COURSE INFORMATION FORM

DISCIPLINE          Business
COURSE TITLE        Entrepreneurship Experience
CR.HR               3
LECT HR.            3
LAB HR.             —
CLIN/INTERN HR.     —
CLOCK HR.           —

CATALOG DESCRIPTION

The Entrepreneurship Experience combines classroom lecture and the opportunity to further develop specific business
skills as student teams’ work to assess and resolve problems of small businesses in the local area. Student will perform
the research necessary to provide guidance and solutions to the small business challenges presented by the client. High
quality written communication and presentation skills will be expected for all published and created work.

PREREQUISITES

BSAD 219

EXPECTED STUDENT OUTCOMES IN THE COURSE (ESO)

Upon completion of this course, the student will be able to:

1. Demonstrate responsibility and effectiveness as a consulting team member.
2. Establish mutually agreed upon goals with the client.
3. Determine needs of clients.
4. Research and analyze the various parts of the project plan.
5. Evaluate solutions and create team recommendations for the client and instructor.

GENERAL EDUCATION OUTCOMES (ESO)

Specify which general education outcomes, if any, are substantially addressed by the course. Numbers in parentheses
identify the Expected Student Outcomes linked to the specific General Education Outcome.

Outcomes                                      ESO

2. Critical Thinking
   B. Define, analyze, and evaluate information, materials, and data.
   1. Objectively consider new information from diverse sources and perspectives. (4)
   2. Construct valid references from facts, credible sources, experiences, antidotes,
      values, and belief systems. (5)
PROGRAM-LEVEL OUTCOMES

CAREER AND TECHNICAL EDUCATION PROGRAM OUTCOMES
Specify which Career and Technical program outcomes, if any, are substantially addressed by the course by completing the “Career and Technical Education template” to show the relationship between course and program outcomes to assessment measures.

A.A.S. in Business

   Students will communicate effectively within the business environment.
       Present information orally.
       Demonstrate effective written communication.
   Students will function in a business environment as an individual, team member and leader.
       Understand the business culture.
       Demonstrate an understanding of team development.

CLASS-LEVEL ASSESSMENT MEASURES
Student accomplishment of expected student outcomes may be assessed using the following measures. (Identify which measures are used to assess which outcomes.)

1. Team project (1-5)
2. Regular reports (4-5)
3. Presentation to client (1-5)
Individual instructors may order this outline as fits the needs of their individual courses. In addition, they may place more emphasis on some areas than on others. What is assured is that this particular list is covered in the course. Other topics may be added to a course as the instructor sees fit, and as time and interest allow. An *asterisk can be used to mark an item as optional.

I. Entrepreneurship experience consulting/practicum overview

II. Ethical aspects of consulting

III. Working as a team
   A. Team information sheet
   B. Consulting checklist
   C. Peer evaluation

IV. Developing your client relationship
   A. The relationship
   B. Client communication
   C. Client courtesy
   D. Points of successful consulting
   E. Tips for better consulting

V. Preparing team activity reports

VI. Initial client meeting
   A. Before the initial client meeting
   B. Confidentiality and participation agreement
   C. The initial client meeting and tips
   D. After the initial client meeting
   E. Project proposal

VII. Identifying client issues and analysis questions

VIII. The report
   A. Report components
   B. Grading criteria
   C. Finalizing the report

IX. Client presentation
   A. Presentation components
   B. Grading criteria