Frequently Asked Questions
School of International Studies
Certificate Program In Social Entrepreneurship

What education level do I need to enroll in the certificate program?

Undergraduate students can take the certificate program in their senior year. Graduate students can take the courses for regular academic credit at any time during their graduate studies and practitioners can take the courses for continuing education credit or non-credit.

When is the deadline to enroll in the certificate program?

The rules to enroll in the program are the same that for the other class offered at Pacific. These deadlines can be found on: http://www.pacific.edu/documents/registrar/acrobat/2010-2011AcademicCalendar.pdf

When does the certificate program start?

The program is offered every semester and it starts the first day of class

What does it cost?

a- For academic credit

Each class is 3 units and cost $2160

b- For non academic credit

<table>
<thead>
<tr>
<th>Course</th>
<th>Pricing for North America, Europe, Japan, Australia</th>
<th>Pricing for the rest of the world</th>
<th>Corporate rate (for 3 employees or more)</th>
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<tbody>
<tr>
<td>Introduction to Social Entrepreneurship</td>
<td>$600</td>
<td>$300</td>
<td>$500</td>
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<tr>
<td>Business Plan for Social Entrepreneurship</td>
<td>$600</td>
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Can the Certificate Program be included in my current course load at Pacific without paying any additional fees?

For Pacific students these courses can be considered part of their regular course work. There is an additional charge is they are done as an overload.

Can individuals enroll or does it have to be a cohort?
Yes individuals may enroll.

What kind of communication do I have with the Professor? How often can I contact him? What if I have questions about the assignments?

The professor will make the initial contact with the student via e-mail, welcoming the student to the class, and providing a general logistical guideline to the course. The professor can be contacted at any time via e-mail during the course with questions and/or comments about course content or assignments. Students should not delay contacting the professor if they have any doubt about course content or requirements so that the course progress is not delayed. It is not unusual for students to send numerous questions or comments about assignments during an average week. The professor is committed to replying to student e-mails as quickly as possible so as not to affect the student’s progress in the course.

What kind of exchange will I have with other students taking the course? Is there any online chat room or other collective communication mechanism? Do we ever have any direct online contact with the professor?

Students have regular online communication with the professor. A chat room is being established and will be ready for summer 2010.

How will the assignments be graded?
Graded assignments for the courses **Introduction to Social Entrepreneurship and Business Planning for Social Entrepreneurial Organizations** include end of (online) chapter questions and exercises, short papers, and an end of course project. The professor will consider mastery of the material, critical and coherent analysis of the content, application of theory to practical experiences the student has had, citing of evidence, as well as the expression of original ideas in the grading process. For the end of course project the professor will expect to see the student relate the theory which has been covered in the course to practical applications included in the end of course project (i.e. case study of a real social entrepreneurial organization; business plan for a social entrepreneurial organization). Students should also demonstrate accomplishment of the course learning objectives, as expressed in the course syllabus, in the end of course project.

The grading scale is found below:

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<tr>
<th>Grade</th>
<th>Percentage</th>
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<tr>
<td>A</td>
<td>93 – 100</td>
</tr>
<tr>
<td>A-</td>
<td>90 – 92</td>
</tr>
<tr>
<td>B+</td>
<td>87 – 89</td>
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<tr>
<td>B</td>
<td>83 – 86</td>
</tr>
<tr>
<td>B-</td>
<td>80 – 82</td>
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<tr>
<td>C+</td>
<td>77 – 79</td>
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<tr>
<td>C</td>
<td>73 – 76</td>
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<tr>
<td>C-</td>
<td>70 – 72</td>
</tr>
<tr>
<td>D+</td>
<td>67 – 69</td>
</tr>
<tr>
<td>D</td>
<td>60 – 66</td>
</tr>
<tr>
<td>F</td>
<td>less than 60</td>
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**Will this course prepare me for a position with a social entrepreneurship organization?**

The courses will give the student a background in social entrepreneurship that will certainly enhance his or her preparation to work within a social entrepreneurial organization. They will also give the budding or established social entrepreneur a solid theoretical framework in which to develop his or her activities. The required readings, conceptual framework, and citations in the courses are from the most respected
practitioners (social entrepreneurs) and academics in the field. The end of course projects will give students a taste of the practical applications of their knowledge to social entrepreneurship. The courses are designed to give the student access to the cutting edge knowledge and issues within the developing field of social entrepreneurship.

**Are internships required with the Certificate Program?**

Students are encouraged to do internships, but it is not a mandatory part of the program. Students interested in internships can contact Spencer Ton in the School of International Studies’ Global Center for Social Entrepreneurship at ston@pacific.edu

**Will any of the courses be offered onsite (Pacific campus)?**
The courses may be offered onsite beginning in 2010-11

**When will the new Masters in Social Entrepreneurship begin?**
The MA is on hold, however, the Eberhardt School of Business is considering adding these classes to their executive MBA program.

**Will there be any similar courses offered for undergraduates interested in the field of social entrepreneurship?**

Plans are underway to offer two undergraduate courses in social entrepreneurship in 2011

**What is the distinctive academic value of a certificate course?**

These courses are valuable for practitioners to update their knowledge as well as to develop a business plan for their social enterprise or social mission organization. For students these courses can count toward undergraduate credit (seniors) as well as graduate credits.

**What is the expected time commitment to complete course requirements?**
The certificate courses are master’s level courses. In order to get the most out of the courses, and to successfully complete the coursework, the student should set aside large blocks of time to read, reflect, and prepare weekly assignments. A student should expect to dedicate at least 20 hours a week to a course on readings, research/field work, and assignments.

**Do all of the « required textbooks » for the courses need to be purchased?**

All of the required textbooks will need to be read. Some may be available at local libraries. The course textbooks have been carefully chosen, and will represent valuable additions to the library of persons interested in social change.

**The courses are worth how many credits?**

Each course is worth three units

**Is it possible to take an « Incomplete» in an online course?**

Yes. If a student would like to request an Incomplete in the course he/she should work with the Professor.

**If I take an Incomplete in a course, by when does the course work have to be completed?**

Students taking incompletes must work with the individual professor to determine a date when incomplete material is due.

**Are summer term courses more intensive than regular semester courses?**

Yes, because the required reading and assignments must be compressed into a much smaller time-frame, the summer term courses are significantly more intensive than the semester long courses. Students should expect to spend between 30-40 hours a week reading, reflecting, and preparing
assignments for the summer term courses. For working students, weekends are very useful during summer terms to allow sufficient time to satisfactorily complete course requirements.

**Does the sequence matter in taking the courses? Do I need to take one particular course before taking another?**

Although the course « Business Planning for Social Entrepreneurial Organizations » is designed to be a follow-on course to the course « Introduction to Social Entrepreneurship », it is not required to take one course before taking the others. Having said that, students will get more out of the business-planning course if they have mastered the concepts of social entrepreneurship before undertaking said course.

**My English isn’t perfect – can I still successfully complete the courses?**

The Global Center for Social Entrepreneurship in the School of International Studies is well aware that some of the world’s most pressing problems for which social entrepreneurs are needed, and indeed, some of the world’s most successful social entrepreneurs, are found in countries where English is not the first language. It is the university’s desire, therefore, to work closely with students, professionals, academics, and social entrepreneurs from these countries. At the same time, the university requires master’s level writing in English in order to successfully complete the courses. This means that the writing must be literate enough so that spelling, grammatical or punctuation mistakes do not distract from the content. It means that the writing is clear and concise, follows a clear argument, is backed up by evidence, cites sources correctly, and addresses the desired outcomes of the course. And most importantly, that it is original writing that reflects the critical opinions and analysis of the student.

**My Internet connection is slow – can I download and print the online course text to follow along with the course?**
It is not possible at this time to print the course directly from the online course website. However, each chapter can be copied and pasted into a Word document, and then printed out. Having a hard copy of the online text is often convenient for students who wish to study while commuting to work and for those who wish to read the text in hard copy (i.e. to make notes in the margins). Please note, however, that the student will need Internet access to be able to view required videos that are embedded in the online course text, as well as download articles whose links are found in the online text. (In the past, some students who did not have good Internet access, or had censured Internet access (i.e. in China), were able to organize their schedules so as to view all of the required videos and embedded links for the course before traveling back to their limited Internet access region). Students can contact the professor for tips on how to solve these types of issues.

**My internet connection might be too slow to download the required videos. What can I do?**

Some students in areas where the internet service is slow have easily solved this problem by asking a local IT person to download all of the course videos onto a CD/DVD. This way the student does not have to waste time waiting for the videos to download, can view the videos as many times as he or she wants, can share the videos with colleagues, friends, and students, and can keep the CD/DVD as part of his or her “social entrepreneurship library”.

**In the course syllabi it is suggested that some of the required textbooks be purchased online. I live in a country where it is difficult and/or there is a considerable time lag to acquire books purchased online. Can I still successfully complete the course?**

If you live in a country where this type of situation is a reality, you need to be particularly organized in how you approach the course. Order your books online (or have someone order them for you), and arrange for their delivery just as soon as you know that you will be taking the course, even
if this means ordering the books before actually registering for the course. You may request a syllabus for the course you are interested in at any time from the Global Center for Social Entrepreneurship to get a list of the required textbooks. Having said this, most of the questions and exercises at the end of each online chapter in the courses «Introduction to Social Entrepreneurship» and «Business Planning for Social Entrepreneurial Organizations» can be successfully completed without having access to the required readings, so students can continue to move forward through the courses while waiting for their required textbooks to arrive.

How long should the weekly «short papers» assigned in the online courses be?

The short papers should be short or long enough to treat the assigned topic with thoughtful reflection and critical analysis. This usually means anywhere from one to five pages.

What is a social entrepreneur? What is «social entrepreneurship? What is a social entrepreneurial organization?

The courses «Introduction to Social Entrepreneurship» and «Business Planning for Social Entrepreneurial Organizations» use the definitions developed by Sally Osberg (Skoll Foundation) and Roger Martin (Dean, Rotman School of Management, University of Toronto) in their seminal article “Social Entrepreneurship: The Case for Definition”, in the Stanford Social Innovation Review, Spring 2007. The definitions are as follows:

Social Entrepreneur: Someone who targets an unfortunate but stable equilibrium that causes the neglect, marginalization, or suffering of a segment of humanity; who brings to bear on this situation his or her inspiration, direct action, creativity, courage, and fortitude; and who aims for and ultimately affects the establishment of a new stable equilibrium that secures permanent benefit for the targeted group and society at large. (From Roger Martin and Sally Osberg, “Social Entrepreneurship: The Case for Definition”, Stanford Social Innovation Review, Spring 2007, Pp. 34-35.)
Social Entrepreneurship: "The art of: (1) identifying a stable but inherently unjust equilibrium that causes the exclusion, marginalization, or suffering of a segment of humanity that lacks the financial means or political clout to achieve any transformative benefit on its own; (2) identifying an opportunity in this unjust equilibrium, developing a social value proposition, and bringing to bear inspiration, creativity, direct action, courage, and fortitude, thereby challenging the stable state’s hegemony; and (3) forging a new, stable equilibrium that releases trapped potential or alleviates the suffering of the targeted group, and through imitation and the creation of a stable ecosystem around the new equilibrium, ensuring a better future for the targeted group and even society at large". (From Martin & Osberg, p. 35.)

Social Entrepreneurial Organization: A social mission organization that brings about social change through direct, hands-on action, and has scaled up its social impact to bring about widespread, systemic change at the regional, national or international level. An easily identifiable social entrepreneur usually leads the Social Entrepreneurial Organization. In short, a social entrepreneurial organization practices social entrepreneurship.

**Do I need to be a practitioner/staff member of a social mission organization to take the courses?**

No. While practitioners/staff members of social mission organizations are ideally suited to enrich the theoretical topics that are covered in the courses with their practical experience, the courses are designed for anyone interested in creating social change. This includes persons working in the nonprofit sector, persons working in organizations that fund social mission organizations, business leaders, community and elected leaders, social business entrepreneurs, as well as students and university professors. The courses are designed for anyone concerned
with the future of our planet and its people - for anyone who asks himself or herself what one person could possibly do to make a difference.

**Do the courses require field work?**

The course “Introduction to Social Entrepreneurship” requires two field interviews. The first interview will be of a social mission of the student’s choice that works in the student’s town or region. The second interview will be of a microcredit institution that works in the same geographical area as the student. Some students will also choose to visit the social entrepreneurial organization which the end-of-project case study will be written on.

The course “Business Plans for Social Entrepreneurial Organizations” will require that the student carry out research on the market for the good or service that the organization will offer. This may include phone interviews, personal interviews, or site visits with potential clients/beneficiaries, suppliers, competitors, etc.