

Entrepreneurship/Small Business Management AAS		Students who successfully complete the AAS in Entrepreneurship/Small Business Management degree will be able to work in startups and small businesses as well as management roles in all business settings. Upon successful completion of this AAS-Entrepreneurship/Small Business Management degree, students will be able to:									
Outcome 1		Prepare a comprehensive business plan including prospective balance sheet, income statement, cash flow statement, funding sources and the capital structure of a business.									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 150	Intro to Entrepreneurship	fall	7	1	1	3	0	2	1.86	5	
BA 196	Entrepreneurship Capstone I	spring	■	■	■	■	■	■	■	■	
BA 211	Principles of Accounting I	winter	23	11	7	2	2	1	3.09	0	
BA 212	Principles of Accounting II	spring	13	6	3	4	0	0	3.15	0	
BA 296	Entrepreneurship Capstone II	offered spring 2021	0	0	0	0	0	0	#DIV/0!	0	
MTH 65/98	Beg. Algebra/Quant. Math	fall	0	0	0	0	0	0	#DIV/0!	0	
MTH 65/98	Beg. Algebra/Quant. Math	winter	0	0	0	0	0	0	#DIV/0!	0	
TOTALS			47	20	12	10	2	3	2.94	5	
% students earning C or higher			89.36%	% students earning B or higher					68.09%		
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Outcome 2		Apply an understanding of the management process, inclusive of planning, organizing, leading, and controlling resources within organizations.									
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BA 206	Management Fundamentals	spring	8	1	3	2	2	0	2.38	0	
BA 224	intro to Human Resource Mgmt	fall	11	6	3	1	0	1	3.18	2	
BA 250	Small Business Mgmt	winter	■	■	■	■	■	■	■	■	
BA 285	Human Relations in Organizations	winter	19	16	0	2	1	0	3.63	1	
TOTALS			41	23	6	7	3	2	3.10	3	
% students earning C or higher			87.80%	% students earning B or higher					70.73%		

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Outcome 3		Differentiate between operational and organizational structures for business.									
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	B	C	D	F	Average for students receiving letter grade	students receiving an I or W	
BA 101	Intro to Business	fall	35	22	9	2	1	1	3.43	2	
BA 150	Intro to Entrepreneurship	fall	7	1	1	3	0	2	1.86	5	
BA 250	Small Business Mgmt.	winter	█	█	█	█	█	█	█	█	
TOTALS			45	23	10	7	1	4	3.04	7	
% students earning C or higher			88.89%	% students earning B or higher					73.33%		

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Outcome 4		Construct a marketing plan based on objectives developed from a strategic market assessment.									
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BA 205	Business Communication	spring	15	9	4	0	0	2	3.20	0	
BA 207	Intro to E-Commerce	spring	3	3	0	0	0	0	4.00	0	
BA 223	Principles of Marketing	winter (spring)	12	8	2	1	0	1	3.33	0	
EC 201	Principles of Econ: Microeconomics	winter	1	0	0	1	0	0	2.00	0	
TOTALS			31	20	6	2	0	3	3.29	0	
% students earning C or higher			90.32%	% students earning B or higher			83.87%				
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Outcome 5		Utilize technology skills with business software applications to facilitate efficiency and quality.									
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BA 131	Intro to Business Technology	fall	15	8	5	1	0	1	3.27	2	
OS 131	10-Key for Business	fall	1	0	0	1	0	0	2.00	2	
TOTALS			16	8	5	2	0	1	3.19	4	
% students earning C or higher			93.75%	% students earning B or higher			81.25%				
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Outcome 6		Analyze and apply the legal, ethical, and economic standards of business.									

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BA 208	Business Ethics	winter	16	2	9	2	1	2	2.50	0
BA 225	Intro to Entrepreneurship Law	spring	5	2	3	0	0	0	3.40	0
BA 226	Business Law	winter	17	3	12	2	0	0	3.06	1
TOTALS			38	7	24	4	1	2	2.87	1
% students earning C or higher			92.11%	% students earning B or higher					81.58%	
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Outcome 7		Communicate effectively with customers, suppliers, employees, and other stakeholders, using standard business terminology.								
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BA 101	Intro to Business	fall	35	22	9	2	1	1	3.43	2
BA 188	Customer Service Skills	winter	16	7	4	2	0	3	2.75	0
EC 202	Principles of Econ: Macroeconomics	winter	0	0	0	0	0	0	#DIV/0!	0
TOTALS			51	29	13	4	1	4	3.22	0
% students earning C or higher			90.20%	% students earning B or higher					82.35%	