

# Master of Innovation and Entrepreneurship

The Master of Innovation and Entrepreneurship (MIE) provides academic and practical training for students to embark on careers as entrepreneurs (innovating to form new companies), and as intrapreneurs (innovating within existing companies).

The program provides students with knowledge and experience on core topics on the process of innovation and entrepreneurship, i.e., identifying new venture opportunities through lean startup methodology, developing a business model, preparing a business plan, assembling a team, raising the necessary financing including venture capital, and launching a new business. The program is a self-supporting terminal master's degree, which includes opportunities for extra-curricular programming.

Applicants may apply directly to the Paul Merage School of Business. Applicants must meet all the prerequisite requirements at the time of matriculation into the program. Admission to graduate level standing in the Paul Merage School of Business is accorded to those possessing an undergraduate degree with an acceptable level of scholarship from an institution of recognized standing.

Applicants for admission are evaluated on their academic record and potential for leadership, as demonstrated by the materials submitted in the application. These materials must include official university transcripts, two letters of recommendation, two essays, a resume, and a personal interview (by invitation only). The GMAT or GRE are strongly recommended for applicants with GPAs under a 3.3. While these tests are not required, the admissions team is looking for evidence of strong verbal and quantitative skills. If the potential applicant received their undergraduate degree from a foreign country and their primary language is not English, then they are responsible to take the TOEFL exam with a minimum score of 80 on the internet-based test. A Pearson Test of English (PTE) may be substituted for the TOEFL. The minimum score for the PTE is 53.

## Requirements

The program consists of 10 required courses (32 units) and 12 units of electives, for a total of 44 units. The degree can be completed full-time over three quarters or part-time over six quarters. The maximum time to degree is two years. The required courses are as follows:

A. Complete core requirements:	
INNO 202	Leading People and Projects
INNO 203	Accounting for Entrepreneurs
INNO 205	Marketing for Entrepreneurs
INNO 209	Managerial Finance and Venture Capital
INNO 211	MIE ProSeminar <sup>1</sup>
INNO 214	Entrepreneurship
INNO 215	Lean Startup
INNO 291A	Business Creation: Ideation
INNO 291B	Business Creation: Pitch Deck Preparation
INNO 292	Business Law for Entrepreneurs
B. Select three electives from the following:	
INNO 212	Business Growth Strategies for Entrepreneurs
INNO 257	Marketing on the Internet for Entrepreneurs
INNO 298	Merage Consulting Projects for Entrepreneurs
INNO 294	Edge: Innovation in the New Digital Age
INNO 290	Special Topics in Innovation and Entrepreneurship

<sup>1</sup> Must be taken during the fall, winter, and spring quarters.