

Clackamas Community College
Online Course/Outline Submission System

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Section #1 General Course Information**Department:** Business & Computer Science**Submitter**

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Course Prefix and Number: BA - 250**# 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.

Course Title: Small Business Management**Course Description:**

Managing a small business, identifying a market opportunity, developing a business plan, and meeting the competition. Also financial accounting and cash-flow projections.

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 & Certificates

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. explain the entrepreneurial concept and discuss its role in small and large businesses,
2. identify elements that can create market advantages and opportunities for small business,
3. apply the strategic process to a small business application including internal and external environmental analysis, goal setting and tactical implementation;
4. develop a plan for a small business and test its feasibility,
5. perform basic financial analyses for a small business.

This course does not include assessable General Education outcomes.**Major Topic Outline:**

1. The entrepreneurial life.
2. Entrepreneurial integrity.
3. Getting started.
4. Franchises and buyouts.
5. The family business.
6. The business plan.
7. The marketing plan.

8. The human resource plan.
9. The location plan.
10. The financial plan, Part 1.
11. The financial plan, Part 2.
12. The harvest plan.
13. Customer relationships.
14. Product and supply chain management.
15. Pricing and credit decisions.
16. Promotional planning.
17. Global marketing.

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

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

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