DEPARTMENT: Business  COURSE NUMBER: 1105 & 2105

NUMBER OF CREDITS: 2

COURSE TITLE: Introduction to Entrepreneurship

CATALOG DESCRIPTION: This course is intended for all students at MN West regardless of their major. Students will learn about starting a new business, developing a business plan, buying an existing business, and understanding the realities of the entrepreneurial lifestyle. Entrepreneurial issues involved in managing and growing an entrepreneurial venture will be covered in a separate class.

AUDIENCE: Students interested in entrepreneurship and self-employment.

FULFILLS MN TRANSFER CURRICULUM AREA(S): This course may or may not transfer depending on the college or university to which the student is transferring. If it does transfer, it will most likely transfer as an elective.

PREREQUISITES OR NECESSARY ENTRY SKILLS/KNOWLEDGE: Consent of Instructor and basic computer skills.

LENGTH OF COURSE: One semester

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

FOUR GOALS ARE EMPHASIZED IN THIS COURSE AT MINNESOTA WEST COMMUNITY & TECHNICAL COLLEGE:

1) ACADEMIC CONTENT: This course will provide students with a thorough understanding of entrepreneurship and self-employment. Students will learn about the issues involved in starting their own business, taking over an existing business, and managing common entrepreneurial challenges.

2) THINKING SKILLS: This course will help students to improve their thinking skills by encouraging them to develop and apply critical thinking to entrepreneurial issues. Students will be encouraged to consider a variety of perspectives and issues that arise when owning and running their own business.

3) COMMUNICATIONS SKILLS: This course will help students improve their oral and written communication skills through class discussions, written assignments, and a review of professional standards of communication.

4) HUMAN DIVERSITY: This course will help students recognize, understand, and appreciate human diversity through analysis of the role diversity plays in the entrepreneurial world.
TOPICS TO BE COVERED: The entrepreneurial lifestyle, the pros and cons of being self-employed, entrepreneurial integrity, types of entrepreneurial ventures, advantages and disadvantages of small ventures, starting from scratch vs. buying existing, developing a business plan, the organizational and legal structure of the business, sources of financing, the marketing plan, and small business resources and support services.

LIST OF EXPECTED COURSE OUTCOMES: The student is required to display an understanding of various topics covered throughout the course.

1.) Students will understand the fundamentals of entrepreneurship.
2.) Students will integrate and apply business knowledge learned in other classes.
3.) Students will strengthen their professional oral and written communication skills.
4.) Students will gain confidence in their ability to develop and pursue their entrepreneurial goals.
5.) Students will develop and implement educational outreach projects (SIFE students).

LEARNING/TEACHING TECHNIQUES:

- Collaborative Learning
- Student Presentations
- Creative Projects
- Lecture
- Demonstrations
- Lab
- Problem Solving
- Interactive Lectures
- Individual Coaching
- Films/Videos/Slides
- Other (describe below)

ASSIGNMENTS AND ASSESSMENTS:

- Reading
- Oral Presentations
- Textbook Problems
- Group Problems
- Other (describe below)
- Tests
- Worksheets
- Individual Projects
- Papers
- Term Paper
- Individual Projects
- Collaborative Projects
- Portfolio
- Term Paper
- Other (describe below)

EXPECTED STUDENT LEARNING OUTCOMES: This course will prepare students to evaluate the fundamental issues involved in starting an entrepreneurial venture of their own or buying an existing venture. They will have a better understanding of how to investigate and pursue entrepreneurial opportunities and more confidence in their abilities to develop and to pursue their own entrepreneurial interests.

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.

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 Minnesota Relay Service at 800-627-3529 or by using your preferred relay service.

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