MINNESOTA WEST COMMUNITY & TECHNICAL COLLEGE
COURSE OUTLINE

Faculty is required to have the outline submitted to the Academic Affairs Office. The course outline is the form used for approval of new courses by the Academic Affairs and Standards Council.

DEPT. FBMA COURSE NUMBER: 2934

NUMBER OF CREDITS: 3


CATALOG DESCRIPTION: This course will provide practical application of the business plan. Application skills will be practiced and applied as the student’s business plan is prepared and implemented.

AUDIENCE: Farm business operators or managers or others with consent of instructor

FULFILLS MN TRANSFER CURRICULUM AREA(S) (Leave blank if not applicable)
Area: by meeting the following competencies:
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PREREQUISITES OR NECESSARY ENTRY SKILLS/KNOWLEDGE:

LENGTH OF COURSE: One semester

THIS COURSE IS USUALLY OFFERED:
Every other year ☐ fall ☐ spring ☐ summer ☐ undetermined ☒

Four goals are emphasized in course at Minnesota West Community & Technical College:

1) ACADEMIC CONTENT: The academic objectives of this course are:
   a.
   b.

2) THINKING SKILLS: This course will help students improve the effectiveness of their thinking skills through:
   a. Use the analysis info to determine the business cash needs for the upcoming production year
   b. Complete the analysis of their business
   c. Revise and rework their plan after the completion of the annual analysis
   d. Use the business plan in a manner that will allow for decision making in a correct business sense
   e. Determine the strengths & weaknesses of their business
f. Evaluate their vision statement & revise as necessary for the continuation of
   their business

g. Evaluate their mission statement and revise as necessary

h. Determine what changes to make in their business in order to better
   compete in today’s marketplace

i. Develop a business plan

3) COMMUNICATIONS SKILLS: This course will help students improve their oral
   and written communication skills through:
   a.  
   b.  

4) HUMAN DIVERSITY: This course will help students recognize, understand, and
   appreciate human diversity through:
   a.  
   b.  

TOPICS TO BE COVERED:
Determine business cash needs for upcoming production year using analysis
information; analysis of business; using analysis to revise business plan; monitoring and
reevaluating plan; strengths and weaknesses of business; vision statement; mission
statement; making business changes in order to better compete in today’s marketplace;
and development of business plan.

COURSE LEARNING OUTCOMES (GENERAL):
Upon the completion of this course, the student will have the ability to create and
implement his or her own business plan. The student will be aware of the needs,
process and usefulness of the business plan.

STUDENT LEARNING OUTCOMES (SPECIFIC):
1. Complete the analysis of their business.
2. Interpret the analysis information to determine the business cash needs for the
   upcoming production year.
3. Revise the cash flow plan after the completion of the annual analysis.
4. Evaluate the need to monitor and adjust the plan on a regular basis.
5. Justify the business plan in a manner that will allow for informed decision making;
6. Determine the strengths and weaknesses of the business.
7. Evaluate the vision statement and revise as necessary for the continuation of the
   business.
8. Evaluate the mission statement and revise as necessary.
9. Determine what changes to make in the business in order to better compete in today’s
   marketplace.
10. Develop a business plan.

LEARNING/TEACHING TECHNIQUES used in the course are:
☐ Collaborative Learning  ☐ Problem Solving
☐ Student Presentations  ☐ Interactive Lectures
☐ Creative Projects  ☐ Individual Coaching
Lecture

Demonstrations

Lab

Films/Videos/Slides

Other (describe below)

Individual instruction sessions / small group seminars and classroom instruction in any combination determined by instructor and student.

ASSIGNMENTS AND ASSESSMENTS FOR THIS CLASS INCLUDE:

- Reading
- Oral Presentations
- Textbook Problems
- Group Problems
- Tests
- Worksheets
- Papers
- Term Paper
- Individual Projects
- Collaborative Projects
- Portfolio
- Term Paper

Veteran Services: Minnesota West is dedicated to assisting veterans and eligible family members in achieving their educational goals efficiently. Active duty and reserve/guard military members should advise their instructor of all regularly scheduled military appointments and duties that conflict with scheduled course requirements. Instructors will make every effort to work with the student to identify adjusted timelines. If you are a veteran, please contact the Minnesota West Veterans Service Office.

The information in this course outline is subject to revision.

To receive reasonable accommodations for a documented disability, please contact the campus Student Services Advisor or campus Disability Coordinator as arrangements must be made in advance. In addition, students are encouraged to notify their instructor.

This document is available in alternative formats to individuals with disabilities by contacting the Student Services Advisor or by calling 800-658-2330 or via your preferred Telecommunications Relay Service.

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Revised 10/1/16