Entrepreneurs	hip/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			nsive business plan in sources and the capita		•		ce sheet,	, income	statement, cash	flow
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	В	С	D	F	Average for students receiving letter grade	students receiving an I or W
3A 150	Intro to Entrepreneurship	fall	8	5	1	0	0	2	2.88	0
3A 196*	Entrepreneurship Capstone I	spring	0	0	0	0	0	0	#DIV/0!	0
3A 211	Principles of Accounting I	winter (fall)	7	2	1	0	0	2	1.57	3
3A 212	Principles of Accounting II	spring (winter)	4	2	1	1	0	0	3.25	0
3A 296	Entrepreneurship Capstone II	spring	2	0	1	0	1	0	2.00	0
MTH 65/98*	Beg. Algebra/Quant. Math	fall	10	1	1	8	0	0	2.30	1
/ITH 65/98*	Beg. Algebra/Quant. Math	winter	12	4	1	1	0	6	1.75	1
		TOTALS	43	14	6	10	1	10	2.21	5
	% Stu	dents earning C or higher	⁻ 69.77%				% stud	dents ear	rning B or higher	46.51%
ntrepreneurs	hip/Small Business Management AAS	Students who succes to work in startups a business settings. Up	ssfully complete the A and small businesses a soon successful comple	s well as	manage	ment rol	nall Busi es in all	ness Ma	nagement degre	e will be able
Entrepreneurs Dutcome 2		Students who succes to work in startups a business settings. Up students will be able	ssfully complete the A and small businesses a bon successful comple e to: ling of the manageme	s well as tion of t	manage his AAS-E	ment rol Entreprer	nall Busi es in all neurship,	ness Ma /Small B	nagement degre usiness Manager	e will be able nent degree,
		Students who succes to work in startups a business settings. Up students will be able Apply an understand	ssfully complete the A and small businesses a bon successful comple e to: ling of the manageme	s well as tion of t	manage his AAS-E	ment rol Entreprer	nall Busi es in all neurship,	ness Ma /Small B	nagement degre usiness Manager	e will be able nent degree,
Outcome 2 Course Prefix	hip/Small Business Management AAS	Students who succes to work in startups a business settings. Up students will be able Apply an understand resources within org	ssfully complete the A and small businesses a bon successful comple e to: ling of the manageme anizations. Total # of students receiving letter	s well as tion of t nt proce	manage his AAS-E ss, inclus	ment role	nall Busi es in all neurship, anning, o	ness Ma /Small B rganizin	nagement degre usiness Manager g, leading, and co Average for students receiving letter	e will be able nent degree, ontrolling students receiving an
Outcome 2 Course Prefix & # A 206	hip/Small Business Management AAS	Students who succes to work in startups a business settings. Up students will be able Apply an understand resources within org term	ssfully complete the A and small businesses a bon successful comple e to: ling of the manageme canizations. Total # of students receiving letter grade	s well as tion of th nt proces	his AAS-E ss, inclus B	ment role intreprent ive of pla	nall Busi es in all neurship, anning, o D	ness Ma /Small B rganizin F	nagement degre usiness Manager g, leading, and co Average for students receiving letter grade	e will be able nent degree, ontrolling students receiving an I or W
ourse Prefix # A 206 A 224	hip/Small Business Management AAS	Students who succes to work in startups a business settings. Up students will be able Apply an understand resources within org term	ssfully complete the A and small businesses a bon successful comple e to: ling of the manageme canizations. Total # of students receiving letter grade 5	s well as tion of the nt proces	manage his AAS-E ss, inclus B 2	ive of pla	nall Busi es in all neurship, anning, o D 0	ness Ma /Small B rganizin F 0	nagement degre usiness Manager g, leading, and co Average for students receiving letter grade 3.60	e will be able nent degree, ontrolling students receiving an I or W 1
ourse Prefix # A 206 A 224 A 250*	hip/Small Business Management AAS Course Title Management Fundamentals intro to Human Resource Mgmt	Students who succes to work in startups a business settings. Up students will be able Apply an understand resources within org term spring fall	ssfully complete the A and small businesses a bon successful complete to: ling of the manageme anizations. Total # of students receiving letter grade 5 7	s well as tion of the nt proces A 3 7	manage his AAS-E ss, inclus B 2 2 2	ntreprer ive of pla C 0 1	nall Busi es in all neurship, anning, o D D 0 0	ness Ma /Small B rganizin F 0 1	Average for students receiving letter grade 3.60 5.14	e will be able nent degree, ontrolling students receiving an I or W 1 2
Outcome 2 Course Prefix	hip/Small Business Management AAS Course Title Management Fundamentals intro to Human Resource Mgmt Small Business Mgmt	Students who succes to work in startups a business settings. Up students will be able Apply an understand resources within org term spring fall spring(fall)	ssfully complete the A and small businesses a bon successful complete to: ding of the management anizations. Total # of students receiving letter grade 5 7 5 5	s well as tion of the nt proces A 3 7 1	his AAS-E ss, inclus B 2 2 1	ntreprer ive of pla C 0 1 1	nall Busi es in all neurship, anning, o D D 0 0 2	ness Ma /Small B rganizin F 0 1 0	Average for students receiving letter grade 3.60 5.14 2.20	e will be able nent degree, ontrolling students receiving an l or W 1 2 0

Entrepreneursh	nip/Small Business Management AAS	to work in startups a	sfully complete the A nd small businesses a oon successful comple to:	s well as	manage	ment rol	es in all		0 0	
Outcome 3		Differentiate betwee	n operational and org	anizatio	nal struc	tures for	business	i.		
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	A	В	с	D	F	Average for students receiving letter grade	students receiving an I or W
BA 101	Intro to Business	fall	20	8	10	2	0	0	3.30	2
BA 150	Intro to Entrepreneurship	fall	9	5	1	1	0	2	2.78	0
BA 250*	Small Business Mgmt	spring(winter)	0	0	0	0	0	0	#DIV/0!	0
		TOTALS	29	13	11	3	0	2	3.14	2
	% stude	ents earning C or higher	93.10%				% stuc	lents ea	rning B or higher	82.76%

Entrepreneurs	nip/Small Business Management AAS	to work in startups a	sfully complete the A nd small businesses a oon successful comple to:	s well as	manage	ment rol	es in all			
Outcome 4		Construct a marketir	ng plan based on objec	ctives de	veloped	from a s	trategic r	market a	assessment.	
Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	с	D	F	Average for students receiving letter grade	students receiving an I or W
BA 205 BA 207 BA 223 EC 201*	Business Communication Intro to E-Commerce Principles of Marketing Principles of Econ: Microeconomics	spring spring spring winter	9 5 5 19	4 4 2 13	4 1 2 4	1 0 1 1	0 0 0 0	0 0 0 1	3.33 3.80 3.20 3.47	3 0 0 2
		TOTALS	38	23	11	3	0	1	3.45	5
	% stude	nts earning C or higher	97.37%				% stu	dents ea	rning B or higher	89.47%
		students will be able	to:							nent degree,
Outcome 5			to: ills with business soft	ware ap	plications	to facili	tate effic	ciency ar	nd quality.	
Outcome 5 Course Prefix & #	Course Title			ware app A	plications	to facili C	tate effic	ciency ai	nd quality. Average for students receiving letter grade	students receiving an I or W
Course Prefix	Course Title Intro to Business Technology	Utilize technology sk	ills with business soft Total # of students receiving letter						Average for students receiving letter	students receiving an
Course Prefix & #		Utilize technology sk	ills with business soft Total # of students receiving letter grade	A	В	с	D	F	Average for students receiving letter grade	students receiving an I or W
Course Prefix & # BA 131	Intro to Business Technology	Utilize technology sk term fall(winter)	ills with business soft Total # of students receiving letter grade 8	A 8	B 3	C 3	D	F 4	Average for students receiving letter grade 5.88	students receiving an I or W 1
Course Prefix & # BA 131	Intro to Business Technology 10-Key for Business	Utilize technology sk term fall(winter) fall	ills with business soft Total # of students receiving letter grade 8 8 16	A 8 3	B 3 0	C 3 0	D 0 0	F 4 0	Average for students receiving letter grade 5.88 1.50	students receiving an I or W 1 1
Course Prefix & # BA 131 OS 131*	Intro to Business Technology 10-Key for Business	Utilize technology sk term fall(winter) fall TOTALS ints earning C or higher Students who succes to work in startups a	ills with business soft Total # of students receiving letter grade 8 8 16 106.25% ssfully complete the A nd small businesses a pon successful complete	A 8 3 11 AS in En	B 3 0 3 trepreneu	C 3 0 3 urship/Si ment rol	D 0 0 % stuce mall Busi es in all	F 4 0 4 dents ea	Average for students receiving letter grade 5.88 1.50 3.69 rning B or higher	students receiving an l or W 1 1 2 87.50% e will be able

Course Prefix & #	Course Title	term	Total # of students receiving letter grade	А	В	с	D	F	Average for students receiving letter	students receiving an I or W
BA 208*	Business Ethics	spring	0	0	0	0	0	0	#DIV/0!	1
BA 225*	Intro to Entrepreneurship Law	spring	0	0	0	0	0	0	#DIV/0!	1
BA 226	Business Law	winter	9	6	0	1	0	2	2.89	0
		TOTALS	9	6	0	1	0	2	2.89	2
	% stu	dents earning C or higher	77.78%				% stud	dents ea	rning B or higher	66.67%
Entrepreneurs	hip/Small Business Management AAS	to work in startups a		Ŭ						
	hip/Small Business Management AAS	business settings. Up students will be able Communicate effecti	oon successful complete	tion of t	his AAS-E	Intreprer	neurship,		, j	C .
Entrepreneurs Outcome 7 Course Prefix & #	hip/Small Business Management AAS	business settings. Up students will be able	oon successful complet to:	tion of t	his AAS-E	Intreprer	neurship,		, j	C .
Outcome 7 Course Prefix		business settings. Up students will be able Communicate effecti terminology.	oon successful complete to: ively with customers, s Total # of students receiving letter	tion of t	his AAS-E	intreprer	neurship, I other st	takehold	lers, using standa Average for students receiving letter	rd business students receiving an
Outcome 7 Course Prefix & #	Course Title	business settings. Up students will be able Communicate effecti terminology. term	oon successful complete to: ively with customers, s Total # of students receiving letter grade	tion of t supplier: A	his AAS-E s, employ B	entreprer vees, and C	l other st	takehold F	lers, using standa Average for students receiving letter grade	rd business students receiving an I or W
Outcome 7 Course Prefix & # BA 101	Course Title	business settings. Up students will be able Communicate effecti terminology. term fall	Total # of students receiving letter grade 20	tion of t suppliers A 8	his AAS-E s, employ B 10	ntreprer vees, and C 2	l other st D	F 0	lers, using standa Average for students receiving letter grade 3.30	rd business students receiving an I or W 2
Outcome 7 Course Prefix & # BA 101 BA 188**	Course Title Intro to Business Customer Service Skills	business settings. Up students will be able Communicate effecti terminology. fall winter	Total # of students receiving letter grade 20 0	tion of t supplier: A 8 0	s, employ B 10 0	rees, and c C 2 0	l other st D 0 0	F 0 0	Average for students receiving letter grade 3.30 #DIV/0!	rd business students receiving an I or W 2 1