

Saint Paul Consortium
Articulated College Credit (ACC) Agreement
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Agreement Name: Essentials of Entrepreneurship & Small Business Management
Agreement Last Reviewed: 2017
Next Review Date: 2019

College	Course Name	Course Prefix	Course Number	Course Credits
Saint Paul College	Essentials of Entrepreneurship & Small Business Management	BUSN	2455	3

In this course the student will learn the essential skills needed to start and manage a successful new business venture. Topics include: the challenge of entrepreneurship, building a business plan, marketing and financial issues with a start-up company and how to gain a competitive advantage.

Curriculum Content Objectives:

To receive credit, students will master 100% of the following content objectives:

1. Describe the entrepreneurial profile and evaluate your potential as an entrepreneur.
2. Explain the steps the entrepreneur must complete when starting a new business venture.
3. Describe the elements of a solid business plan.
4. Complete self-analysis of entrepreneurial competencies.
5. Describe key business terms demonstrating overall business knowledge.
6. Analyze various new business options.
7. Demonstrate the keys to making an effective business plan presentation.

Assessments:

Students must achieve no less than 80% or B for a final grade in the high school course to receive ACC.

ACC Concept:

Skills for selected courses, required for graduation in programs at the colleges participating in this regional agreement are taught in our schools using the assessments developed collaboratively by secondary and post-secondary staff. High School credit is earned and college credits are earned if the student meets the college achievement.