

Lavin Entrepreneurial Action Program

*Entrepreneurship is a dynamic union of innovation and opportunity,
passion and vision, risk and reward.*

The mission of the Lavin Entrepreneurial Action Program is to prepare a select group of University of Washington freshmen for careers as entrepreneurs. This program works with students from business and other disciplines to expose them to the challenges of entrepreneurship in a safe environment. At the end of the program, students will graduate with a comprehensive understanding of entrepreneurship in all its forms, experience in starting and running their own company, and a summer internship in an early-stage firm. The Lavin Entrepreneurial Action Program will also expose students to the local entrepreneurial community by providing opportunities to network and be mentored.

By combining entrepreneurship curriculum with several opportunities for practicum experience, Lavin Scholars will have the experience, skills, and knowledge that will be the foundation for their future business ventures, whether at their own start-up or within a larger, established firm.

For the 2007/2008 academic year CIE offered a pilot of the program with 14 students. It has been terrific to engage freshmen in entrepreneurship at UW. Beginning in Fall 2008 CIE will admit up to 25 students to the Lavin program each year. If you're interested in receiving more information about the Lavin Program, please contact Pamela Tufts at 206.685.3813 or ptufts@u.washington.edu.

Years 1 and 2

"Faces of Entrepreneurship" Speaker Series

Entrepreneurs are everywhere. Come and meet people who have started banks, real estate companies, consumer products firms, manufacturing plants, and who work in large companies. One course credit is offered for the speaker series.

Lavin Field Trips

We will offer quarterly **Lavin Field Trips** to early-stage and rapid-growth companies around the Puget Sound.

Years 3 and 4

Internships

Students participate in an internship during the summer between their junior and senior years. There's no experience quite like joining a start-up – see a company get established from the ground up, watch the company culture evolve, and be part of something exciting.

Internship Mentoring

During Spring Quarter students take the course, "Entrepreneurship Practicum," as a prelude to the summer internship.

Entrepreneurship Curriculum

The required Entrepreneurship Curriculum is below. Students have a choice of two pathways: one for creating a start-up venture and another for working in an already established company as a corporate entrepreneur. The entrepreneurship option requirements listed below are effective for students admitted to the option during the Summer/Autumn 2008.

All entrepreneurship students must take:

- Introduction to Entrepreneurship (ENTRE 370)
- Entrepreneurship Practicum

Choose two of the following four courses:

- Entrepreneurial Finance (FIN 457)
- Principles of Selling (MKTG 335)
- Entrepreneurial Marketing (MKTG 455)
- Business Plan Practicum (ENTRE 440)

Complete one of the following pathways:

- Creating a Start-up Venture: Creating a Company I & II (ENTRE 472 and 473)
- Business Growth and Innovation: Leadership, Critical Thinking, and Decision Making, and Managing Rapid Growth Companies (ENTRE 401 and 402)

Complete a Summer Internship in an early-stage company between your junior and senior year.

Clubs, Activities and Events

In addition, you're invited to participate in the following:

- Undergraduate Entrepreneurship Club. The club is a platform for students with entrepreneurial aspirations. Check out our website for information about upcoming events: <http://students.washington.edu/uec/>.
- Business Plan Competition. The multi-stage, real-world challenge is designed to promote student start-up ideas and venture creation by bringing together students with judges from the entrepreneurial community. Over \$70K in seed funding is awarded each year to winning teams.
- Springboard is an evening networking event that brings the founders/CEOs of Seattle's dynamic early-stage companies together with entrepreneurial students at the University of Washington for internships and job hires.
- Entrepreneurship Week UW. CIE, in conjunction with the UW's entrepreneurship clubs and SEBA (the Science and Engineering Business Association), offers a week-long series of events that showcase the many forms of entrepreneurship. Events are open to all students at the University of Washington.
- Entrepreneur At the Table (EAT) Lunches. A small group of students get to know a successful entrepreneur or VC over an informal and intimate lunch.

Who Are Leonard and Bernice Lavin?

Leonard Lavin attended UW in the late 1930s on a basketball scholarship. In the 1950s Leonard and his wife, Bernice, founded Alberto-Culver and took Alberto V05 Conditioning Hairdressing to the consumer marketplace using innovative advertising and marketing strategies. Today, Alberto-Culver is a global marketer with a broad portfolio of products and annual sales in excess of \$3.5 billion. The Lavin's created the Lavin Entrepreneurial Action Program to produce a new generation of successful entrepreneurs from the University of Washington.