Business, Entrepreneurship and Organizations (BEO) is a multidisciplinary concentration that provides a rigorous and synergistic program in the study of commercial activity grounded in economics, sociology and engineering. BEO focuses on the formation, growth, and organization of new ventures, innovation in commercial applications, financial markets and the marketplace, and management and organizational theory. Concentrators seek to understand the basic principles, approaches and vocabulary relevant to the study of entrepreneurship from the disciplines of economics, organizational sociology and engineering. Building on this multidisciplinary base, students develop specialized expertise in one of the three disciplinary approaches, with special emphasis on critical reasoning and quantitative research methods. In senior year capstone projects, students apply and integrate multi-disciplinary learning by working in groups on real world projects, including the creation of new ventures. BEO students interested in the theory and practice of addressing social challenges might consider the Engaged Scholars Program (https://www.brown.edu/academics/business-entrepreneurship-organizations/beo-engaged-scholar-program-esp).

The three tracks of the concentration are as follows:
1. Business Economics
2. Organizational Studies
3. Entrepreneurship and Technology Management

Upon completion of all concentration requirements, students receive the Bachelor of Arts (A.B.) degree in Business, Entrepreneurship and Organizations.

The Curriculum

Business Economics Track
(Effective beginning with the graduating class of 2021)

Foundation Requirements (foundation requirements must be completed before taking the capstone in fall of senior year)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 0110</td>
<td>Principles of Economics</td>
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</tr>
<tr>
<td>ENGN 0020</td>
<td>Transforming Society-Technology and Choices for the Future</td>
<td>1</td>
</tr>
<tr>
<td>or ENGN 0030</td>
<td>Introduction to Engineering</td>
<td>1</td>
</tr>
<tr>
<td>ENGN 1010</td>
<td>The Entrepreneurial Process: Innovation in Practice</td>
<td>1</td>
</tr>
</tbody>
</table>

Math and Statistics Requirements

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
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</tr>
</thead>
<tbody>
<tr>
<td>MATH 0100</td>
<td>Introductory Calculus, Part II</td>
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</tr>
<tr>
<td>or MATH 0170</td>
<td>Advanced Placement Calculus</td>
<td></td>
</tr>
<tr>
<td>or ECON 0170</td>
<td>Essential Mathematics for Economics</td>
<td></td>
</tr>
<tr>
<td>Or AP BC Calculus score of 4 or higher Or IB High-level Math minimum score of 5 (IB Standard-level not accepted)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON 1620</td>
<td>Introduction to Econometrics</td>
<td>1</td>
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Track Requirements

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<tr>
<th>Course</th>
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<tbody>
<tr>
<td>ECON 0710</td>
<td>Financial Accounting</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1210</td>
<td>Intermediate Macroeconomics</td>
<td>1</td>
</tr>
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</table>

Capstone: one-semester required (must be taken fall of senior year)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEO 1930C</td>
<td>BEO Capstone I: Business Economics Track</td>
<td>1</td>
</tr>
</tbody>
</table>

Total Credits 15

(Effective for graduating classes through 2020)

Foundation Requirements (foundation requirements must be completed before taking the capstone in fall of senior year)

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Math and Statistics Requirements

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<tr>
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<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MATH 0090</td>
<td>Introductory Calculus, Part I</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1620</td>
<td>Introduction to Econometrics</td>
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</table>

Track Requirements

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</tbody>
</table>

One Data Methods-intensive course from the following list:

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 1301</td>
<td>Economics of Education I</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1305</td>
<td>Economics of Education: Research</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1310</td>
<td>Labor Economics</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1355</td>
<td>Environmental Issues in Development Economics</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1360</td>
<td>Health Economics</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1375</td>
<td>Inequality of Opportunity in the US</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1400</td>
<td>The Economics of Mass Media</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1420</td>
<td>Urbanization in China</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1480</td>
<td>Public Economics</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1510</td>
<td>Economic Development</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1520</td>
<td>The Economic Analysis of Institutions</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1530</td>
<td>Health, Hunger and the Household in Developing Countries</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1629</td>
<td>Applied Research Methods for Economists</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1630</td>
<td>Mathematical Econometrics I</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1640</td>
<td>Econometrics II</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1650</td>
<td>Financial Econometrics</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1660</td>
<td>Big Data</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1759</td>
<td>Data, Statistics, Finance</td>
<td>1</td>
</tr>
<tr>
<td>ECON 1765</td>
<td>Finance, Regulation, and the Economy: Research</td>
<td>1</td>
</tr>
</tbody>
</table>

One 1000-level economics course, including a second data methods intensive course from the list above

Capstone: one-semester required (must be taken fall of senior year)
Organizational Studies Track
(Effective beginning with the graduating class of 2021)

Foundation Requirements (foundation requirements must be completed before taking the capstone in fall of senior year)

- ECON 0110 Principles of Economics 1
- ECON 1110 Intermediate Microeconomics 1
- ENGN 0020 Transforming Society-Technology and Choices for the Future 1
-or ENGN 0030 Introduction to Engineering
- ENGN 1010 The Entrepreneurial Process: Innovation in Practice 1

Plus two of the following: 2

- SOC 0300 Organizations and Society
- SOC 1311 Micro-Organizational Theory: Social Behavior in Organizations
- SOC 1315 Macro-Organizational Theory: Organizations in Social Context

Math and Statistics Requirements

- MATH 0100 Introductory Calculus, Part II 1
-or MATH 0170 Advanced Placement Calculus
-or ECON 0170 Essential Mathematics for Economics

Or AP BC Calculus with a score of 4 or higher
Or IB High-level Math with a minimum score of 5 (IB Standard-level is not accepted)

- SOC 1100 Introductory Statistics for Social Research 1
-or APMA 0650 Essential Statistics
-or ECON 1620 Introduction to Econometrics

Track Requirements

One Introduction to Research Methods course (selected from the following): 1

- SOC 1020 Methods of Social Research
- SOC 1050 Methods of Research in Organizations

Two Organization-Relevant Electives (OREs) (the following are approved examples-please consult with Courses@Brown/BEO website for current offerings): 2

ORE courses allow students to deepen and/or broaden their exposure to topics and settings that are either strongly determined by, or strongly determined of, organizational activities and outcomes. To qualify for this list, a course should have a clear linkage to commerce, organizations and/or entrepreneurship, and it should incorporate organizational phenomena and perspectives into a significant portion of its coursework.

Any from the Advanced Research Methods or Advanced Organization-Studies lists; or

- ECON 1760 Financial Institutions
- EDUC 1020 The History of American Education
- EDUC 1040 Sociology of Education
- EDUC 1060 Politics and Public Education
- EDUC 1150 Education, the Economy and School Reform

One Advanced Research Methods course (ARM) (the following are approved examples-please consult with Courses@Brown/BEO website for current offerings): 1

ARM courses allow students to deepen and/or broaden their expertise in one or more methods of empirical inquiry.

- ANTH 1940 Ethnographic Research Methods
- ECON 1630 Mathematical Econometrics I
- EDUC 1100 Introduction to Qualitative Research Methods
- PLCY 1200 Program Evaluation
- MPA 2035 Statistics II for Public Policy Analysis
- MPA 2040 Statistics for Program Evaluation
- PLCY 2050 Program Evaluation
- SOC 1117 Focus Groups for Market and Social Research
- SOC 1118 Context Research for Innovation
- SOC 1120 Market and Social Surveys

Total Credits 15

1 Or an optional two-semester capstone from the BEO 1930 and 1940 series
2 Not all ECON courses listed here are offered every semester or every academic year, please check Courses@Brown for current academic year course listings.

REFORM
Education, the Economy and School
Politics and Public Education
Sociology of Education
The History of American Education
Financial Institutions
Behavior in Organizations
Micro-Organizational Theory: Social Organizations and Society
Research Methods in Organizations
Research
Focus Groups for Market and Social Statistics for Program Evaluation
Program Evaluation
Methods
Introduction to Qualitative Research
Econometrics I
Qualitative Research Methods
Program Evaluation
Focus Groups for Market and Social Research
Context Research for Innovation
Market and Social Surveys
Organizational Studies Track
(Effective for graduating classes through 2020)

Foundation Requirements (foundation requirements must be completed before taking the capstone in fall of senior year)

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Plus two of the following:

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<tr>
<td>SOC 0300</td>
<td>Organizations and Society</td>
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<td>SOC 1311</td>
<td>Micro-Organizational Theory: Social Behavior in Organizations</td>
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Math and Statistics Requirements

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<td>MATH 0090</td>
<td>Introductory Calculus, Part I</td>
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<tr>
<td>SOC 1100</td>
<td>Introductory Statistics for Social Research</td>
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<td>or APMA 0650</td>
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<td>Introduction to Econometrics</td>
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Track Requirements

One Introduction to Research Methods course (selected from the following):

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<tbody>
<tr>
<td>SOC 1020</td>
<td>Methods of Social Research</td>
</tr>
<tr>
<td>SOC 1050</td>
<td>Methods of Research in Organizations</td>
</tr>
</tbody>
</table>

Two Organization-Relevant Electives (OREs) (the following are approved examples—please consult with Courses@Brown/BEO website for current offerings):

ORE courses allow students to deepen and/or broaden their exposure to topics and settings that are either strongly determined by, or strongly determining of, organizational activities and outcomes. To qualify for this list, a course should have a clear linkage to commerce, organizations and/or entrepreneurship, and it should incorporate organizational phenomena and perspectives into a significant portion of its coursework.

Any from the Advanced Research Methods or Advanced Organization-Studies lists; or

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<tbody>
<tr>
<td>AMST 1610A</td>
<td>American Advertising: History and Consequences</td>
</tr>
<tr>
<td>ECON 1760</td>
<td>Financial Institutions</td>
</tr>
<tr>
<td>EDUC 1020</td>
<td>The History of American Education</td>
</tr>
<tr>
<td>EDUC 1040</td>
<td>Sociology of Education</td>
</tr>
</tbody>
</table>

EDUC 1060 | Politics and Public Education |
EDUC 1150 | Education, the Economy and School Reform |
EDUC 1200 | History of American School Reform |
EDUC 1650 | Policy Implementation in Education |
EDUC 1730 | American Higher Education in Historical Context |
ENGN 1930S | Land Use and Built Environment: An Entrepreneurial View |
ETHN 1890C | Business, Culture, and Globalization: An Ethnographic Perspective |
PHP 2400 | The U.S. Health Care System: Case Studies in Financing, Delivery, Regulation and Public Health |
PLCY 1700R | Urban Revitalization: Lessons from the Providence Plan |
PLCY 1701J | Policy Implementation |
PLCY 1701K | Governance in the Academy: A University at Work in the 21st Century |
PLCY 1701O | Labor Market Policy |
PLCY 1701Q | Leading Social Ventures - Social Entrepreneurship in Action |
PLCY 1800 | Investigating Modes of Social Change |
PLCY 1910 | Social Entrepreneurship |
PLCY 2150 | Strategic Communication |
PLCY 2655 | Regulation and Compliance |
POLS 1150 | Prosperity: The Ethics and Economics of Wealth Creation |
POLS 1240 | Politics, Markets and States in Developing Countries |
POLS 1820W | Market Liberalism: Origins, Principles and Contemporary Applications |
SOC 1114 | Law and Society |
SOC 1115 | The Enlightened Entrepreneur: Changemakers, Inspired Protagonists and Unreasonable People |
SOC 1871C | Sociology of the Legal Profession |

One Advanced Organization Studies course (AOS) (the following are approved examples—please consult with Courses@Brown/BEO website for current offerings):

AOS courses directly employ and extend the theories and perspectives introduced by the foundational Organizational Studies courses. They are either taught by core Organization Studies faculty or vetted on a regular basis by the Organization Studies track advisor, to ensure that they thoroughly incorporate Organization Studies perspectives and focus primarily on organizational processes and phenomena.

<table>
<thead>
<tr>
<th>Course</th>
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</tr>
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<tbody>
<tr>
<td>CLPS 1730</td>
<td>Psychology in Business and Economics</td>
</tr>
<tr>
<td>ECON 1790</td>
<td>Corporate Governance and Management</td>
</tr>
<tr>
<td>PLCY 1700V</td>
<td>Nonprofit Organizations</td>
</tr>
<tr>
<td>PLCY 1700Y</td>
<td>Crisis Management</td>
</tr>
<tr>
<td>MPA 2020</td>
<td>Public Budgeting and Management</td>
</tr>
<tr>
<td>PLCY 2350</td>
<td>Thinking, Planning and Acting Strategically</td>
</tr>
<tr>
<td>PLCY 2550</td>
<td>Managing and Leading in Public Affairs</td>
</tr>
<tr>
<td>PLCY 2700</td>
<td>Advanced Organizational and Management Strategies</td>
</tr>
<tr>
<td>SOC 1060</td>
<td>Leadership in Organizations</td>
</tr>
<tr>
<td>SOC 1870A</td>
<td>Investing in Social Change</td>
</tr>
<tr>
<td>SOC 1870L</td>
<td>The Economic Foundations of Everyday Life</td>
</tr>
<tr>
<td>SOC 1871O</td>
<td>Law, Innovation and Entrepreneurship</td>
</tr>
<tr>
<td>SOC 1872B</td>
<td>Sociology of Money</td>
</tr>
</tbody>
</table>

Total Credits: 15

1 If a student in the Organizational Studies track completes only the fall semester of the capstone course (BEO 1930A), she/he must take one additional ARM or AOS course.
One Advanced Research Methods course (ARM) (the following are approved examples-please consult with Courses@Brown/BEO website for current offerings):

- **ANTH 1940** Ethnographic Research Methods
- **ECON 1390** Research Methods for Economists
- **ECON 1630** Mathematical Econometrics I
- **EDUC 1100** Introduction to Qualitative Research Methods
- **EDUC 1160** Evaluating the Impact of Social Programs
- **PHP 1320** Survey Research in Health Care
- **PLCY 1200** Program Evaluation
- **MPA 2035** Statistics II for Public Policy Analysis
- **MPA 2040** Statistics for Program Evaluation
- **SOC 1117** Focus Groups for Market and Social Research
- **SOC 1118** Context Research for Innovation
- **SOC 1120** Market and Social Surveys
- **SOC 1127** EPIC: Ethnographic Praxis in Industry
- **SOC 1260** Market Research in Public and Private Sectors
- **SOC 1340** Principles and Methods of Geographic Information Systems

**Capstone:**

For the class graduating 2018: one-semester required (must be taken fall of senior year)

- **BEO 1930A** BEO Capstone I: Organizational Studies Track

For the classes graduating 2019 and 2020: two semesters required

- **BEO 1930A & BEO 1940A** BEO Capstone I: Organizational Studies Track and BEO Capstone II: Organizational Studies Track

**Total Credits**

1. Or an optional two-semester capstone from the BEO 1930 and 1940 series

### Entrepreneurship and Technology Management Track

**Foundation Requirements** (foundation requirements must be completed before taking the capstone in fall of senior year)

- **ECON 0110** Principles of Economics
- **ECON 1110** Intermediate Microeconomics
- **SOC 1311** Micro-Organizational Theory: Social Behavior in Organizations
- **SOC 1315** Macro-Organizational Theory: Organizations in Social Context
- **ENGN 0030** Introduction to Engineering
- **ENGN 1010** The Entrepreneurial Process: Innovation in Practice

**Math and Statistics Requirements**

- **MATH 0200** Intermediate Calculus (Physics/Engineering)
- or **APMA 0330** Methods of Applied Mathematics I, II
- **SOC 1100** Introductory Statistics for Social Research
- or **APMA 0650** Essential Statistics

or **ECON 1620** Introduction to Econometrics

**Track Requirements**

- One gateway course in Engineering or another physical science

- Five courses that develop expertise in a technical subfield

- Capstone: two-semesters required (must be taken in fall and spring of senior year)

- **BEO 1930B** BEO Capstone I: Entrepreneurship and Technology Management Track
- **BEO 1940B** BEO Capstone II: Entrepreneurship and Technology Management Track

**Total Credits**

1. For specific gateway and subfield courses, refer to the BEO website.
Font Notice

This document should contain certain fonts with restrictive licenses. For this draft, substitutions were made using less legally restrictive fonts. Specifically:

Helvetica was used instead of Arial.
The editor may contact Leepfrog for a draft with the correct fonts in place.