## NEW COURSE PROPOSAL FORM

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| ACADEMIC AREA: | School of Business and Technology |
| PROGRAM: | AS BUSINESS ADMINISTRATION AND MANAGEMENT |
| PROPOSEd by: | DOUGLAS NAY |
| PRESENTER: | DOUGLAS NAY |
| SUBMISSION DATE: | 12/31/2013 |
| COURSE PREFIX, NUMBER AND TITLE: | ENT 2012: eNTREPRENEURSHIP MANAGEMENT |

### SECTION I

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| COURSE INFORMATION: | TYPE iN THE APPROPRIATE INFORMATION FOR EACH ITEM: |
| division | BUSINESS ADMINISTRATION |
| COURSE PREREQUISITE(S): | ENT 1000 (D OR BETTER) |
| DO YOU ANTICIPATE THAT STUDENTS WILL BE TAKING ANY OF THE PREREQUISITES LISTED FOR THIS COURSE IN DIFFERENT PARTS OF THE SAME TERM? | NO |
| MINIMUM GRADE OF prereqUISITE(s): | D |
| COURSE COREQUISITE(S): | LIST ALL COREQUISITES IN SEQUENTIAL ORDER |
| IS ANY COREQUISITE LISTED ON THIS COURSE LISTED AS A COREQUISITE ON ITS PAIRED COURSE?  eXAMPLE: CHM 2032 IS A COREQUISITE FOR CHM 2032L AND CHM 2032L IS A COREQUISITE FOR CHM 2032. | -- NA -- |
| COURSE CREDITS OR CLOCK HOURS: | 4 |
| credit type: | COLLEGE CREDIT (TRANSFERABLE) |
| CONTACT HOURS: | 4 |
| COURSE DESCRIPTION: | |
| tHIS COURSE POSES ENTREPRENEURSHIP MANAGEMENT TOPICS STUDENTS CAN USE TO SUCCESSFULLY PLAN, DESIGN AND MANAGE A NEW BUSINESS VENTURE INCLUDING FINDING STARTING CAPITAL, APPLYING LEADERSHIP ETHICS, AND MANAGING GROWTH. IT IS INTENDED FOR THOSE STUDENTS CONSIDERING SELF-EMPLOYMENT FOR THE FIRST TIME. | |
| GENERAL TOPIC OUTLINE: |  |
| * Explain how to find a business opportunity. * Explore integrated marketing for businesses. * Examine how to find, secure, and manage operating funds. * Evaluate the skills necessary to operate and grow a business. * Identify the global aspects of an entrepreneurial business. * Determine how to find and keep customers. | |

**LEARNING OUTCOMES (for information purposes only):**

TYPE IN ALL OF THE LEARNING OUTCOMES, ASSESSMENTS AND GEN ED COMPETENCIES AS THEY SHOULD BE DISPLAYED IN THE SYLLABUS

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| LEARNING OUTCOMES | ASSESSMENTS | GENERAL EDUCATION COMPETENCIES |
| Explain the process of finding starting capital and operating funds. | Oral Presentation, Case Studies, Final Examination | COM, CT |
| Identify integrated marketing methods for finding and keeping customers. | Case Studies  Final Examination | COM |
| Select leadership and ethical practices for operating a small business. | Chapter Case Studies  Final Examination | COM, GSR |
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### SECTION II (Must complete each item below)

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| ICS CODE FOR THIS COURSE: | ADVANCED AND PROFESSIONAL - 1.15.05 - BUSINESS AND MANAGEMENT |
| IF YOU INTEND TO RESTRICT STUDENT REGISTRATION BASED ON THE STUDENTS’ MAJOR(S), ENTER ALL APPLICABLE MAJOR RESTRICTION CODE(S)—Enter “NA” OR MAJOR code(S): | Click here to enter text |
| GRADE MODE: | STANDARD GRADING |
| IS THIS AN “INTERNATIONAL OR DIVERSITY FOCUS” COURSE? | NO |
| IS THIS A GENERAL EDUCATION COURSE? | NO |
| IS THIS A WRITING INTENSIVE COURSE? | NO |
| iS THIS AN HONORS COURSE? | NO |
| IS THIS A REPEATABLE\* COURSE?  (A repeatable course may be taken more than one time for additional credits. For example, MUT 2641, a 3-credit hour course, can be repeated 1 time and a student can earn a maximum of 6 credits.)  \*not the same as Multiple Attempts or Grade Forgiveness | NO |
| IF “YES”, WHAT IS THE MAXIMUM NUMBER OF CREDITS A STUDENT CAN EARN FOR THIS COURSE? if “NO”, ENTER “na”. | N/A |
| DO YOU EXPECT TO OFFER THIS COURSE THREE TIMES OR LESS (experimental)? | NO |
| WILL this course HAVE AN IMPACT ON OTHER COURSES, PROGRAMS, DEPARTMENTS, or budgets? | NO |
| IF “YES,” please eXPLAIN or submit comments (ENTER “NA” or COMMENTS): | N/A |
| IF “YES,” HAVE YOU DISCUSSED THIS PROPOSAL WITH ANYONE (FROM OTHER DEPARTMENTS, PROGRAMS, or other institutions) REGARDING THE IMPACT? WERE ANY AGREEMENTS MADE (ENTER “NA” OR COMMENTS)? | N/A |

### sECTION III (MUST COMPLETE EACH ITEM BELOW)

**PROVIDE JUSTIFICATION FOR EACH CHANGE ON THIS PROPOSED CURRICULUM ACTION (OTHER EXPLANATORY INFORMATION)—ENTER “na” OR TEXT:**

THE SCHOOL OF BUSINESS AND TECHNOLOGY IS IN THE PROCESS OF REVIEWING LEARNING OUTCOMES, COURSE DESCRIPTIONS AND GENERAL COURSE INFORMATION (SECTION 3) TO ENSURE THE USE OF BLOOM’S TAXONOMY IN LEARNING OBJECTIVES IN THE PRESENT TENSE; TO VALIDATE AGREEMENT BETWEEN THE COURSE DESCRIPTION, GENERAL COURSE INFORMATION AND LEARNING OUTCOMES; AND TO INSPECT THE GENERAL AGREEMENT BETWEEN THE COURSE DESCRIPTION IN THE FLORIDA STATEWIDE COURSE PROFILE DESCRIPTIONS. CHANGES ARE BEING DRIVEN BY THE PROFESSORS WHO NORMALLY TEACH THE COURSES. THE STATE FRAMEWORK HAS CHANGED FOR THE UNDERLYING DEGREE AND HAS MADE AN ENTREPRENEURSHIP CCC OPTION AVAILABLE. THE PROGRAM ADVISORY COMMITTEES HAVE SUGGESTED INCORPORATING MORE ENTREPRENEURSHIP COURSEWORK INTO THE CURRICULUM. THIS COURSE IS A KEY COURSE FOR THE ENTREPRENEURSHIP COLLEGE CREDIT CERTIFICATE.

**nOTE:** Changes for the Fall 2014 Term must be submitted by the January 2014 deadline and approved no later than the February 2014 Curriculum Committee meeting prior to the start of the next academic year. Changes during mid-school year are NOT permitted. Extreme circumstances will require approval from the appropriate dean as well as the Vice President, Academic Affairs to begin in either the spring or summer term.

**TERM IN WHICH PROPOSED ACTION WILL TAKE PLACE:**

FALL 2014

N/A

**oRDER OF APPROVAL FOR EXCEPTIONS IS AS FOLLOWS:**

SIGNATURE #1 NEEDED FOR EFFECTIVE TERM EXCEPTION:



SIGNATURE #2 NEEDED FOR EFFECTIVE TERM EXCEPTION:



**FACULTY ENDORSEMENTS:**PLEASE SEPARATE FACULTY MEMBERS WITH A COMMA (,)



**DEPARTMENT CHAIR / PROGRAM COORDINATOR ENDORSEMENT:**

 12/31/2013

**DEAN ENDORSEMENT:**

 12/31/2013

**DEANS’ COUNCIL Review – verified by:**

 2/18/2014

**FOR CURRICULUM COMMITTEE MEETING DATE: February 28, 2014**

Completed curriculum proposals must be uploaded to the dropbox by the deadline. Please refer to the *Curriculum Committee Critical Dates for Submission for Proposals* document available in the document manager in the MyEdisonState Portal:

* Document Manager
* VP Academic Affairs
* Curriculum Process Documents