

# ENTREPRENEURIAL CERTIFICATE

## CERTIFICATE - 15 CREDITS

### About this program

This certificate provides students with the ability to continuously learn and adapt the business knowledge, skills and attitudes needed to succeed in business, whether as an entrepreneur starting and operating a small business or as an entrepreneur within an organization. Students learn to recognize market opportunities within an industry, plan a business initiative to develop their big idea, and evaluate its profit potential. This certificate is appropriate for those who wish to be self-employed.

### Program outcomes

1. Demonstrate the knowledge, skills and attitudes needed to succeed in business.
2. Assess skills, attitudes and behaviors related to entrepreneurial and innovative mindsets.
3. Create and present business ideas.
4. Develop strategies for creating a business idea.
5. Articulate a value proposition for a business idea.
6. Demonstrate the ability to develop strategies to run and grow a business.
7. Demonstrate a broad knowledge of business, including financial, marketing and operating functions.

### Curriculum overview

| Crds | Requirement type                |
|------|---------------------------------|
| 9    | Required courses                |
| 6    | Restricted electives in courses |
| 15   | <b>Total</b>                    |

**Developmental courses note:** A student may be required to enroll in developmental courses in reading, writing and math. A student's scores on the Accuplacer assessment will determine enrollment in developmental courses. The purpose of developmental courses is to prepare students for the demands of a college-level curriculum. *Credits may vary.*

**Accreditation:** Minnesota State Community and Technical College is accredited by the Higher Learning Commission, a regional accreditation agency recognized by the U.S. Department of Education. The Higher Learning Commission 230 South LaSalle Street, Suite 7-500 Chicago, IL 60604-1411 <http://www.ncahigherlearningcommission.org> Phone: 312.263.0456 / 800.621.7440

# Curriculum requirement details

## Required courses

| Course   | Crds |
|--|------|
| ENTR1101 - Entrepreneurship I: Finding Your Opportunity .....            | 3    |
| ENTR1201 - Entrepreneurship II: Starting your Business .....             | 3    |
| ENTR1301 - Entrepreneurship III: Running and Growing Your Business ..... | 3    |

## Other requirements or restricted electives

### 6 credits from one or more of these Courses:

| Course title                                    | Credits |
|---|---------|
| ACCT2211 - Financial Accounting I .....         | 3       |
| BUS1100 - Business Computers .....              | 3       |
| BUS1141 - Introduction to Business .....        | 3       |
| BUS1300 - Financial Statement Analysis .....    | 3       |
| BUS2150 - Legal Environment of Business .....   | 3       |
| BUS2204 - Principles of Management .....        | 3       |
| BUS2206 - Principles of Marketing .....         | 3       |
| DMKT2200 - Introduction to Digital Marketing .. | 3       |
| DMKT2210 - Social Media Marketing .....         | 3       |
| HRES1122 - Human Resource Management ....       | 3       |

## Course summaries

### **ENTR1101 - Entrepreneurship I: Finding Your Opportunity** ..... (3 credits)

This course is designed for those who have a current business or aspire to create business opportunities. Students assess their skills, attitudes and behaviors related to entrepreneurial and innovative mindsets. Concepts and exercises focus on practical and repeatable processes and applications that identify unmet customer needs to generate ideas that become an innovation of value. Students create and present (pitch) business ideas. This course contains content and information on entrepreneurial mindset and entrepreneurial thinking.

### **ENTR1201 - Entrepreneurship II: Starting your Business** ..... (3 credits)

In this course, students experience real-world and hands-on activities needed to start a business venture. Students develop strategies, including talking with customers, partners, competitors and advisors that provide valuable input, as they explore the various facets of a business idea and how those facets interact to produce a working business model. Students who complete this course will be well-positioned to write a business plan and will be able to answer the question, "Will anyone other than you want your product or service?"

#### **Prerequisites:**

- ENTR1101

### **ENTR1301 - Entrepreneurship III: Running and Growing Your Business** ..... (3 credits)

In this course, students who are operating a business or have a solid business model learn how to build a firm foundation for running and growing their business. Students develop a detailed business plan as well as present and pitch a business plan to entrepreneurial professionals. The focus of the course is on the financial, marketing and operational functions within a business needed for sustained growth and success.

#### **Prerequisites:**

- ENTR1101
- ENTR1201

### **ACCT2211 - Financial Accounting I** ..... (3 credits)

This course introduces students to the content and concepts underlying financial statements. Course content includes study of the accounting model, financial statements, merchandise accounting, internal controls and accounting for assets. The course will focus on using accounting information for decision making.

### **BUS1100 - Business Computers** ..... (3 credits)

Students will utilize business computer software applications including word processing, spreadsheets, databases and presentation software to solve business problems, emphasizing professional design and organization. Additional topics include basic computer hardware, computer security and ethics, privacy concerns and professional communication standards.

### **BUS1141 - Introduction to Business** ..... (3 credits)

This course offers a broad overview of the business world for both business and non-business majors. It is an introduction to the business environment, business ownership, management, marketing, technology and information, human resources, accounting and legal studies. This course introduces students to the concepts and knowledge of key business functions within the context of the global economy. This class will provide a foundation for other business courses and help students discover their career path while learning the fundamentals of business.

### **BUS1300 - Financial Statement Analysis** ..... (3 credits)

This course covers principles used in analyzing financial statements and budgets. Students learn how to prepare, read and analyze financial statements. Topics include analysis of income statements, balance sheets, flow of funds, risk, obtaining and spreading statements, cash flow projections, capital accounts and financial ratios.

### **BUS2150 - Legal Environment of Business** ..... (3 credits)

This course offers an overview of the American legal system and provides an introduction to what a business person should know about the law and the American legal system. Major content areas include the court system, trial process, alternative dispute resolution, business and the Constitution, the administrative process, torts and product liability, common law of contracts, employment law, employment discrimination, anti-trust law, international business and ethics.

### **BUS2204 - Principles of Management** ..... (3 credits)

This course examines the historical and philosophical foundations of management as well as current theory and practices. Managerial decisions as a planner, organizer, motivator, controller and leader of a diverse workforce in a competitive environment are identified and evaluated. The course is a study of the basic principles of business management, including the functional, scientific, behavioral and systems approaches along with the role of projects in contemporary organizations. Current literature, concepts, models and applications may be included as well as the use of case studies.

**BUS2206 - Principles of Marketing ..... (3 credits)**

This course examines the business function of marketing and will enhance students' decision-making skills in a global market. The course focuses on how marketers create value by satisfying customer needs and wants by analyzing which target markets the organization can best serve, and the appropriate strategies to serve these markets. This course will also discuss the implications of environmental factors (including the digital environment) that can impact the marketing strategies of a business. Topics include business and consumer markets, branding and product strategies, marketing research, digital marketing concepts, pricing, promotion and supply chain management.

**DMKT2200 - Introduction to Digital Marketing ..... (3 credits)**

This course provides a broad overview of the digital marketing techniques needed for successful marketing campaigns in a digital economy. Students will gain a fundamental understanding of the digital marketing core principles needed for the 21st century consumer. Topics will include webpage design, analytics, search engine optimization (SEO), pay-per-click, email marketing, social media marketing and mobile marketing. This class prepares students for more advanced digital marketing courses.

**DMKT2210 - Social Media Marketing ..... (3 credits)**

This course is a study of how organizations use social media to support their marketing strategies through social listening, social analytics and social engagement. Students will learn techniques to create engaging content for social platforms, identify influencers, deliver content to a target audience and measure success by using key performance indicators. Emphasis will be placed on how to leverage social media marketing to build a brand, drive demand, engage buyers and increase revenue.

**HRES1122 - Human Resource Management ..... (3 credits)**

This course is an introduction to the basic principles of human resource functions and services. It provides a background and understanding for further human resource courses.

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### Program Plan — "ENTREPRENEURIAL CERTIFICATE"

Locations: Moorhead, Online

#### 1st Fall Term (6 credits)

##### Courses

| Course  | Crds |
|---|------|
| ENTR1101 - Entrepreneurship I: Finding Your Opportunity ..... | 3    |
| ENTR1201 - Entrepreneurship II: Starting your Business .....  | 3    |

#### 1st Spring Term (9 credits)

##### Courses

| Course   | Crds |
|--|------|
| ENTR1301 - Entrepreneurship III: Running and Growing Your Business ..... | 3    |

##### 6 credits in one or more of the following:

|  |   |
|--|---|
| ACCT2211 - Financial Accounting I .....            | 3 |
| BUS1100 - Business Computers .....                 | 3 |
| BUS1141 - Introduction to Business .....           | 3 |
| BUS1300 - Financial Statement Analysis .....       | 3 |
| BUS2150 - Legal Environment of Business .....      | 3 |
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