



Entrepreneurship

Associate of Applied Science (AAS) Degree Program

Division of Business & Information Technology

Raymond Montoya, Sr., MBA, Division Chair

Joe Gervais, BS, Instructor

The Entrepreneurship program of study provides the student with the skill, knowledge and ability to become a small business owner or to enter directly into the community. This entrepreneurship program degree states the student has gained knowledge in personal and business finances, the requirements of being an entrepreneur, has a completed a market analysis and business plan, and has the capabilities to present this business plan to potential investors and start a business venture of their choice. This program is designed to give the student a high level of proficiency as a small business manager or entrepreneur and leads to an AAS degree in Entrepreneurship. Our classes are designed to increase the student's ability to effectively interact with executives, employees, customers, suppliers and other stakeholders.

The Learning Outcomes from the Entrepreneurship degree program are as follows:

- ▣ Provides graduates with the tools to plan, develop, manage, and grow a profitable business.
- ▣ Recognize business opportunities and developing strategic management skills
- ▣ Provide basic disciplines of business through both classroom and hands-on training
- ▣ Utilize oral, written, and listening skills to demonstrate an understanding of business practices
- ▣ Acquire presentation skills to investors considering funding a start-up company and foster strong presentation skills required to approach financiers
- ▣ Skills to start and manage a successful retail or service business enterprises
- ▣ Develop, fine tune and implement a management information system to improve decision making for a new business
- ▣ Learn critical factors involved in accounting, sales strategy, advertising, and marketing issues complemented with supervisory skills
- ▣ Explain the advantages and disadvantages of various organizational formats available to the small business owner
- ▣ Emphasize critical thinking, problem solving, and communication skills in business , economics, ethics, finance
- ▣ Utilize mathematical concepts and theories to analyze the viability of a business and to use those concepts and theories in the decision making process
- ▣ Develop an understanding of societies and cultures and use that understanding to implement business practices reflecting the diversity of customers, employees and employers
- ▣ Develop professional quality presentations and documents
- ▣ Be able to use Microsoft Office, Word, and Excel as related to business applications
- ▣ Explain the importance of Human Resource Management to the overall management of a small business
- ▣ Read, understand, explain, and use financial statements to make management and marketing decisions
- ▣ Be able to use Intuit Quickbooks software and its applications for small business purposes
- ▣ Learn accounting systems, bookkeeping, and inventory control and theories
- ▣ Develop a business plan, marketing plan, and financial projections as commonly used in business

Students majoring in Entrepreneurship are required to take the Vocational General Core Requirements 1 – 5 for an Associate of Applied Science (AAS) Degree program on page 11-18 as well as the following major core courses in CORE 6 & CORE 7:

Core 6 – Entrepreneurship				30 Credits Required	
Course #	Name of Course	Offered	Credits	Semester Taken	Grade
ACTG 201	Financial Accounting I	Fall	3		
ACTG 202	Managerial Accounting II	Spring	3		
BFIN 205	Personal Money Management & Investment	Fall	3		
BGEN 105	Introduction to Business	Every	3		
BMGT 248	Entrepreneurship	Fall	3		
CAPP 103	Bookkeeping	Every	3		
ECNS 201	Microeconomics	Fall	3		
ECNS 202	Macroeconomics	Spring	3		
ECNS 217	Economic Development on Indian Reservation	Spring	3		
VOC 299	Entrepreneurship Internship	Spring	3		
Core 7 – CAPP, BMGT				6 Credits Required	
BMGT 215	Human Resource Management	Spring	3		
CAPP 156	Computer Spreadsheets	Fall	3		
Total Core 6 & 7 Credits To Be Completed By Student			36		