

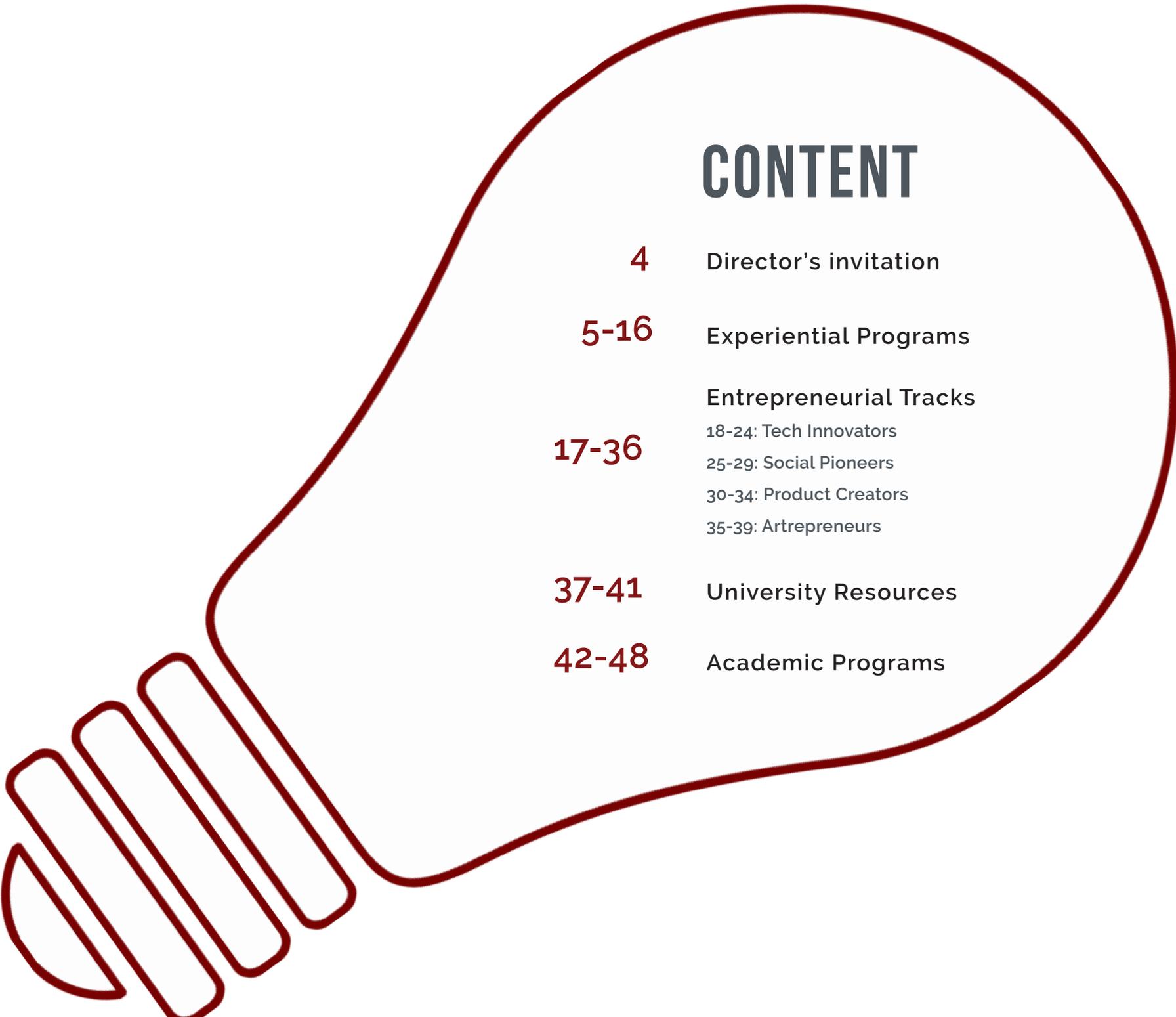


PRICE COLLEGE OF BUSINESS  
TOM LOVE CENTER FOR ENTREPRENEURSHIP  
*The UNIVERSITY of OKLAHOMA*

**ANNUAL  
REPORT**

# YOUR SUCCESS REALIZED HERE

The entrepreneurial ecosystem at the University of Oklahoma specializes in teaching, training, and developing student entrepreneurs in the classroom and guiding them to success in the professional world; creating companies driving economic growth in Oklahoma and the World.



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## DIRECTOR'S INVITATION

All students at the University of Oklahoma, pursuing degrees in any specialty, are encouraged to seek their vision of entrepreneurial success in our ecosystem of entrepreneurship and innovation. Our programs in the Price College of Business' Tom Love Division of Entrepreneurship & Economic Development are nationally ranked. We combine the best resources and experiential programming to activate students as process-oriented thinkers who build revolutionary ideas and companies. There is a place for you in the world of entrepreneurship, here. With the help of our expert faculty and staff, you will develop your idea from a daydream, to a focused consumer value proposition, and then to a validated business model. You will graduate with an adaptable mindset – able to solve problems, identify opportunities, and launch solutions.

**Jim Wheeler, Ph.D.**

Stanley White Executive Director and Co-Founder

Tom Love Center for Entrepreneurship, The University of Oklahoma



# EXPERIENTIAL PATHS

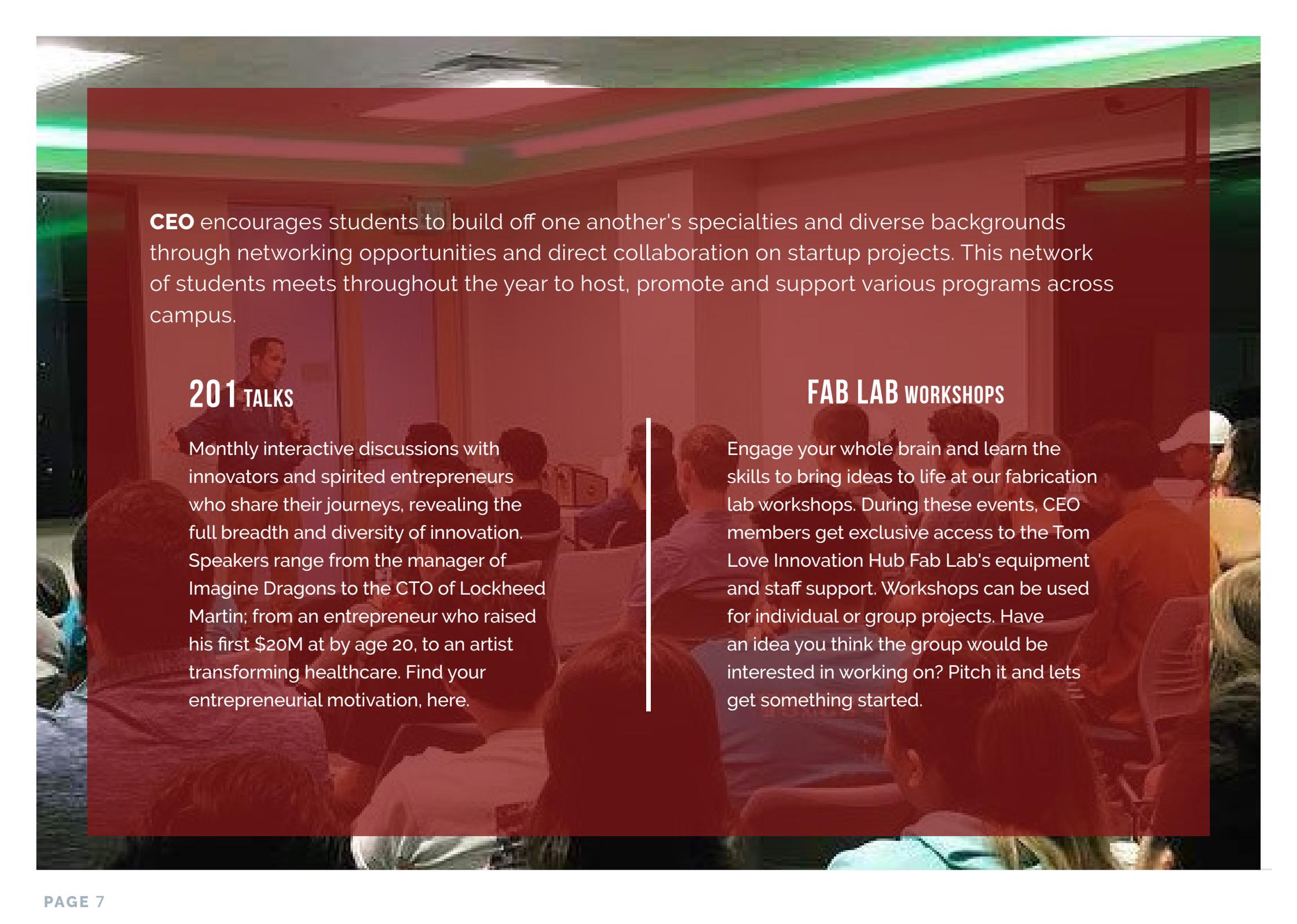
to Entrepreneurial success

Experience is the greatest teacher of all. While entrepreneurship education and training programs promote student learning and skill development, our experiential opportunities push you towards the formation and launch of real companies serving real customers. Experiential offerings in the OU entrepreneurial ecosystem immerse student entrepreneurs into the local startup culture, offer them grants to test nascent business ideas, and funding to launch validated business models.

# COLLEGIATE ENTREPRENEURS ORGANIZATION

A multidisciplinary, student-led club for those who want to fully immerse themselves in OU's entrepreneurial ecosystem. Connect with fellow entrepreneurs or find your team of entrepreneurially minded experts among our membership spanning disciplines, majors, and degree level. CEO partners with the Tom Love Center for Entrepreneurship and the Tom Love Innovation Hub to ensure our members can participate and promote the various events and programs offered throughout the academic year.





**CEO** encourages students to build off one another's specialties and diverse backgrounds through networking opportunities and direct collaboration on startup projects. This network of students meets throughout the year to host, promote and support various programs across campus.

## 201 TALKS

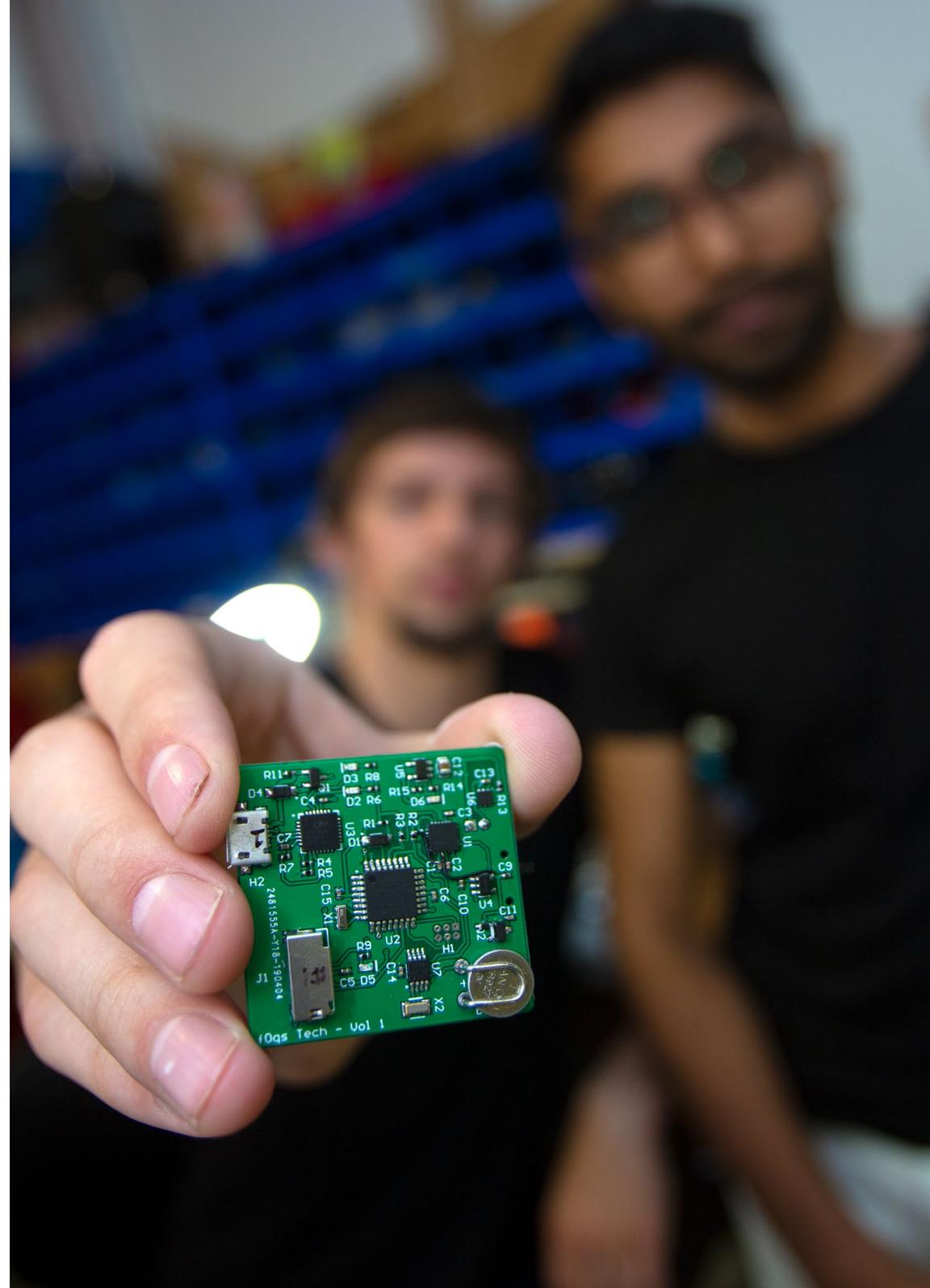
Monthly interactive discussions with innovators and spirited entrepreneurs who share their journeys, revealing the full breadth and diversity of innovation. Speakers range from the manager of Imagine Dragons to the CTO of Lockheed Martin; from an entrepreneur who raised his first \$20M at by age 20, to an artist transforming healthcare. Find your entrepreneurial motivation, here.

## FAB LAB WORKSHOPS

Engage your whole brain and learn the skills to bring ideas to life at our fabrication lab workshops. During these events, CEO members get exclusive access to the Tom Love Innovation Hub Fab Lab's equipment and staff support. Workshops can be used for individual or group projects. Have an idea you think the group would be interested in working on? Pitch it and lets get something started.

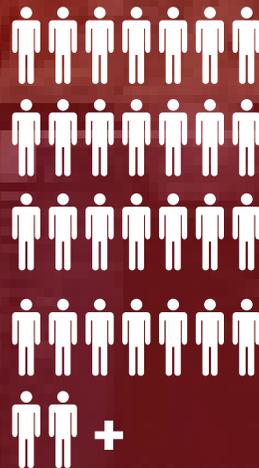
## SOONER INNOVATION FUND

The Sooner Innovation Fund has grants from \$500-\$5,000 to help OU students transform ideas into reality. The Fund is a self-paced, 10-week proof-of-concept program designed to help OU students test the feasibility and marketability of their ideas, and build prototype products. It has three phases. First, you will submit a short application online. Second, you learn how to test your product, service, or technology. Third, you will execute the tests you designed with guidance from the OU Center for Entrepreneurship staff.



**The Sooner Innovation Fund** is a flagship program within the Center for Entrepreneurship. It is one of the few grant or funding programs open to all students regardless of major or department affiliation. Your peers from across disciplines are joining forces to launch new businesses every semester.

**7500**  
Students  
Reached



**154**  
Applicants



**20** New Ventures  
Started

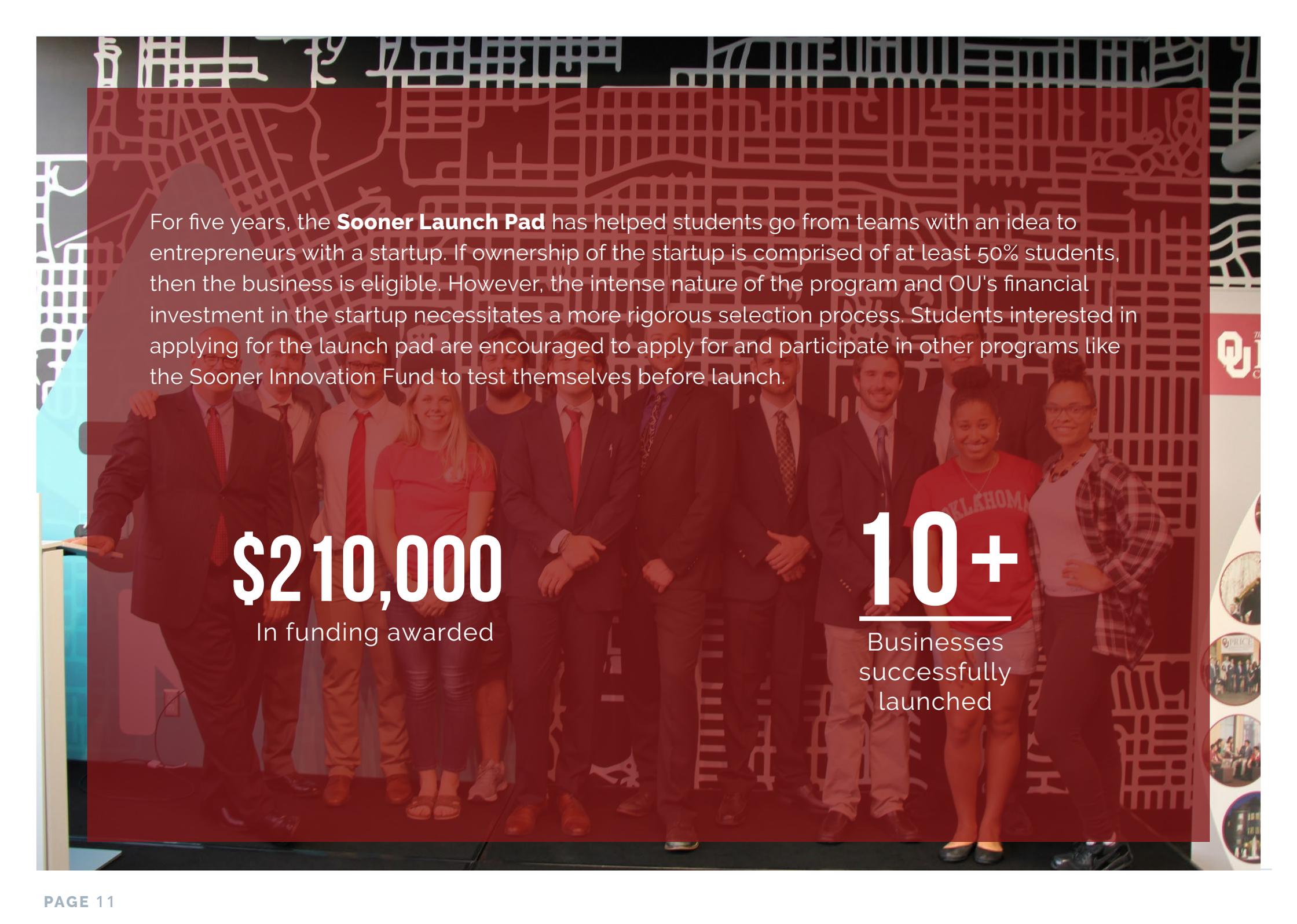
Before being accepted, each team goes through an interview process with CfE representatives.

## SOONER LAUNCH PAD

The Sooner Launch Pad Business Accelerator starts with small teams of aspiring student entrepreneurs looking to start or expand a business. SLP provides a multidisciplinary environment for OU students, alumni and the Oklahoma community to propel business ideas into new ventures. We provide support to teams including mentoring, training, meals and workspace for the eight-week summer program.

Unlike Sooner Innovation Fund, a grant to test nascent ideas, Sooner Launch Pad is an investment in an early-stage startup. In exchange for a 3% equity stake, teams are awarded \$10,000 in seed funding to accelerate the launch of their entrepreneurial ventures.





For five years, the **Sooner Launch Pad** has helped students go from teams with an idea to entrepreneurs with a startup. If ownership of the startup is comprised of at least 50% students, then the business is eligible. However, the intense nature of the program and OU's financial investment in the startup necessitates a more rigorous selection process. Students interested in applying for the launch pad are encouraged to apply for and participate in other programs like the Sooner Innovation Fund to test themselves before launch.

**\$210,000**

In funding awarded

**10+**

Businesses  
successfully  
launched

# ENTREPRENEURSHIP EXPO

The OU Entrepreneurship EXPO welcomes student and local startups to showcase their ideas, business models, or products to the broader OU community. The event promotes student entrepreneurship specifically, while displaying the vibrancy of the OU entrepreneurship ecosystem – supporting Sooner Nation’s drive for innovation.

The EXPO is an opportunity to showcase your new venture concept in front of fellow entrepreneurs and professional investors. Perhaps your business is already taking orders or signing new clients – then the EXPO is your trade show. Maybe you’re ready for growth and looking to pitch your plan – your next investor may walk right in front of your booth. Put your vision for entrepreneurial success out there for the community to support.



**OU Entrepreneurship EXPO** has three categories for participation: **1) New Venture Concept** - more than just an idea but less than a company with customers. **2) First Customer** - has achieved committed presales and sales but have yet to scale or obtain investment. **3) Young Startup** - the business is less than 3 years old, has created / captured value, and is seeking funding to grow.

**300+**

Attendees

**40+**

Presenting startups

**29** Student Teams

Students entrepreneurs made up the bulk of EXPO presenters. Teams were made up of entrepreneurship majors, minors, and multidisciplinary students from across campus.

**5** Colleges Represented

## I2E LOVE'S CUP

The Love's Cup is a statewide collegiate business plan competition simulating the real-world process of researching a market, writing a business plan and making a presentation to potential investors. The program has awarded \$1.95M in cash, \$140K in scholarships and \$250K in fellowships.

The Tom Love Division of Entrepreneurship and Economic Development offers a Love's Cup course where select teams work with faculty and mentors, earning degree credits while preparing their business plans for competition. OU teams made up four of the six finalists in the 2019 Love's Cup.



The **2019 Love's Cup** was a great year for OU student entrepreneurs. Of the seven OU teams that participated, half placed in the top three of their categories. All seven received awards or interviews and all received funding.

7

OU Teams  
Competed

4

Top 3  
Awardees

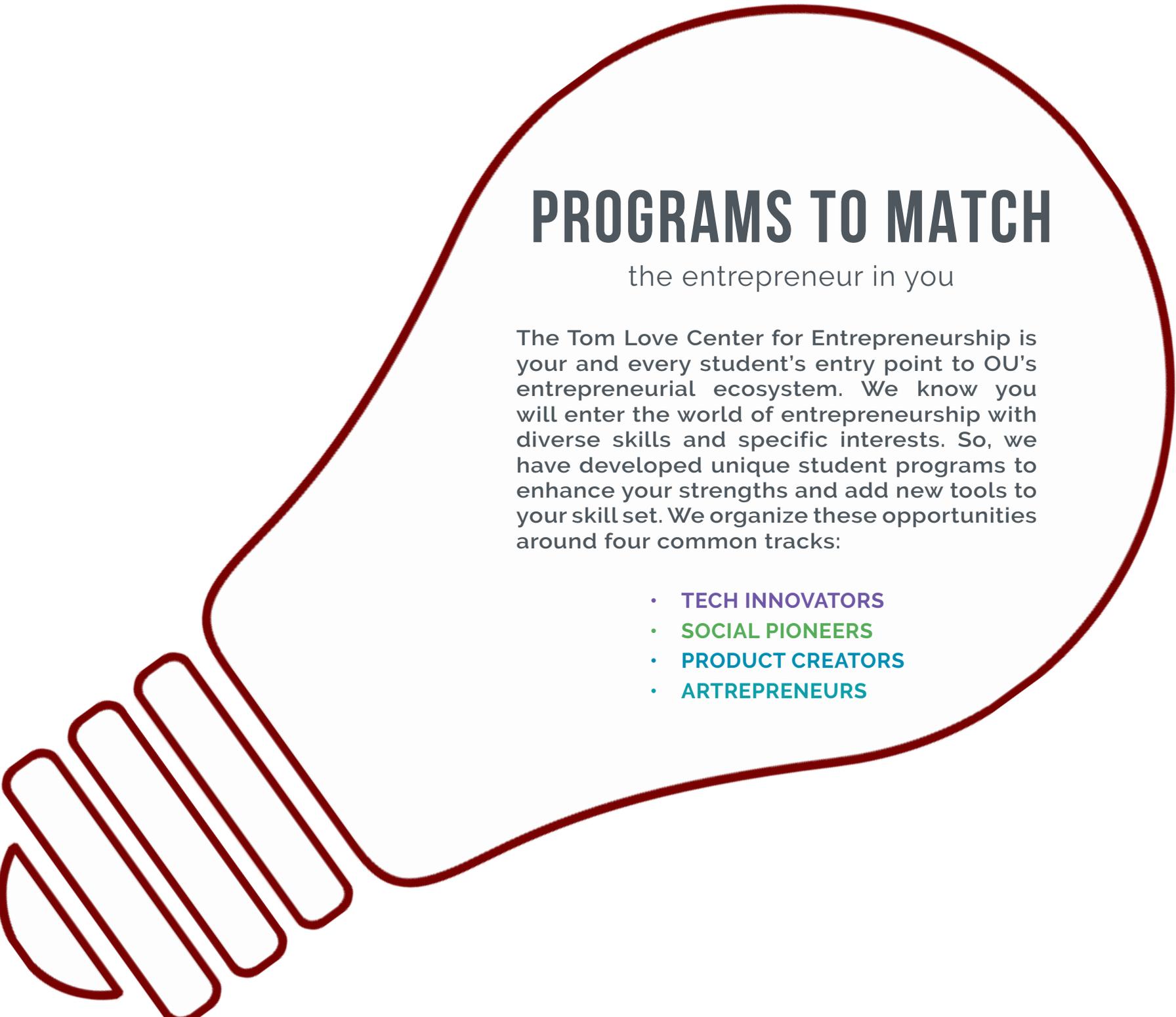
\$27,000

In funding awarded



## STARTUP WEEKEND

The hardest part of starting up is starting out. At Startup Weekend, you'll be immersed in the ideal environment for startup magic to happen. Every year, OU students participate in Startup Weekend; an intense 54-hour event offering networking, resources, and incentives for you to work out your business idea. Teams receive advice from mentors, conduct original research, and build working prototypes competing to become the weekend's best-developed startup. More than 46 participants from the Norman and Oklahoma City communities participated in the fourth annual Startup Weekend.



# PROGRAMS TO MATCH

the entrepreneur in you

The Tom Love Center for Entrepreneurship is your and every student's entry point to OU's entrepreneurial ecosystem. We know you will enter the world of entrepreneurship with diverse skills and specific interests. So, we have developed unique student programs to enhance your strengths and add new tools to your skill set. We organize these opportunities around four common tracks:

- **TECH INNOVATORS**
- **SOCIAL PIONEERS**
- **PRODUCT CREATORS**
- **ARTREPRENEURS**

# TECH INNOVATORS

Today's technological landscape is full of innovators applying technology to nearly every problem. If you're interested in application development, machine learning, AI, or devising computer-based solutions to problems big or small you're a tech innovator. Tech Innovators have the interest and know-how to turn idea into action.

Tech entrepreneurs are not restrained to any background or major. Have an interest in technology, but not the expertise – OU's entrepreneurial programs can adapt your skills and mindset, making you an asset to any tech startup.

The OU entrepreneurial ecosystem is full of mentors from various colleges and disciplines, with more than 10 programs tailored to tech innovation and many more resources to create, design, and test your code or hardware.



## STUDENT PROFILE: **CLOUD PATROL**

Students utilizing technology from the Advanced Radar Research Center's Radar Innovations Laboratory created Cloud Patrol, a radar system designed to improve drone safety, here at the OU Research Campus.

Founder Devon Alcorn, an electrical engineering major from Wichita was also pursuing a minor in entrepreneurship when he and his partners took advantage of OU intellectual property through the Office of Technology Development and turned it into a new business venture.

After completing the Sooner innovation Fund and placing in the Love's Cup this the team continues to pursue their degrees while developing this fast-tracked entrepreneurial endeavor.

A photograph of the Radar Innovations Laboratory building at the OU Research Campus. The building is a modern, multi-story structure with a grey facade and large windows. The name "RADAR INNOVATIONS LABORATORY" is prominently displayed in large, illuminated letters along the top edge of the building. The foreground shows a paved walkway, a small tree with yellowing leaves, and some landscaping with rocks and plants. The sky is blue with scattered white clouds.

RADAR INNOVATIONS LABORATORY

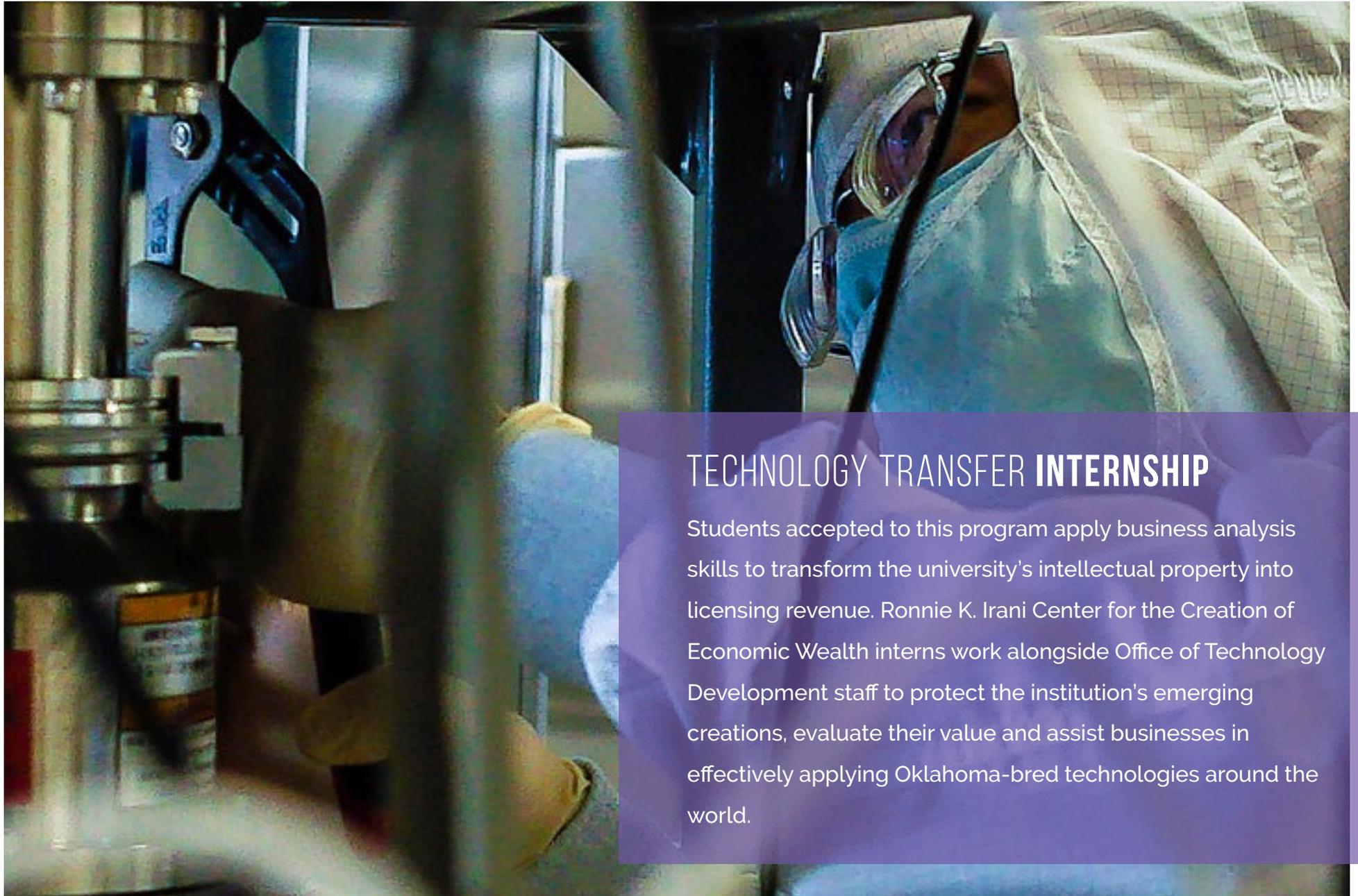


## SOFTWARE BUSINESS ACCELERATOR & GRAPHIC DESIGN

This program creates a team of student programmers and graphic designers to a business project. Answering today's business challenges requires rapid development of user-centric software products, and the SoBA program gives students the experience necessary to be on the cutting edge.

## COMPUTER SCIENCE SOFTWARE STUDIO

Students seeking to dive deep and accelerate their next software project can take advantage of the Computer Science Software Studio in the Gallogly College of Engineering. Student teams work together to bring their app and game ideas to life, enter competitions, access unique seminars and connect with professionals.



## TECHNOLOGY TRANSFER **INTERNSHIP**

Students accepted to this program apply business analysis skills to transform the university's intellectual property into licensing revenue. Ronnie K. Irani Center for the Creation of Economic Wealth interns work alongside Office of Technology Development staff to protect the institution's emerging creations, evaluate their value and assist businesses in effectively applying Oklahoma-bred technologies around the world.



## OK CODERS

Oklahoma's first software developer bootcamp; training students and community members in the basics of web application development, including: HTML, CSS, JavaScript, and server programming through node.js. Participating in the program, you will be connected to the OKC startup community and take courses tailored for developers of all experience levels.

## BAY AREA INTERNSHIP

The I-CCEW Bay Area Internship is an intense 2-month summer program for outstanding students who participated in a program or internship. The Bay Area internship immerses students in early-stage technology commercialization projects, while maintaining an exchange of talent and intellectual property between Oklahoma and Silicon Valley.



# SOCIAL PIONEERS

Social entrepreneurship is the creation of ventures using the power of commerce to sustainably meet social or environmental needs. Entrepreneurship is a powerful vehicle of change, with the potential to generate powerful and sustainable solutions for the world's most pressing social problems. If your bottom line is the positive impact your vision has in the world, you may be a social pioneer.

Social entrepreneurship requires immense collaboration and diversity of skillsets, experience, and knowledge. Teams and projects are as diverse as societies issues.

The social entrepreneurship programs offered at OU teach students to develop and manage innovative solutions to meet social needs, opportunities to increase their understanding of economic and social value creation, while putting plan to action through workshops and internships.

## STUDENT PROFILE: **MENSTRUAL MATES**

Started in India and market tested in Norman, Okla., this socially minded venture is tackling the engineering and cultural challenges of creating the world's first self-adjusting menstrual cup.

Cynthia Belardo, an environmental studies major and Pranav Mohan, mechanical engineering, have put women at the center of their business model. Starting with a grant to study social projects in rural India, the duo set out to study the impact of menstrual management education on economic challenged areas. Their research found menstrual taboos and myths rampant and access to hygienic menstrual management resources limited.

Belardo and Pranav are now building a business supporting women around the world through improved menstrual management products. They founded Menstrual Mates in the Sooner Innovation Fund and secured funding through the Sooner Launch Pad. Social Pioneering projects like theirs will always find support within the OU entrepreneurial ecosystem.



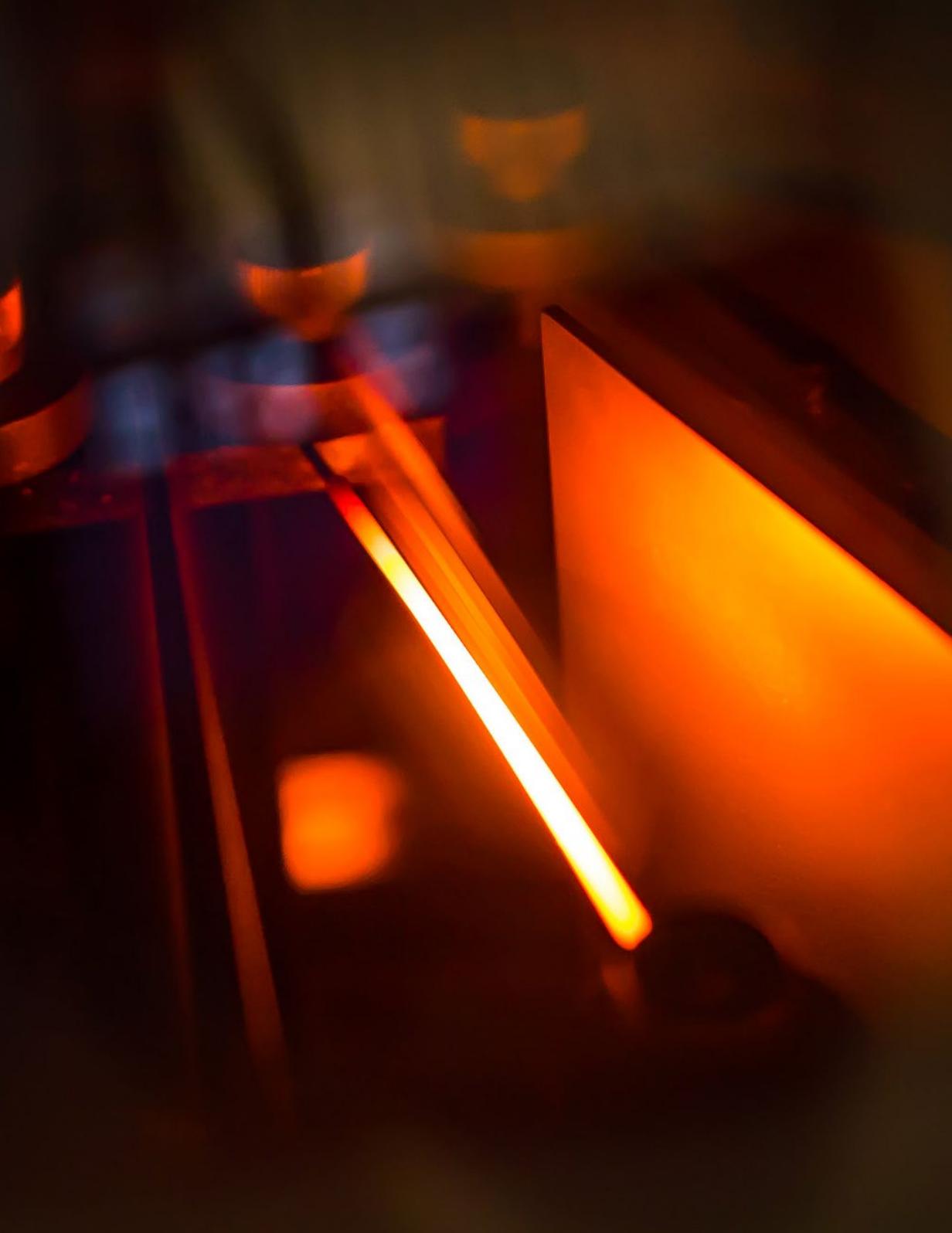


## SOCIAL ENTREPRENEURSHIP **INTERNSHIP**

Student interns apply business principles to create sustainable solutions for social problems and expand the impact of socially focused organizations in the United States and abroad. Students in this program make significant impact through intern projects, including creating affordable, sustainable products for developing communities, expanding plans for non-governmental organizations to scale their operations, and pilot programs for new and existing nonprofits.

## INTERDISCIPLINARY ANALYST **INTERNSHIP**

This I-CCEW run Internship is a semester-long experiential learning opportunity for OU students at the Norman, OKC, and Tulsa campuses. OU Students are placed on teams with others from various colleges and tasked with providing solutions to real-world problems. Over the course of the semester, you will work to commercialize innovative inventions, sustainably solve social issues, and develop solutions for Oklahoma startups launching their own tech venture.



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## THE MINE

The Fellowship is a nine-month professional program implementing community-impact and social innovation projects challenging top professional talent. Student fellows work in teams of 5 peers on important, high-visibility projects that benefit Oklahoma.

Each project receives a \$10,000 seed fund and determines the most effective way to spend the seed fund, which could include website construction, equipment purchasing, technology design, or travel to see best practices.

During the process, Fellows learn and experience the best of consulting frameworks from top management firms and startup methodologies, human-centered design, and Lean Launch Pad emphasis on customer discovery.



# OFA ASSOCIATESHIP

The Oklahoma Funding Accelerator (OFA) Associateship is a semester-long internship for students to work one-on-one consulting with local entrepreneurs. Students receive training and experience in business model generation, business plan creation, financial projections, and loan proposal preparation. You will receive additional professional development as you build relationships with local banks, incubators, and technology centers. Students apply for an OFA Associateship for either the Spring or Fall semesters.

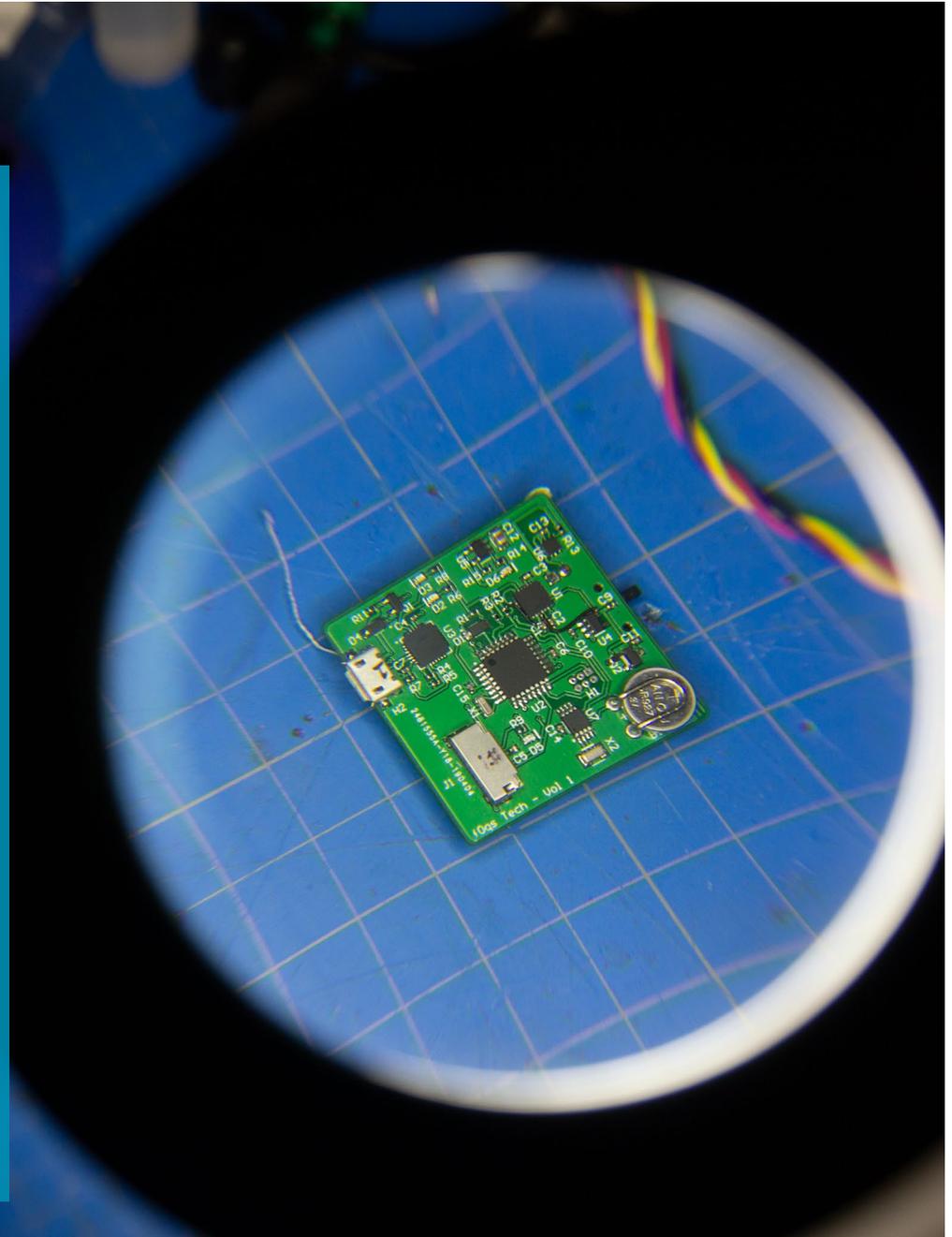


# PRODUCT CREATORS

Product Creators are tinkerers, makers, those who would rather build a prototype than write out a business plan. These entrepreneurs create all kinds of consumer products from the mundane, to the extravagant. If you're an inventor or merely have an eye for problems in need of a solution, the Product Creator track is for you.

Product creation, like tech innovation requires a high degree of technical expertise, but turning an invention into a product requires a team of diversified experts if it is ever to enter the marketplace.

OU's fabrication and technology labs, engineering programs and resources will help you turn an idea into a prototype and beyond. OU's entrepreneurial programs can connect product creators to diverse teams, creating agile startups capable of delivering quality products to market.

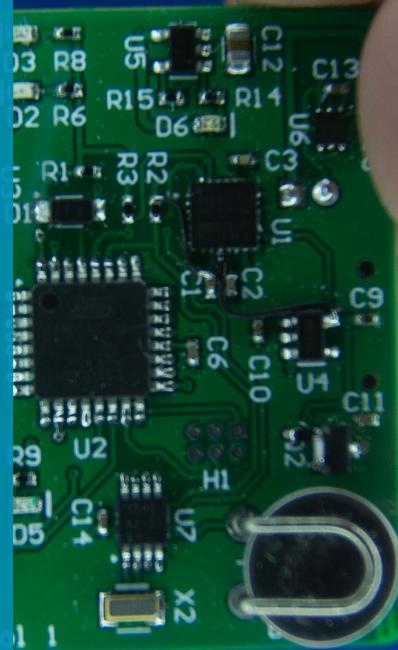


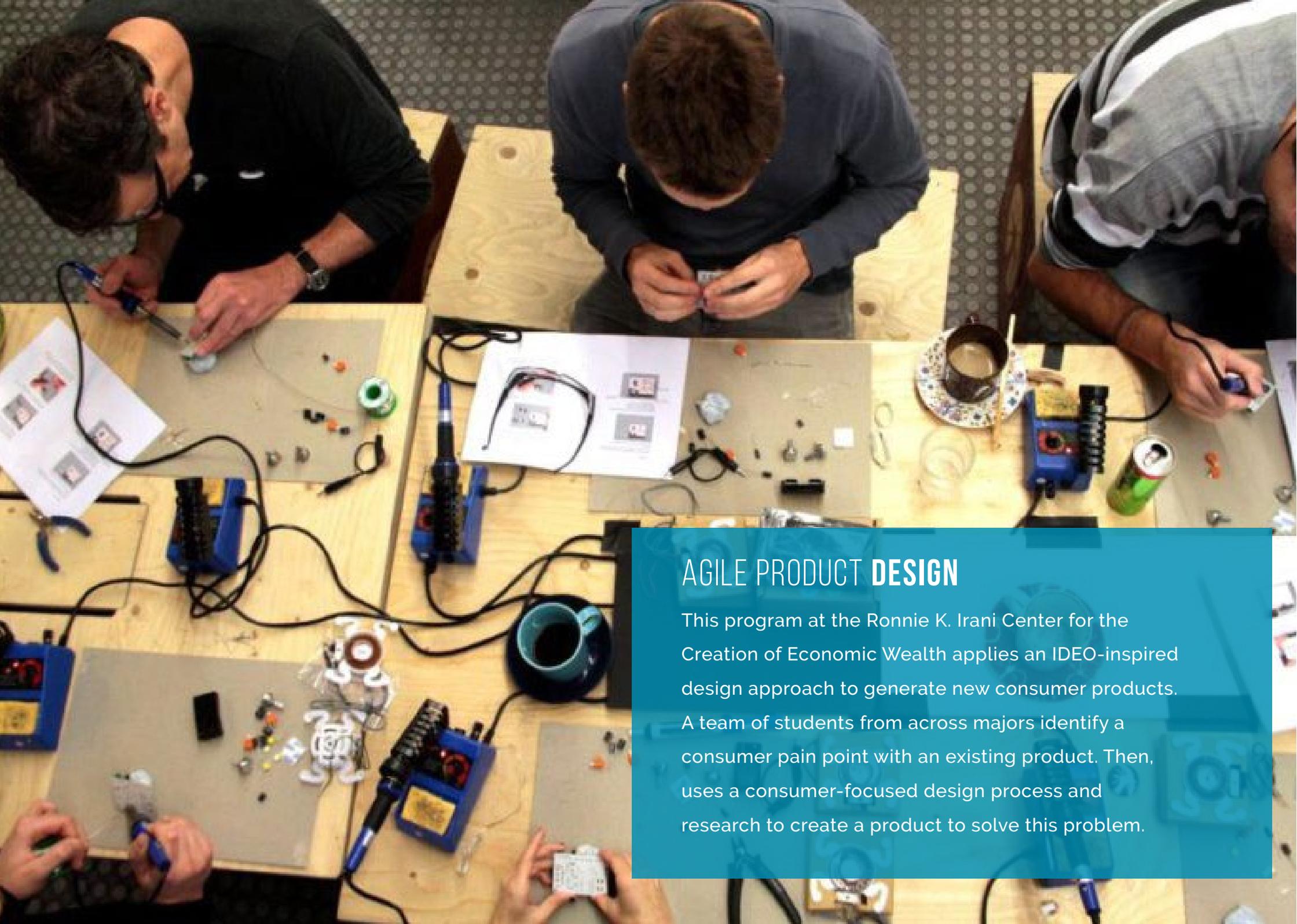
## STUDENT PROFILE: **ABK TECH**

This scrappy team of curious engineers are tackling neurological issues, like restless leg syndrome, with wearable technology meant to monitor behavior, alert users to health issues, and help them be more mindful of bodily activities.

Kristian Babic, a management information system major and his team have studied around the world to make their way to the University of Oklahoma. Babic hails from Bosnia, "they wouldn't let me [start a business] there, so I came here," he said.

ABK Tech started with a few product designs. Using the resources found at the Tom Love Center for Entrepreneurship, they went from market analysis to product testing in less than six months. Only a freshman at OU, Babic and his team have conducted consumer research through the Sooner Innovation Fund, grown a team, established a startup, and received investment from the Sooner Launch Pad. What will you do here at OU?





## AGILE PRODUCT DESIGN

This program at the Ronnie K. Irani Center for the Creation of Economic Wealth applies an IDEO-inspired design approach to generate new consumer products.

A team of students from across majors identify a consumer pain point with an existing product. Then, uses a consumer-focused design process and research to create a product to solve this problem.



## CREATE CHALLENGES

The Tom Love Innovation Hub hosts these events to promote market-oriented creative thinking and problem solving. Challenges range from physical (i.e. design a better kitchen knife holder), to virtual (i.e. use virtual reality to design game models). These multidisciplinary competitions are open to any OU student and offer various rewards throughout the academic year.



# ARTREPRENEURS

The creative processes of artists seem far removed from the traditionally rigid structure of the business world. In the world of entrepreneurship however, these divergent minds adapt well to lean startup methodology and the uncertainty inherent in startups.

Just as you acquire new skills and techniques to improve your art, experience in entrepreneurship can help turn your creativity into a sustainable business model.

Artists are a boon to any startup. Regardless of the venture, creative ability will always be necessary to communicate effectively and reach potential customers.

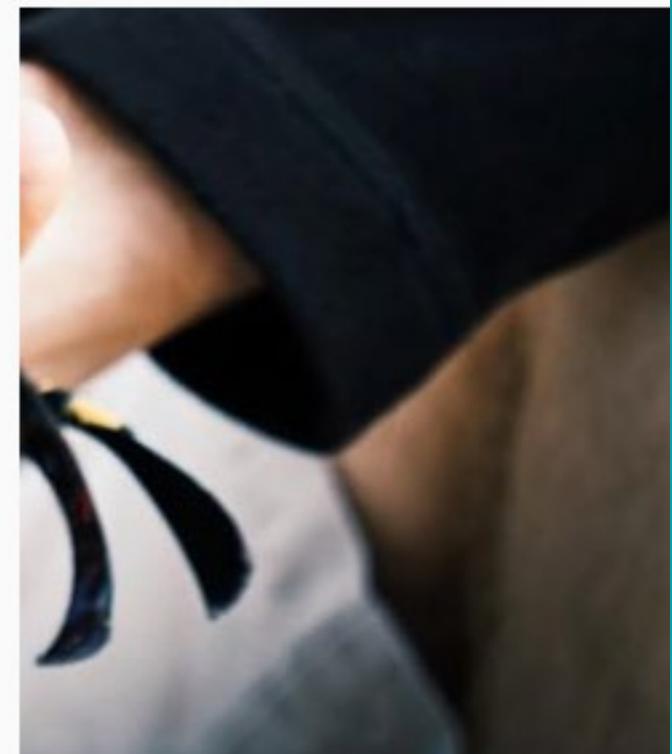
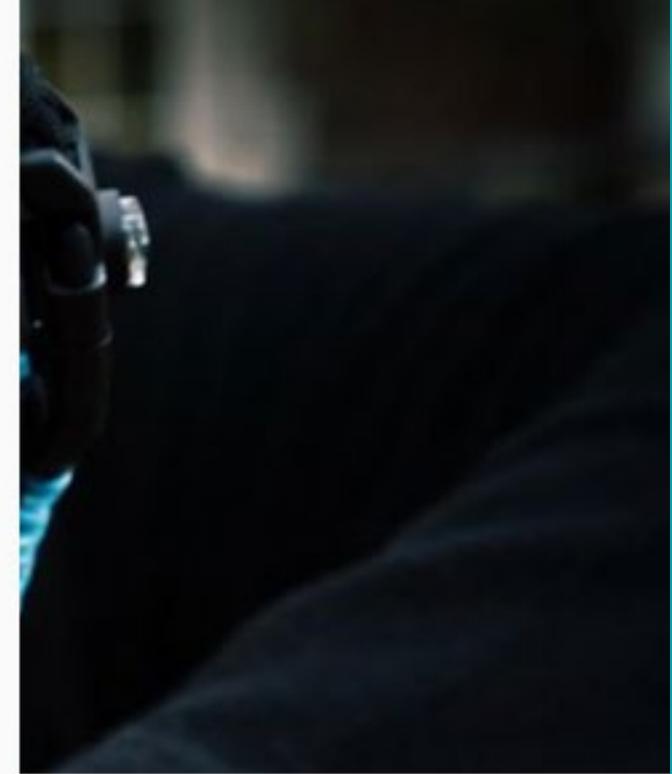
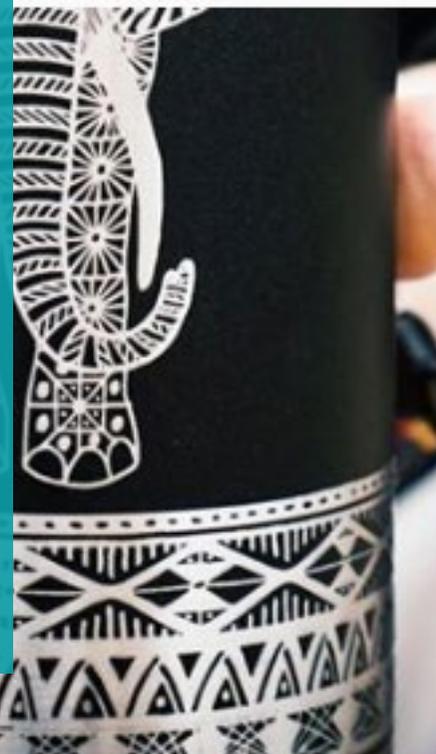
The OU entrepreneurial ecosystem is growing its artreprenurial programs and opportunities in partnership with the Weitzenhoffer College of Fine Arts. Current programs focus on interdisciplinary collaboration and artistic incubators.



## STUDENT PROFILE: **ECHO FLOW**

Echoflow Hydration prides itself on being an ecologically sustainable producer of high quality lifestyle products such as athletic gear, surf & skate boards, apparel, and their signature product a plastic free, fully recyclable, sustainably sourced water bottle; all emblazoned with the creative works of the founder, Tom Jones – an entrepreneur, like every artist.

Jones is an artist at heart. He decided to major in Entrepreneurship and Venture Management explicitly to put his art to work in a money-making venture. Along with entrepreneurial education, he sought resources from the Tom Love Center for Entrepreneurship's experiential programs. Using the Sooner Innovation Fund, the Entrepreneurship EXPO, and the Norman Innovation Challenge, Joes built his business model, secured funding, and launched Echoflow.





## VISUALIZATION **LAB**

The Tom Love Innovation Hub "Vis Lab" provides OU students access to virtual reality technology and free or open-source development software to inspire artists and technologists in the creation of digital products, 3D assets, and prototypes. The Vis Lab collaborates with the Code and Fab Labs to help student entrepreneurs access the skills and expertise necessary to thrive in this growing field.



## ARTS INCUBATION LAB

This workshop is for student and professional arts entrepreneurs who have high-growth ideas on the cusp of breakthrough. The lab is run as a one-week boot camp for creative entrepreneurs supported by an expert panel, including internationally award-winning artists, executives, and impresarios. This national, competitive program is put on through The Weitzenhoffer Family College of Fine Arts, Arts Management and Entrepreneurship department and hosted by the Tom Love Innovation Hub.



# RESOURCES

Equipment, Facilities & Expertise

Several organizations and departments within the entrepreneurship ecosystem provide students with tools, education, and training opportunities to help your team develop and launch your business model. From prototype, fabrication and programming; to legal advice and patenting - these partners and expert staff are here to see you succeed regardless of your entrepreneurial track.



## INNOVATION HUB **FAB LAB**

The Fabrication Lab, a 5,000-foot makerspace located in the Tom Love Innovation Hub, provides all the tools students need to see their idea to fruition. Tools include: 3D printers, laser cutters and CNC milling machines, electronic component manufacturing tools, and full-scale wood and metal shops. Fab Lab experts guide students in the fabrication process through design and prototyping workshops and help you connect to additional fabrication resources in and around campus.



## INNOVATION HUB **CODE LAB**

The Tom Love Innovation Hub Code Lab provides students access to computer science, coding, and technology development in Oklahoma. With the right resources and a passion for creating new technology, you can develop and bring your app or software to market. With a growing network of Oklahoma developers and engineers, the Code Lab works to support your technology concepts.



## LEGAL CLINIC

Like all entrepreneurs, OU students pursuing dreams of startup success have a great need for legal expertise. Fortunately, the Legal Clinic at the Tom Love Innovation Hub, in partnership with the OU School of Law, can provide free legal support for you and your venture.



# OFFICE OF TECHNOLOGY DEVELOPMENT

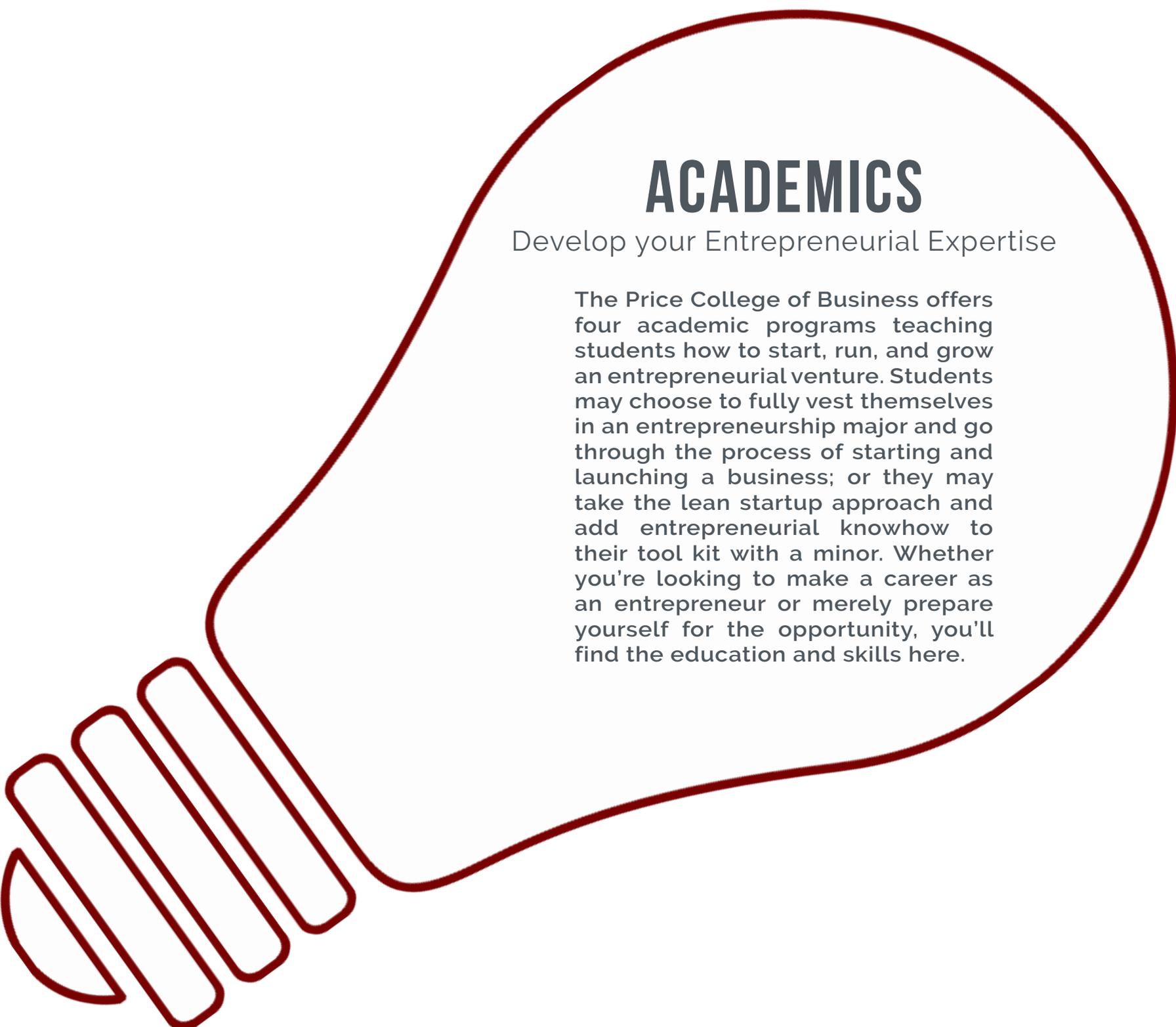
The Office of Technology Development believes innovation from academic research can make a positive difference in the world. We help OU researchers transform ideas into tangible impact for the betterment of society.

They provide the highest level of fiduciary expertise for the perfection, conveyance and commercialization of OU intellectual property, and serve as a driving force for OU's economic impact through education, expertise, and efficiency.

In the last seven years alone, they have evaluated over 500 innovations, filed for 350 patents, and returned \$23 million in royalty/license income and reimbursement back to OU.



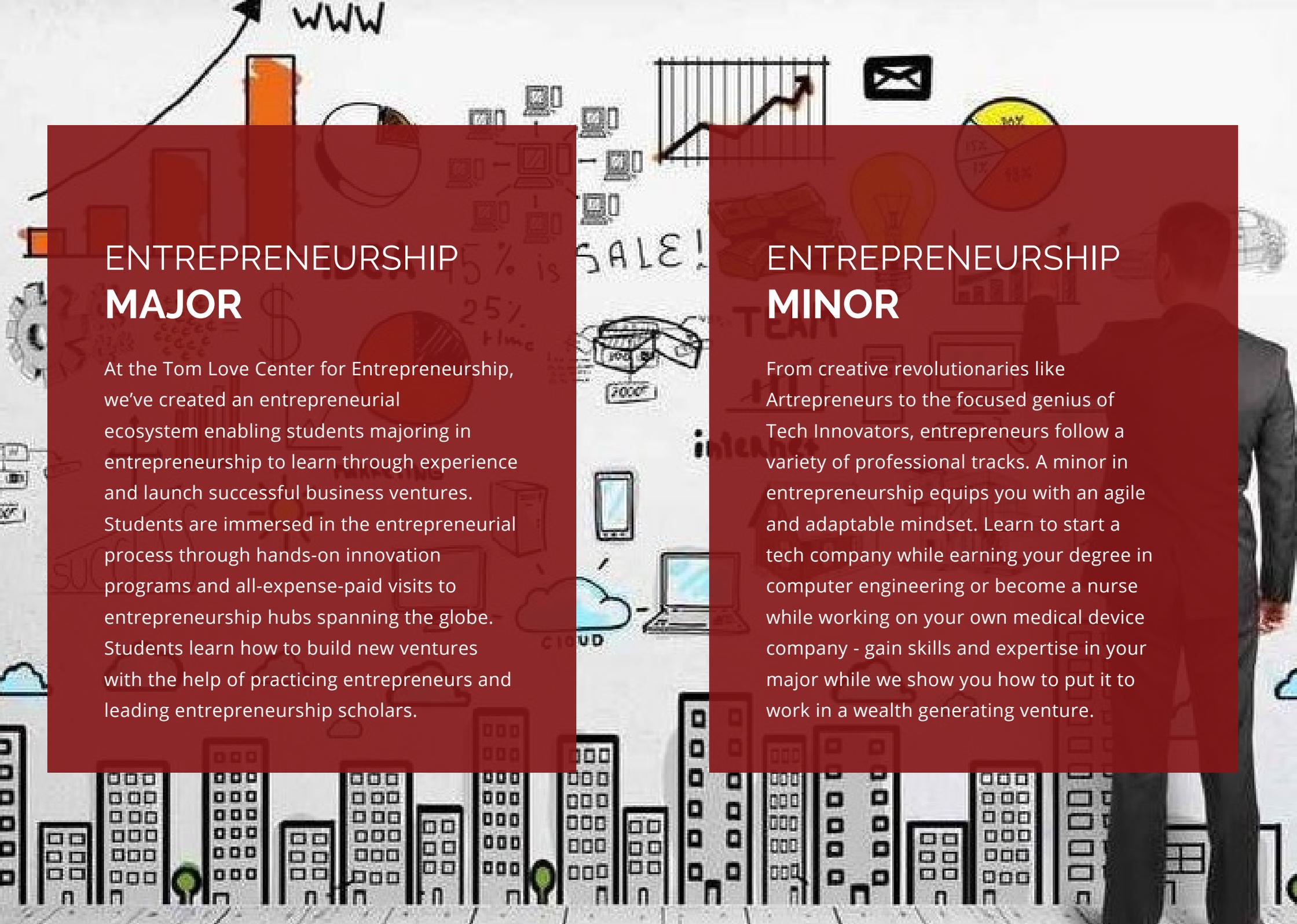
**500+**  
INVENTIONS  
DISCLOSED



# ACADEMICS

Develop your Entrepreneurial Expertise

The Price College of Business offers four academic programs teaching students how to start, run, and grow an entrepreneurial venture. Students may choose to fully vest themselves in an entrepreneurship major and go through the process of starting and launching a business; or they may take the lean startup approach and add entrepreneurial knowhow to their tool kit with a minor. Whether you're looking to make a career as an entrepreneur or merely prepare yourself for the opportunity, you'll find the education and skills here.



## ENTREPRENEURSHIP MAJOR

At the Tom Love Center for Entrepreneurship, we've created an entrepreneurial ecosystem enabling students majoring in entrepreneurship to learn through experience and launch successful business ventures. Students are immersed in the entrepreneurial process through hands-on innovation programs and all-expense-paid visits to entrepreneurship hubs spanning the globe. Students learn how to build new ventures with the help of practicing entrepreneurs and leading entrepreneurship scholars.

## ENTREPRENEURSHIP MINOR

From creative revolutionaries like Artpreneurs to the focused genius of Tech Innovators, entrepreneurs follow a variety of professional tracks. A minor in entrepreneurship equips you with an agile and adaptable mindset. Learn to start a tech company while earning your degree in computer engineering or become a nurse while working on your own medical device company - gain skills and expertise in your major while we show you how to put it to work in a wealth generating venture.

# FIRST FIDELITY BANK INTEGRATED BUSINESS CORE

Students in the First Fidelity Bank IBC program receive hands-on, real-world, experiential training through simulated business opportunities inside and outside of the classroom. Starting with the formation of a company, students brainstorm product ideas, perform market analysis,

manage employees and discover legal implications of business transactions associated with day-to-day business dealings. IBC develops the skill sets necessary to launch a successful business by exposing students to all aspects of business, including: accounting, financial analysis, market analysis, advertising, supply chain, website development and design, employee/employer relationships, and the business regulatory environment.

Students are immersed into the business arena; working side-by-side with professors, industry professionals, and community partners. First Fidelity Bank is an integral component of the program. Not only do they consider loan proposals from student companies, their banking executives offer practical feedback and consultation to the teams as they assess risks associated with their start-ups.



Companies formed through IBC have donated more than \$1.475 million to local charities since the program's inception in 1995. Students have also donated over 92,000 hours of community service to local non-profits, schools, and community shelters.

# NEW VENTURE DEVELOPMENT

The NVD course sequence uses a strong team-driven approach. Students in these courses represent many different disciplines, with entrepreneurship minors and double majors. NVD students form multi-disciplinary teams and work together for three semesters to launch their new venture. The sequence is taught across three courses.

In the NVD I course, student teams learn the essential elements of the entrepreneurial process including the launch, growth, and harvest of the entrepreneurial venture. Through this course students understand the elements of entrepreneurial process and engage in the discovery of entrepreneurial opportunities and the creation of novel technologies.

In NVD II, your team will focus on the validation and design of your new venture. You learn to develop your business concept into a viable business model. Teams conduct secondary and primary research, document findings, and translate these into an evaluation of feasibility.

Finally, in NVD III your team will prepare for company launch. Teams create a thorough business plan, present to investors, and explore venture funding options.



## ENTREPRENEURSHIP MBA FOCUS

The Entrepreneurship Specialization prepares students to determine the feasibility of business ventures and to develop innovative ideas for commercialization. Graduates can pursue entrepreneurial opportunities in established organizations, pursue their own venture, or seek employment with service and capital providers.

## AME GRADUATE CERTIFICATE

Arts Management & Entrepreneurship Graduate Certificate is built on a flexible structure of fine arts, arts entrepreneurship, and MBA courses developing the skills needed for career success and creative impact. The program is well rounded with a diverse scale of local, regional, and international internships, and a ground-breaking arts incubation lab.

## ENTREPRENEURSHIP PHD

The PhD in Business Administration, emphasis in entrepreneurship, program focuses on opportunity development and organizational aspects of entrepreneurship. Students are expected to develop competencies in nascent venture development, resource acquisition, micro entrepreneurship, social entrepreneurship and strategic entrepreneurship. All students receive rigorous training in statistics and research methodologies.

# UNIVERSITY WIDE ENTREPRENEURSHIP COURSES

**INNOVATION & ENTREPRENEURSHIP**  
COURSE - ENT 2113

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**ENTREPRENEURIAL METHODS**  
COURSE - ENT 3103

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**SOCIAL ENTREPRENEURSHIP**  
COURSE - ENT 3103

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**ENTREPRENEURIAL PROCESS**  
COURSE - ENT 3203

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**NEW PRODUCT DEVELOPMENT**  
COURSE - ENT 3413

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**INTERNATIONAL ENTREPRENEURSHIP**  
COURSE - ENT 3423

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**VENTURE CAPITALIZATION I**  
COURSE - ENT 3513

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**LAUNCHING THE NEW VENTURE**  
COURSE - ENT 3613

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**I-CCEW INTERNSHIP**  
COURSE - ENT 4503

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**VENTURE CAPITALIZATION II**  
COURSE - ENT 4823

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**MAGAZINE PRODUCTION**  
COURSE - JMC 4033

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**POLICIES & STRATEGIES IN  
FRANCHISING** COURSE - MKT 4713

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**E-BUSINESS ARCHITECTURE (ERP)**  
COURSE - MIT 5692

**ENTREPRENEURSHIP & INNOVATION**  
COURSE - ENT 5102

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**THE ENTREPRENEURIAL PROCESS**  
COURSE - ENT 5902

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**CAPITALIZING THE NEW VENTURE**  
COURSE - ENT 5912

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**VENTURE CAPITALIZATION I**  
COURSE - ENT 3513

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