

From: [Kellogg Innovation Entrepreneurship Initiative](#)
To: [Kellogg Class 2021 and 2022 Students](#); [Kellogg Evening & Weekend Students](#)
Subject: [ACADEMIC] Spring Quarter 2021 Growth and Scaling Courses
Date: Thursday, February 11, 2021 2:07:26 PM
Attachments: [image002.png](#)
Importance: High

Spring Quarter 2021 Growth and Scaling Courses

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Spring Quarter 2021 Growth and Scaling Courses

Bidding for Spring Quarter 2021 classes starts this Friday, Feb. 12. If you're aspiring to a career in small- to middle-market enterprise, planning to join a family business or seeking a position connected with private equity/search funds, check out these course offerings, which deal with profitable growth and scaling challenges in such areas as strategy, operations, marketing and organizations. Browse the [Kellogg Course Catalog and Schedule](#) for more information about these and other offerings.

Capstone Course

[KIEI-915-0 | KIEI Growth Strategy Practicum](#)

While much media hype continues to focus on “launching” new ventures, actually “growing” them creates real value. This course targets students who wish to develop their business execution skills by working on real-life projects with Chicago-area growth-stage enterprises, putting their knowledge and skills to work to benefit existing businesses.

Topic Courses

[KIEI-470-0 | Launching and Leading Startups](#) is a case-driven survey course in which students explore some of the biggest and most challenging topics facing entrepreneurial CEOs.

[KIEI-905-5 | Entrepreneurship Through Acquisition](#) (second five weeks)

The many paths to entrepreneurship include acquisition of an existing company. This course highlights aspects of strategy, finance, organizational behavior, marketing and other business disciplines through the context of acquiring and owning a small business.

[FINC-445-0 | Entrepreneurial Finance and Venture Capital](#), focusing on case studies of startups' funding decisions, shows how entrepreneurs raise funds and how venture capital partnerships and growth equity funds choose, value, structure, fund and manage their investments.

[FINC-477-0 | Global Entrepreneurial Finance](#) deals with entrepreneurial, family and closely held firms in an international context, including both developed and emerging market countries where institutions and property rights are weak. Students obtain the tools necessary to value companies domiciled in countries around the world.

[MKTG-451 | Omnichannel Experience Strategy](#) features analysis of marketing channels as systems of interrelated and interdependent organizations engaged in making goods and services available for consumption by industrial, institutional and household consumers.

For more information about spring quarter 2019 offerings, please contact the [Kellogg Innovation & Entrepreneurship Initiative team](#).

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