

Join a Startup

For students who want to join an early-stage startup and contribute to the success of scaling a nascent organization, Duke I&E offers an array of opportunities to learn and apply your new knowledge. Learn strategy, management, and operations essentials through case-based courses, then apply that knowledge by working with others, including classmates, research faculty, and startup teams to advance their idea through supervised consulting projects and other co-curricular programs.

LEARN THE CONCEPTS THROUGH OUR COMPREHENSIVE COURSE OFFERINGS

Foundational Case-Based Courses

Strategy 838	ENTREPRENEURIAL STRATEGY
Strategy 845	ENTREPRENEURIAL EXECUTION
Finance 651	ENTREPRENEURIAL FINANCE
Finance 660	VENTURE CAPITAL / PRIVATE EQUITY
Accounting 591	MANAGERIAL ACCOUNTING

Case-Based Courses to Round Out Your Skills

Management 745 NEGOTIATIONS

Industry-Specific Courses

Management 750	SOCIAL ENTREPRENEURSHIP
Hlthmgmt 898	COMMERCIALIZING HEALTHCARE TECH
Hlthmgmt 898	DESIGN HEALTH 1, 2 & 3

Foundational Experiential Learning and Project-Based Courses

NEW VENTURES: DISCOVER

Strategy 849 | Fall 2 | Spring 1

Generate eureka moments by learning to explore the world around you for problems worth solving. Instead of jumping too soon into problem solving and solution development, expand your research, exploration, and discovery. Set aside pre-conceived notions and avoid blind spots to collect data and assess it as objectively as possible. *Ideal for anyone who wants to find white space for new innovation and entrepreneurial action.*

NEW VENTURES: DEVELOP

Strategy 849 | Spring 1 + Spring 2

Designed to help students gain experience building and testing a business model for their own ideas or as a team member working on someone else's venture. Students will explore the process of evaluating and understanding whether a business is worth doing. Students will learn to assess opportunities, develop and test business models, understand financials, and build a successful team.

NEW VENTURES: DELIVER

Strategy 851 | Fall 1 + Fall 2

New Ventures: Deliver will guide you through the planning and launch process with a high-touch, customized experience to position you and your venture for success. You will be actively working to generate revenue and position your venture for funding, if that's the desired growth path.

FUQUA CLIENT CONSULTING PRACTICUM (FCCP) X I&E

Strategy 895 | Spring 1 + Spring 2

Through the FCCP program, you can work with an early-stage startup on project of strategic importance to the venture. The organizations and projects vary year to year.

MENTORED STUDY X I&E

Management 754 | Spring 1 + Spring 2

You can build functional skills and gain sector-specific experience by conducting a Mentored Study with a local startup, choosing from companies that Fuqua has relationships with or sourcing an opportunity yourself. Firms and projects vary year to year.

PURSUE A CONCENTRATION OR CERTIFICATE

MBA Entrepreneurship & Innovation Concentration

The MBA Concentration in Entrepreneurship & Innovation requires a total of six courses for completion, including two required courses and at least one experiential course. Most courses are exclusive to Fuqua students and case-based.

I&E Graduate & Professional Certificate

The I&E Graduate & Professional Certificate offers experiential and project-based courses that bring together students from various Duke programs and departments. MBA students pursuing the certificate are required to complete a total of three courses, which include two electives along with the Narrative Design Seminar. Most I&E courses follow the full semester format rather than the shorter Fuqua quarter term.

HONE YOUR SKILLS THROUGH CO-CURRICULAR ACTIVITIES

STUDENT CLUBS

Entrepreneurship and Family Business Club

The Entrepreneurship and Family Business Club supports students interested in launching startups, innovating within family businesses, and navigating the unique challenges of both fields.

Tech Club

The Tech Club offers career resources, learning opportunities, alumni outreach, and other resources for those interested in working in the technology industry.

Design and Innovation Club

The Duke MBA Design and Innovation Club educates the larger Fuqua community about design- and innovation-focused thinking in the business world through experiential learning events.

ENGAGE WITH EXPERTS ACROSS CAMPUS AND IN THE COMMUNITY

New Venture Fellows (NVF)

In collaboration with the Duke Office for Translation & Commercialization, NVFs are responsible for assisting Duke start-ups with a variety of activities, from putting together investor pitch decks, to assessing the competitive landscape, to informing overall business plan development and corporate strategy.

Invented at Duke

This annual networking event is an opportunity for researchers to present their innovations to members of the venture capital and business communities as well as to stimulate interdisciplinary collaboration.

Duke Entrepreneurial Leaders Network (ELN)

An application-only network of alumni who are committed to working in innovation-driven startups.

American Underground

American Underground, a co-working space that is home to over 275 startups, hosts frequent events for the local startup community to connect.

Council for Entrepreneurial Development

The Council for Entrepreneurial Development (CED) is a Research Triangle Park-based non-profit dedicated to connecting regional entrepreneurs with the resources they need to build and launch a successful business, including hosting the premier conference for high-growth startups in the Southeast.