to entrepreneurial positions in profit and nonprofit ventures around the world. Other career options are intrapreneurship (innovation in large organizations), venture capital and social entrepreneurship.

Many graduates continue their business education at universities across the country, including Boston College, Indiana University and the University of Maryland, and through UT's M.S. in Entrepreneurship or MBA program, which offers a concentration in entrepreneurship. While developing advanced skills in analysis, leadership and management, UT graduate students gain a breadth of knowledge and connections.

Through a unique partnership between the Lowth Entrepreneurship Center and **Moffitt Cancer Center**, UT graduate students work with physicians to evaluate the feasibility of developing businesses around innovative cancer research and treatment products and services. Students have been instrumental in several new biotech ventures launched by Moffitt scientists and physicians.

Students also have the option to participate in UT's MBA Leadership Coaching Program, which pairs students with business executives to learn new strategies for negotiations, networking and more. To learn more about these programs, visit [ut.edu/graduate](http://ut.edu/graduate).

## Alumni Venture Stories

### Duncan Abdelnour '14

Abdelnour's company Beatmerch was named one of *Inc. Magazine's* "Coolest College Startups for 2014." (UT grad Nick Chmura also received this honor in 2012.) Beatmerch is one of the largest merchandising companies in electronic dance music.

### Johnny Dalrymple '14 MBA

Dalrymple was awarded \$2,500 from the Spartan Accelerator program to develop and market Mobex, a cloud-based telecommunications system that is the exclusive VoIP partner with Verizon FiOS in the Tampa Bay area.

### Phil Michaels '10, '14 MBA and M.S.

Michaels is CEO of Tembo Education, which works to educate young children in Nigeria via cellphones and was a 2015 finalist for the \$1 million Clinton Global Initiative Hult Prize. Tembo was the only U.S. team to advance to the finals out of more than 20,000 competitors, including teams from Harvard, Yale and Princeton.

### David Wistocki '13

Wistocki is founder and president of Ambrosia Global, which is developing sustainable agricultural units to alleviate food insecurity in remote communities.

### Arthur Linares '11

As an undergrad, Linares co-founded Greenskies Renewable Energy, a solar energy company. He is also one of the youngest state senators in Connecticut history.

### Chris Miller '11 MBA

Miller started Delta Rep, a real estate company that rents properties to individual tenants, roommate-style, in Omaha, NE.

### Edouard Carrie '10

Carrie created Environmental Cleaning Solutions, which built a major recycling plant in Port-au-Prince, Haiti, after the devastating earthquake.



## alumnus profile

### Ricardo Garcia '14 B.S., '17 M.S. CEO and co-founder, Classuite

As an undergraduate business student at UT, Ricardo Garcia saw a need for improved communication between teachers and students. After graduating, he launched the chatting platform Classuite, which allows for the quick exchange of information about assignments, tests and course material. With the goal of taking his business to the next level, he enrolled in UT's M.S. in Entrepreneurship program and was also accepted into the Spartan Accelerator.

"The entrepreneurship program was the best thing that ever happened to me," said Garcia. "I never saw it as going to class, because it was hands on, on my business, every single day. I had so many resources — mentors, lawyers, designers, speech coaches and more."

# Sykes College of Business Entrepreneurship

**Michael Joyce '20**

**Major: entrepreneurship**

**Activities: UT Entrepreneurs president, travel tennis team**

**Hometown: Medina, OH**

Michael Joyce is a founder of Bubble, an app that allows users to connect to their friends' social media accounts easily and also receive group discounts at local venues.

"The entrepreneurship program at UT has helped me exponentially," he said. "By getting involved at the Lowth Entrepreneurship Center, I've had the chance to meet many high-level executives and entrepreneurs. If you're looking for superb connections, like-minded student entrepreneurs and the chance to take an idea into a revenue-generating company, come to UT."

## Student Organizations

**UT Entrepreneurs** is the premier student-led organization dedicated to promoting the entrepreneurial spirit of UT students. Both undergraduate and graduate students are invited to join. New members are placed on a team at their first meeting to facilitate their involvement in the group. Through a variety of projects, students work together to develop the knowledge and skills to manage a new venture and to establish the networks needed to succeed as business leaders.

The organization is part of a network of student entrepreneurship chapters, the **Collegiate Entrepreneurs' Organization (CEO)**, which is headquartered at UT. In addition to bi-weekly meetings and various events throughout the year, UT Entrepreneurs makes an annual fall trip to Chicago for the National CEO Conference and hosts the **Southeast Entrepreneurship Conference (SEEC)** in the spring.

## Pitch Sykes

Pitch Sykes is a monthly informal opportunity for students to pitch their business ideas to entrepreneurs and faculty members. During the meetings, students practice presenting their ideas, talk with successful entrepreneurs, receive actionable feedback and discuss progress toward their ideas.

## Main Street Speaker Series

Students are invited to attend various **guest speaker events** hosted by the Lowth Entrepreneurship Center, including the Main Street Speaker Series, which brings successful entrepreneurs to campus to share their stories. Past speakers include Dan T. Cathy, president and CEO of Chick-fil-A; Mike DeLazzer, co-founder of RedBox; Bonnie Harvey and Michael Houlihan, co-founders of Barefoot Wine; Bob Circosta, TV's first home shopping host, with \$1 billion in sales; and Nick Freedman, president and co-founder of College Hunks Hauling Junk.

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(813) 253-6211 | [admissions@ut.edu](mailto:admissions@ut.edu) | [ut.edu](http://ut.edu)

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## About UT

The University of Tampa is a medium-sized, private university offering more than 200 undergraduate and graduate programs of study. Richly diverse, UT is the school of choice for approximately 9,600 students from all 50 states and 130 countries.

Visit [ut.edu/entrepreneurship](http://ut.edu/entrepreneurship) for more information about studying entrepreneurship at UT.

