Our Program: *ScienceWorks at Carthage*
ScienceWorks Entrepreneurial Studies Program Layout

**Junior Courses**
- ESNS 310/320:
  - Communications Skills
  - Intellectual property
  - Business structures and cultures
  - Incorporation
  - Finance
  - Taxes
  - Legal Regulation
  - Bids and Proposals
  - Contracts
  - Purchasing and Property
- ESNS 325 (J-Term)
  - Commercial Technologies
[Total: 8 Credit Hours]

**Supporting Coursework**
- Accounting/Finance/Marketing
- Ethics
- GIS
- Public Speaking
[4 Credit Hours]

**Senior-Level Business Plan Courses**
- ESNS 410/430
  - Full-fledged Business Plan
  - New Product
  - New Business/Spinoff
  - SBIR/IR&D Proposal
  - Defended before Advisory Board of Experts
[Total 8 Credit Hours]
Assessment Results

- Carthage *ScienceWorks* graduates are the most successful produced by the college
- More rapidly hired
- More rapid promoted
- More accepted into graduate schools
- More highly rated by employers and advisers
Ancillary Benefits

• Recruiting!!
  – Prospective students are more interested in physics if career preparation included
  – PARENTS are particularly positive

• Alumni engagement
  – More successful alumni reflect back and contribute to department success

• Competition
  – Physics viewed as a career path – like (or even better) than engineering