

**Clackamas Community College**  
Online Course/Outline Submission System

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### Section #1 General Course Information

**Department:** Business & Computer Science: Business

**Submitter**

First Name: Hugo

Last Name: Grimaldi

Phone: 3073

Email: hugog@clackamas.edu

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**Course Prefix and Number:** BA - 156

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**# Credits:** 3

**Contact hours**

Lecture (# of hours): 33

Lec/lab (# of hours):

Lab (# of hours):

Total course hours: 33

For each credit, the student will be expected to spend, on average, 3 hours per week in combination of in-class and out-of-class activity.

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**Course Title:** Business Forecasting

**Course Description:**

Basic economic principles applied to business decision-making, forecasting, and critical thinking skills related to budgeting, planning, financial analysis, and application of business policy and practice. Designed for business majors.

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**Type of Course:** Lower Division Collegiate

Is this class challengeable?

**Yes**

Can this course be repeated for credit in a degree?

**No**

Is general education certification being sought at this time?

**No**

Does this course map to any general education outcome(s)?

**No**

Is this course part of an AAS or related certificate of completion?

**Yes**

**Name of degree(s) and/or certificate(s):** Business AAS & Certificate

Are there prerequisites to this course?

**No**

Are there corequisites to this course?

**No**

Are there any requirements or recommendations for students taken this course?

**Yes**

**Recommendations:** Pass RD-090 or placement in RD-115

**Requirements:** None

Are there similar courses existing in other programs or disciplines at CCC?

**No**

Will this class use library resources?

**Yes**

**Have you talked with a librarian regarding that impact?**

**No**

Is there any other potential impact on another department?

**No**

Does this course belong on the Related Instruction list?

**No**

**GRADING METHOD:**

A-F or Pass/No Pass

**Audit: Yes**

When do you plan to offer this course?

✓ **Winter**

Is this course equivalent to another?

If yes, they must have the same description and outcomes.

**No**

Will this course appear in the college catalog?

**Yes**

Will this course appear in the schedule?

**Yes**

Student Learning Outcomes:

Upon successful completion of this course, students should be able to:

1. list and define the factors of production, relate them to individual and corporate decision making;
2. explain decision choices for companies including pricing, production, supply and demand, and production possibilities, and the impact of choices;
3. define forecasting problems related to business cycles, inventories, investment strategies, and inflation; apply them to business and societal decision making;
4. compare and contrast monetary and fiscal policy; apply them to individual, business, and societal decision making;
5. explain deficits, surplus, the national debt, and trade imbalances; apply them to individual, business, and societal decision making.

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***This course does not include assessable General Education outcomes.***

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Major Topic Outline:

1. The economic way of thinking.
2. Decision analysis.
3. Production possibilities and opportunity cost.
4. Incremental analysis.
5. Market demand and supply.
6. Forecasting sales.
7. Markets in action.
8. Forecasting costs.
9. Price elasticity of demand.
10. Gross domestic product.
11. Small business applications.
12. Business cycles and unemployment.
13. Corporate applications.
14. Inflation.
15. Individual, business, regional impact.
16. Fiscal policy.
17. Forecasting long term growth.
18. Federal deficits, surpluses, and the national debt.

19. Monetary policy and the fed.
20. Decision analysis.

Does the content of this class relate to job skills in any of the following areas:

- |                                      |           |
|--------------------------------------|-----------|
| 1. Increased energy efficiency       | <b>No</b> |
| 2. Produce renewable energy          | <b>No</b> |
| 3. Prevent environmental degradation | <b>No</b> |
| 4. Clean up natural environment      | <b>No</b> |
| 5. Supports green services           | <b>No</b> |

Percent of course: 0%

## Section #2 Course Transferability

Concern over students taking many courses that do not have a high transfer value has led to increasing attention to the transferability of LDC courses. The state currently requires us to certify that at least one OUS school will accept a new LDC course in transfer. Faculty should communicate with colleagues at one or more OUS schools to ascertain how the course will transfer by answering these questions.

1. Is there an equivalent lower division course at the University?
2. Will a department accept the course for its major or minor requirements?
3. Will the course be accepted as part of the University's distribution requirements?

If a course transfers as an elective only, it may still be accepted or approved as an LDC course, depending on the nature of the course, though it will likely not be eligible for Gen Ed status.

Which OUS schools will the course transfer to? (Check all that apply)

Identify comparable course(s) at OUS school(s)

How does it transfer? (Check all that apply)

:

First term to be offered:

**Next available term after approval**

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