The Technical Entrepreneurship (TE) program helps students develop the entrepreneurial mindset needed to create, refine, and commercialize new products and services, whether in an established company or a start-up. Students enrolled in TE courses learn by experiencing the idea-to-venture process in an education environment that is hard-wired to support the development of novel, innovative, and commercially-viable technologies. The TE programs are based on our 20 years of experience with Lehigh’s award-winning Integrated Product Development (IPD) program. In 2012 IPD was recognized by the National Academy of Engineering for providing real-world entrepreneurial experiences to our students. In 2015 the IPD named courses were replaced by TE 211 and TE 212.

**TE Undergraduate Program**

At the undergraduate level the technical entrepreneurship program offers an introductory skill building course, TE 250: Creativity Methods. This course is often cross listed with the Entrepreneurship minor.

**UNDERGRADUATE TE COURSES**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>TE 250 (ENTP 250)</td>
<td>Systematic Creativity Techniques</td>
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**Graduate TE Program: See Masters of Engineering in Technical Entrepreneurship**

**Professor Of Practice.** Michael Lehman, MD (Penn State College of Medicine)

**Courses**

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<th>Course</th>
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<tbody>
<tr>
<td>TE 300</td>
<td>Creativity and Systematic Innovation Methods</td>
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<tr>
<td>TE 301</td>
<td>Systematic Creativity Techniques</td>
</tr>
<tr>
<td>TE 302</td>
<td>Methods in Visual Thinking</td>
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</tbody>
</table>

**Integrated Product Development (IPD) Process**

**Course Descriptions**

**TE 310 (ME 310) Directed Study 1-3 Credits**

Project work on any aspect of technical entrepreneurship, performed either individually or as a member of a team made up of students, possibly from other disciplines. Project progress is reported in the form of several planning and project reports. Direction of the project may be provided by faculty from several departments (possibly interacting with outside consultants, communities and industries). Consent of the Technical Entrepreneurship program director is required.

**Repeat Status:** Course may be repeated.

**TE 400 Technical Entrepreneurship Projects 1-1 Credit**

An introduction to technical entrepreneurship projects, customer discovery in selected industry segments, research of target technologies, industries and markets.

**TE 401 Integrated Product Development (IPD) Process -1 3 Credits**

An integrated and interdisciplinary approach to engineering design, concurrent engineering, design for manufacturing, industrial design and the business of new product development. Topics include design methods, philosophy and practice, the role of modeling and simulation, decision making, risk, cost, material and manufacturing process selection, platform and modular design, mass customization, quality, planning and scheduling, business issues, teamwork, group dynamics, creativity and innovation. Case studies and semester-long team projects.

**TE 402 Integrated Product Development (IPD) Process-2 3 Credits**

Continuation of TE 401, the parallel development of the product, the development of the marketing and manufacturing system, manufacturing and marketing launch, sales, service and customer support. Case studies and semester-long team projects.

**Prerequisites:** TE 401

**TE 403 Entrepreneurial Startup Process-1 3 Credits**

Key aspects surrounding company startups, including feasibility analysis, business model development and evaluation, formation of new venture teams, financial forecasts, sources of financing, Readings, financial templates, live case studies and guest entrepreneurs.

**TE 404 Entrepreneurial Startup Process-2 3 Credits**

Continuation of TE 403, integration of key business components to form and launch your venture: industry analysis, marketing plan and sales strategy: mobilization of the new venture team; operations, including space, legal and insurance consideration; and financial management. Selected topics related to respective venture types (i.e. social entrepreneurship, family business, franchising, immigrant entrepreneurs). Lectures, workshops and guest entrepreneurs.

**Prerequisites:** TE 403

**TE 405 Entrepreneurial Startup Projects-1 1 Credit**

Applying the concepts and processes developed in parallel with TE 403. Developing your business platform including business model, start-up team, and financial plan to launch and grow your venture.

**Prerequisites:** TE 400

**TE 406 Entrepreneurial Startup Projects-2 3 Credits**

Applying the concepts off entrepreneurial startup process, building upon the business model, entrepreneurial team and financing plan developed in TE 405. Developing a comprehensive business plan and investor’s pitch, finalize the steps necessary to launch the company and start operations.

**Prerequisites:** TE 400 and TE 405

**TE 407 Intellectual Property (IP) Creation and Management 2 Credits**

Intellectual property issues: confidentiality, nondisclosure, agreement not to compete, founders agreements, patents, copyrights, trademarks, trade secrets both domestic and international.
TE 450 Special topics 1-3 Credits
An intensive study of some aspect of technical entrepreneurship not covered in other general courses. Consent of the program director is required.

Repeat Status: Course may be repeated.

TE 461 Integrated Product Development (IPD) Projects-1 1 Credit
Technical and economic feasibility study of new products. Selection and content of the project is determined by the faculty project adviser in consultation with the student, progress and final reports, oral and posters presentations. Consent of the program director and faculty project adviser required.

Prerequisites: TE 400

TE 462 Integrated Product Development (IPD) Projects-2 3 Credits
Detailed design specification, fabrication, building and testing prototype new products and plan for production, selection and content of the project is determined by the faculty project advisor in consultation with individual students or student teams. Progress and final reports, oral and poster presentations. Consent of program director and faculty project adviser required.

Prerequisites: TE 400 and TE 461