

## Clackamas Community College

### Online Course/Outline Submission System

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Date approved: September 22, 2017 Certified General Education Area(s): None

#### Section #1 General Course Information

**Department:** Small Business Development

**Submitter**

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**Course Prefix and Number:** SBM - 024

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**# Credits:** 0

**Contact hours**

Lecture (# of hours):

Lec/lab (# of hours): 510

Lab (# of hours):

Total course hours: 510

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:** Small Business Management I

**Course Description:**

Explores all stages of the business cycle to start, grow, buy, or sell a farm or ranch or sustain an existing farm or ranch. A variety of experienced speakers and exercises will provide helpful information in understanding the disciplines of purchasing, owning or selling an agricultural business.

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**Type of Course:** Career Technical Supplementary

**Reason for the new course:**

A business course tailored for agricultural business.

Can this course be repeated for credit in a degree?

**No**

What is the target audience/industry for this class?

Farmers, raisers, growers or those who want to purchase an ag. business

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?

**No**

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

**No**

Will this class use library resources?

**No**

Is there any other potential impact on another department?

**No**

Does this course belong on the Related Instruction list?

**No**

GRADING METHOD:

Non-graded

**Audit: Yes**

When do you plan to offer this course?

✓ **Fall**

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:

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

1. understand legal and compliance issues;
2. apply accounting principles;
3. establish banking relationships;
4. apply profitability principles;
5. evaluate tax considerations;
6. adapt marketing strategies;
7. evaluate insurance options;
8. define time management;
9. explain risk avoidance;
10. analyze exit strategies.

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

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**Major Topic Outline:**

1. Transition options
2. Financial and accounting options
3. Insurance tools
4. Marketing your farm or ranch
5. Tax and legal strategies
6. Timeline development
7. Estates and trusts
8. Conservation Easements and Land Trusts

**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%

**First term to be offered:**

**Specify term:** Fall 2017

