

# Curriculum Committee



## New Course Proposal

School or Division	School of Business and Technology
Program or Certificate	AS - Business Administration and Management – Entrepreneurship Track
Proposed by (faculty only)	Dr. Anita Rose
Presenter (faculty only)	Prof. Leroy Bugger
Note that the presenter (faculty) listed above must be present at the Curriculum Committee meeting or the proposal will be returned to the School or Division and must be submitted for a later date.	
Submission date	11/8/2019
Course prefix, number, and title	ENT 2276, Launching Your Business
All Curriculum proposals require approval of the Curriculum Committee and the Provost. Final approval or denial of a proposal is reflected on the completed and signed proposal.	
<input checked="" type="checkbox"/> Approve <input type="checkbox"/> Do Not Approve	
<u>Mary R. Myers</u>	<u>12/10/19</u>
Curriculum Committee Chair Signature	Date
<input checked="" type="checkbox"/> Approve <input type="checkbox"/> Do Not Approve	
<u>[Signature]</u>	<u>12/2/19</u>
Provost Signature	Date
All Curriculum proposals require review by the Office of Accountability & Effectiveness.	
<input checked="" type="checkbox"/> Reviewed	
<u>[Signature]</u>	<u>1/6/2020</u>
Office of Accountability & Effectiveness Signature	Date

**Section I, Important Dates and Endorsements Required**

**NOTE:** Course and Program changes must be submitted by the dates listed on the published Curriculum Committee Calendar. Exceptions to the published submission deadlines must receive prior approval from the Provost' Office.

<b>Term in which approved action will take place</b>	Fall 2020
<b>Provide an explanation below for the requested exception to the effective date.</b>	
N/A	

<b>Any exceptions to the term start date requires the signatures of the Academic Dean and Provost prior to submission to the Dropbox.</b>		
<b>Dean</b>	<b>Signature</b>	<b>Date</b>
<b>Provost</b>	<b>Signature</b>	<b>Date</b>

<b>Required Endorsements</b>	<b>Type in Name</b>	<b>Select Date</b>
<b>Department Chair or Program Coordinator/Director</b>	Dr. Jennifer Patterson	11/8/2019
<b>Academic Dean or Provost</b>	Dr. Debbie Psihountas	11/8/2019

<b>List all faculty endorsements below. (Note that proposals will be returned to the School or Division if faculty endorsements are not provided).</b>
Prof. Leroy Bugger, Prof. Alisa Callahan, Dr. Matthew Hoffman, Dr. Timothy Lucas, Dr. Jennifer Patterson. Dr. Anita Rose, Prof. William Van Glabek

<b>Has the Libraries' Collection Manager been contacted about the new course and discussed potential impacts to the libraries' collections?</b>
Yes, I spoke with Arentia Herren. Students in this course will access the existing library databases to do research for this course. Therefore, there will be no impact to the libraries' collections.

**Section II, New Course Information (must complete all items)**

<b>List course prerequisite(s) and minimum grade(s) (must include minimum grade if higher than a "D").</b>	Prerequisites: <b>SBM 2000</b> with a minimum grade of "C" and <b>ENT 1000</b> with a minimum grade of "C" or <b>ENT 2000</b> with a minimum grade of "C"
<b>Provide justification for the proposed prerequisite(s).</b>	This course, ENT 2276 guides students to implement:  1. The "business plan" developed in SBM 2000 and 2. The "business model" developed in ENT 1000 or ENT 2000.
<b>Will students be taking any of the prerequisites listed for this course in different parts of the same term (ex. Term A and Term B)?</b>	No
<b>List course co-requisites.</b>	N/A
<b>Provide justification for the proposed co-requisite(s).</b>	
<b>Is any co-requisite for this course listed as a co-requisite on its paired course?</b> (Ex. CHM 2032 is a co-requisite for CHM 2032L, and CHM 2032L is a co-requisite for CHM 2032)	No  N/A
<b>Course credits or clock hours</b>	3-credit hours
<b>Contact hours (faculty load)</b>	3
<b>Are the Contact hours different from the credit/lecture/lab hours?</b>	No
<b>Select grade mode</b>	Standard Grading (A, B, C, D, F)
<b>Credit type</b>	College Credit
<b>Possible Delivery Types (Online, Blended, On Campus)</b>	Online, Blended, On Campus
<b>Course description (provide below)</b>	
This is a hands-on course that focuses on the tasks that a new business owner must complete in the first 100 days of launching a business. There are a set of key activities that all businesses must	

accomplish to get their businesses off to a good (and legally proper) start. Some examples include securing the proper business licenses and permits, setting up a bookkeeping system, negotiating a lease, buying insurance, hiring employees, and making the first sale. A means of prioritizing and tracking these activities must be completed at the onset of the business. The course will also help students to better understand how to manage and work in a small family owned business. Finally, students will be exposed to behaviors and behavioral traits that will teach them how to be a more successful entrepreneur.

**General topic outline** (type in outline below)

- Identify the major steps in the first 100 days
- Illustrate principles of responsible risk-taking in rolling out a new venture or family-owned business
- Describe the ethical and legal framework facing family businesses & new ventures
- Explain how to protect & manage the day to day challenges of operating a business.

**Learning Outcomes:** For information purposes only.

**IV. Course Competencies, Learning Outcomes and Objectives**

**A. General Education Competencies and Course Outcomes**

1. Integral *General Education Competency or competencies*: **Analyze**

Analyze and apply systems thinking and strategic planning tools applicable to a start-up or when taking over a family business.

2. Supplemental *General Education Competency or competencies*:

**B. In accordance with Florida Statute 1007.25 concerning the state's general education core course requirements, this course meets the general education competencies for ....**

Part B would only be included in the course outlines of those courses are included in the FSW Catalog as a General Education Core Course. If this is not a core course, then outline letter C would become B.

**C. Other Course Objectives/Standards**

--

<p><b>Copy and Paste the SCNS Course Profile Description below (<a href="http://scns.fldoe.org/scns/public/pb_index.jsp">http://scns.fldoe.org/scns/public/pb_index.jsp</a>).</b></p>
<p>To acquaint students with the nuts &amp; bolts task that a new business owner must accomplish when starting or taking over the family business in their first 100 days of a business to get the business off to a good start. Business, personal and interpersonal issues associated with family-owned/managed &amp; startup firms are explored; planning for succession are also discussed.</p>

<b>ICS code for this course</b>	ADVANCED AND PROFESSIONAL - 1.15.05 - BUSINESS AND MANAGEMENT
<b>Institutional Reporting Code</b>	11505 BUSINESS AND MANAGEMENT
<b>Degree Attributes</b>	AS AS COURSE
<b>Degree Attributes (if needed)</b>	AA - AA COURSE
<b>Degree Attributes (if needed)</b>	Choose an item.
<b>Degree Attributes (if needed)</b>	Choose an item.
<b>Should any major restriction(s) be listed on this course? If so, select "yes" and list the appropriate major restriction code(s) or select "no".</b>	No N/A
<b>Is the course an "International or Diversity Focus" course?</b>	No, not International or Diversity Focus

<b>Is the course a General Education course?</b>	No
<b>Is the course a Writing Intensive course?</b>	No
<b>If Replacing a course, combining a Lecture/Lab or splitting a C course – Is there a course equivalency?</b>	N/A
<b>Is the course repeatable*?</b>  (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  N/A
<b>Do you expect to offer this course three times or less (experimental)?</b>	No

<b>Impact of Course Proposal</b>	
<b>Will this new course proposal impact other courses, programs, departments, or budgets?</b>	Yes
<b>If the answer to the question above is “yes”, list the impact on other courses, programs, or budgets?</b>	This course will be one of four courses required for the Entrepreneurship Track for the Business Administration and Management, AS Degree
<b>Have you discussed this proposal with anyone (from other departments, programs, or institutions) regarding the impact? Were any agreements made? Provide detail information below.</b>  N/A	

**Section III, Justification for proposal**

<b>Provide justification (below) for this proposed curriculum action.</b>
This course will better assist students to start a new venture or take over a family business by providing a step-by-step process. Students will apply the course concepts learned in ENT 2276 to their business. This course, ENT 2276 will transfer to FGCU if an FSW student decides to obtain a bachelor’s degree from the School of Entrepreneurship at FGCU.