

# Ever thought about starting your own business? Here is your chance!



**Spring 2013: Geeks to Gazillionaires: *Turning Ideas into Successful Companies***

**Offered by the Applied IT Department and School of Management**

**Cross-listed as TCOM 590 (Section 006) and MBA 752 section 002 and IT 495 (Section 002)**

**Have a vision or ideas for your own company-** and the courage and leadership to follow-through – but would appreciate the opportunity to be mentored by those who have already succeeded in forming a successful business – and win some cash while you're at it?

**This Entrepreneurship course may be what you are looking for.**

**Instructors are a team of prominent CEOs who have started and run very successful companies.**

**Suresh Shenoy**, Executive Vice President of iMC Corporation

**Skip West**, President, MAXSA Innovations

**Time:** Monday, 7:20PM-10:00 PM

**Location:** Arlington Campus, ARLFH 317

Students working in teams will experience taking an idea and building a business. Teams will decide which ideas to develop and will learn and implement the tasks required to get your business idea up and running as a successful company. The class will be taught in a competitive environment. In addition to texts, students will gain experience in all aspects of running a business and a thorough understanding of organizational dynamics. Students and professors will evaluate each team's performance and teams will be judged according to their ability to build a successful business. **The winning team will divide a monetary prize.**

Each class session will focus on specific topics associated with building a business: Team Creation, Business Planning, Market Research, Product Development, Financial Planning, Funding, People and Organizations, Competitive Strategies, Operations, Growth and Exit Strategies, and more. Students will have reading assignments and will participate in competitive team assignments.

Enrollment is limited to 30 students. The course is open to all Mason students with graduate status; extended study students may apply. Seniors may apply with special permission of the instructors. Enrollment is competitive and limited; timely application is encouraged.