

Join a Startup

learn & engage



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

LEARN THE CONCEPTS THROUGH OUR COMPREHENSIVE COURSE OFFERINGS

FOUNDATIONAL CASE-BASED COURSES

Strategy 838	ENTREPRENEURIAL STRATEGY	Spring 1
Strategy 845	ENTREPRENEURIAL EXECUTION	Spring 2
Finance 651	ENTREPRENEURIAL FINANCE	Spring 2
Finance 660	VENTURE CAPITAL / PRIVATE EQUITY	Fall 1
Accounting 591	MANAGERIAL ACCOUNTING	Fall 2 Spring 1 Spring 2

FOUNDATIONAL EXPERIENTIAL-LEARNING AND PROJECT-BASED COURSES

NEW VENTURES: DEVELOPMENT

Strategy 849/850 || Fall 1 + Fall 2 & Spring 1 + Spring 2

Have an idea for a problem you want to solve or want to design a business model around someone else's problem? New Ventures: Development will lead you through the process of understanding whether an idea has teeth and if it is a business worth doing. You will learn to assess opportunities, develop and test business models, understand your financials, and build a successful team.

NEW VENTURES: DELIVERY

Strategy 851/852 || Spring 1 + Spring 2

New Ventures: Delivery will guide you through the planning and launch process with a high-touch, customerized 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.

CASE-BASED COURSES TO ROUND OUT YOUR SKILLS

Management 745	NEGOTIATIONS	Fall 1 Spring 1 Spring 2
Marketing 738	CONSUMER BEHAVIOR	Fall 1

INDUSTRY SPECIFIC COURSES

Management 750	SOCIAL ENTREPRENEURSHIP	Spring 1
Management 898	NEW VENTURES CLINIC: HEALTHCARE	Fall
Management 898	DESIGN HEALTH 1, 2, & 3	Spring Fall
Hlthmgmt 712	MEDICAL DEVICE STRATEGY	Fall 1

HONE YOUR SKILLS THROUGH CO-CURRICULAR ACTIVITIES

PROGRAMS & EVENTS

Student Founders Program

Students at any phase of the innovation process can receive intensive coaching, mentorship, connection to community, and access to resources, including prototyping grants. This highly-selective, cross-campus program nurtures growth of both the founder and the venture.

STUDENT CLUBS

Entrepreneurship & Venture Capital Club (EVCC)

EVCC facilitates educational events and career opportunities in entrepreneurship and venture capital.

Tech Club

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

ENGAGE WITH EXPERTS ACROSS CAMPUS AND IN THE COMMUNITY

New Ventures Fellows (NVF)

In collaboration with the Duke Office of Licensing and Venturing, 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

Fuqua Entrepreneurs Leadership Network (ELN)

An application-only network of alumni that 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.

