

Entrepreneurship through Acquisition

learn & engage



For students who desire to contribute to a fast-paced, entrepreneurial environment, but don't yet have a breakthrough idea, entrepreneurship through acquisition (ETA) maybe the right path for you. I&E provides opportunities to to learn about the process of identifying, acquiring, and scaling a small or lower-middle market business. If you want to combine your general management acumen with your entrepreneurial mindset and take an existing busines to a new level, then I&E offers programming and connections to help you navigate ETA as a career path.

LEARN THE CONCEPTS THROUGH OUR COMPREHENSIVE COURSE OFFERINGS

FOUNDATIONAL CASE-BASED COURSES

Finance 899	ENTREPRENEURSHIP THROUGH ACQUISITION	Fall 2
Accounting 591	MANAGERIAL ACCOUNTING	Fall 2 Spring 1 Spring 2
Finance 646	CORPORATE FINANCE	Fall 2 Spring 1
Finance 658	CORPORATE RESTRUCTURING	Spring 2
Finance 660	PRIVATE CAPITAL MARKETS	Fall 1
Strategy 838	ENTREPRENEURIAL STRATEGY	Spring 1
Management 745	NEGOTIATIONS	Fall 1 Spring 1 Spring 2

FOUNDATIONAL EXPERIENTIAL-LEARNING AND PROJECT-BASED COURSES

NEW VENTURES: DEVELOPMENT

Strategy 849 || 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.

MENTORED STUDY x I&E

Strategy 895 || Spring 1 + Spring 2

Through the Mentored Study program, you can support a searcher in their search or work alongside an experienced searcher to conduct your own search for a business to acquire.

CASE-BASED COURSES TO ROUND OUT YOUR SKILLS

Management 747	LEADERSHIP	Spring 1
Management 748	HUMAN ASSETS	Spring 1
Marketing 802	MARKETING OF INNOVATIONS	Fall 2
Strategy 845	ENTREPRENEURIAL EXECUTION	Spring 2

HONE YOUR SKILLS THROUGH CO-CURRICULAR ACTIVITIES

PROGRAMS & EVENTS

Leveraged Buyout Workshop

Level-up your excel modeling skills by attending this multi-session workshop designed to teach you how to build a financial model to acquire a company.

STUDENT CLUBS

Entrepreneurship & Venture Capital Club (EVCC)

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

Private Equity Club

Offers educational events, speakers, and employment initiatives in the global private equity

ENGAGE WITH EXPERTS ACROSS CAMPUS AND IN THE COMMUNITY

Southeast Entrepreneurship Through Acquisition Conference (SEETA)

Fuqua co-hosts the annual SEETA conference, where students have the opportunity to engage with experts in the entrepreneurship through acquisition process.

