

Entrepreneurship Certificate		Students who successfully complete the Entrepreneurship Certificate will be able to:									
Outcome 1		Develop a business plan which plans and allocate resources effectively, creates a budget/forecast and create a funding plan for prospective business, details operational information and a summary of business objectives.									
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 131	Intro to Business Technology	fall	15	8	5	1	0	1	3.27	2	
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	
TOTALS			49	22	14	7	2	4	2.98	2	
% students earning C or higher			87.76%	% students earning B or higher			73.47%				
Entrepreneurship Certificate		Students who successfully complete the Entrepreneurship Certificate will be able to:									
Outcome 2		Communicate effectively with customers, suppliers, employees, and other stakeholders, using standard business terminology.									
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 208	Business Ethics	winter	16	2	9	2	1	2	2.50	0	
TOTALS			51	24	18	4	2	3	3.14	2	
% students earning C or higher			90.20%	% students earning B or higher			82.35%				
Entrepreneurship Certificate		Students who successfully complete the Entrepreneurship Certificate will be able to:									
Outcome 3		Design a marketing/promotions plan based on a critical analysis of the factors influencing a particular 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 205	Business Communication	spring	15	9	4	0	0	2	3.20	0	
BA 223	Principles of Marketing	winter (spring)	12	8	2	1	0	1	3.33	0	
TOTALS			27	17	6	1	0	3	3.26	0	
% students earning C or higher			88.89%	% students earning B or higher			85.19%				

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Outcome 4		Evaluate the legal environment for business and what legal steps business owners can help protect their investment/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 225	Intro to Entrepreneurship Law	spring	█	█	█	█	█	█	█	█	
BA 226	Business Law	winter	17	3	12	2	0	0	3.06	1	
TOTALS			22	5	15	2	0	0	3.14	0	
% students earning C or higher			100.00%	% students earning B or higher						90.91%	
Entrepreneurship Certificate		Students who successfully complete the Entrepreneurship Certificate will be able to:									
Outcome 5		Establish a plan to manage employee and other business related items.									
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 206	Management Fundamentals	spring	8	1	3	2	2	0	2.38	0	
BA 285	Human Relations in Organizations	winter	19	16	0	2	1	0	3.63	1	
TOTALS			27	17	3	4	3	0	3.26	0	
% students earning C or higher			88.89%	% students earning B or higher						74.07%	