

**Becoming an Entrepreneur**  
**17.A18**  
**Fall 2005**

**Professor Richard Locke**  
**Monday 3:30 – 5:00 pm**  
**E53-469**

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**Professor Richard Locke**

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Our economy is in the process of major changes. A wave of entrepreneurship is transforming the basic contours of how business is conducted, how people work, and what kinds of career opportunities are available for young, technically sophisticated graduates. In this Freshman Seminar, we will explore how people become entrepreneurs.

The format of this seminar will vary each week. Some weeks, we will visit new start-ups and meet their founders in order to learn what they do and why they became entrepreneurs. Other times, we will read and discuss books by successful entrepreneurs in order to gain insights into this process. The goal of the course is to both teach you a bit about the process of becoming an entrepreneur as well as to create a comfortable environment in which you can share with me, your advisor, and one another, how things are going this first semester at MIT.

I have ordered the following books. They should be available both at the Tech Coop and on Reserve in Dewey Library.

1. Howard Schultz, Pour Your Heart Into It: How Starbucks Built a Company One Cup at a Time.
2. Jerry Kaplan, Startup A Silicon Valley Adventure.