

Entrepreneurship - Course Study Sheet

Course: Entrepreneurship Cluster: Business and Economics

Uses customer discovery, experiments, business models, finance, operations, and ethics to test ventures.

Five-module course map

Module	Active evidence to produce
1. problem and customer discovery	Explain the central idea, complete an application, diagnose one plausible error, and connect it to the next module.
2. value propositions	Explain the central idea, complete an application, diagnose one plausible error, and connect it to the next module.
3. business models	Explain the central idea, complete an application, diagnose one plausible error, and connect it to the next module.
4. unit economics	Explain the central idea, complete an application, diagnose one plausible error, and connect it to the next module.
5. experimentation and operations	Explain the central idea, complete an application, diagnose one plausible error, and connect it to the next module.

Reliable learning method

state a falsifiable assumption, interview or test ethically, measure behavior, update the model, and preserve financial realism

Representative application

Test whether a defined customer problem is urgent before building a product, then document disconfirming evidence.

Weekly study cycle

1. Preview the objective and write two questions. 2. Attend or engage and capture decisions rather than every sentence. 3. Reconstruct the main idea within 24 hours. 4. Complete independent practice. 5. Analyze the first unsupported move on each error. 6. Use feedback. 7. Schedule a delayed mixed recheck.

Self-check before moving on

Can you explain the idea without notes, complete a fresh task, detect a near-miss, verify the result, and state a limitation? Watch especially for: treating enthusiasm, survey compliments, or a pitch as proof of demand and sustainable economics.

What to save

an evidence log with hypotheses, tests, results, business model, unit economics, and next decision

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