<table>
<thead>
<tr>
<th>1. Course Prefix</th>
<th>2. Course Number</th>
<th>3. Course Title</th>
<th>4. Credit Hours</th>
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<tr>
<td>ENT</td>
<td>XXXX</td>
<td>ENTREPRENEURSHIP MANAGEMENT</td>
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5. Check all College Level Skills required
- [ ] Writing
- [ ] Reading
- [ ] Math

6. Prerequisites
- NONE

7. Co-Requisites
- NONE

8. Start Date
- FALL 2016

9. Lab fees requested
- [ ] Yes
- [ ] No

10. Indicate whether this course should be a general education course
- [ ] Yes
- [ ] No

11. Course Type
- [ ] Transfer
- [ ] Non-Transfer
- [ ] College Preparatory
- [ ] EPI

12. Approved for Independent Study by Cluster?
- [ ] Yes
- [ ] No

13. Minimum Faculty Credentials Required
- [ ] 18 graduate semester hours in discipline
- [ ] Other

14. Course Description:
This course seeks to provide the knowledge, skills, and tools for students to successfully plan, design, and manage a new business venture. It is intended for those students considering self-employment for the first time or for those who are already committed as entrepreneurs. The processes of launching an entrepreneurial venture and learning the skills and techniques necessary for effective management, growth, and exit strategy will be covered in the course. Students will analyze the decision-making models and strategies and apply them in the management of business ventures.

15. Rationale for New Course:
This course is directly related to start up ventures vs established ventures. This course provides students with necessary skills required for a start up enterprise related to the management related to that business entity. This course is aligned with the purpose and scope of the 12 Credit Certificate program in Entrepreneurship and Innovation.

<table>
<thead>
<tr>
<th>Initiator</th>
<th>Beth Kerly</th>
<th>Cluster #</th>
<th>Date Submitted</th>
<th>Required Signatures</th>
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<td>10</td>
<td>09/23/15</td>
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<th>Cluster Chair</th>
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<tr>
<td></td>
<td>approved</td>
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<td>not approved</td>
<td>date</td>
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<td>09/28/15</td>
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<tr>
<th>Cluster Chair of Other Cluster Affected:</th>
<th>Director Associate in Arts/Technical Programs:</th>
<th>Vice President Academic Affairs:</th>
<th>Date: 12-1-15</th>
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<td>(if applicable)</td>
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# of Instructional Points per Course: 30
# of Lecture Points: 30
# of Lab Points (contact hrs): 30
CCICS Number: 12501

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<tr>
<th>Director, Information Management &amp; Reporting:</th>
<th>Date: 11/14/16</th>
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Please make sure you have completed the following steps before submitting for approval:
- [ ] Signature of cluster chairperson
- [ ] Signature of other cluster chairpersons (if applicable)
- [ ] Approved course outcomes attached
- [ ] Lab Fee Justification form attached (if applicable)
- [ ] Sample syllabus attached

(12/14)
Course Intended Outcomes Form

Course Number: ENT 1012
Course Title: ENTREPRENEURSHIP MANAGEMENT
Initiator(s) of Course Intended Outcomes: Beth Kerly
Date: 9/18/2015
Signature(s): [Signature]

Cluster 10
Date of Cluster Approval: 09/25/15
Typed Name and Signature of Cluster Chair: Gabriela Hamilton

Course Outcomes: (Six to ten specific intended outcomes are requested.)
Upon completion of the course the student should be able to:

1. Summarize legal issues relating to the new venture formation.
2. Propose techniques for protecting business reputation, assets, and ideas of the enterprise.
3. Select strategies required to successfully market the venture.
4. Evaluate market assessments.
5. Demonstrate the skills necessary to attain competitive advantage in the marketplace and industry.
7. Summarize the techniques and advantages of leadership and development of business partnerships and alliances.
8. Analyze the purpose and tactical deployment of exit strategies for the business enterprise.
9. Explain the process of finding starting capital and operating funds.
10. Identify integrated marketing methods for finding and keeping customers.
11. Understand leadership and ethical practices for operating a small business.
12. Understand the core management principles associated with small business enterprises and startup ventures.
13. Differentiate between management techniques of a startup in search of a business model, and management methods of an established business that is executing on a validated business model.
INSTRUCTOR'S NAME:

TELEPHONE & OFFICE:

E-MAIL ADDRESS:

OFFICE HOURS:

COURSE DESCRIPTION: This course seeks to provide the knowledge, skills, and tools for students to successfully plan, design, and manage a new business venture. It is intended for those students considering self-employment for the first time or for those who are already committed as entrepreneurs. The processes of launching an entrepreneurial venture and learning the skills and techniques necessary for effective management, growth, and exit strategy will be covered in the course. Students will analyze the decision-making models and strategies and apply them in the management of business ventures.

COURSE OBJECTIVES: 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.

COURSE OUTCOMES: Upon completion, the student will be able to:
1. Summarize legal issues relating to the new venture formation.
2. Propose techniques for protecting business reputation, assets, and ideas of the enterprise.
3. Select strategies required to successfully market the venture.
4. Evaluate market assessments.
5. Demonstrate the skills necessary to attain competitive advantage in the marketplace and industry.
7. Summarize the techniques and advantages of leadership and development of business partnerships and alliances.
8. Analyze the purpose and tactical deployment of exit strategies for the business enterprise.
9. Explain the process of finding starting capital and operating funds.
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13. Differentiate between management techniques of a startup in search of a business model, and management methods of an established business that is executing on a validated business model.

TEXTBOOK: TBA
GRADING SYSTEM:
Students will be graded based upon the administration of exams, case studies, group presentation, class participation, and experiential learning activities.

CALCULATION OF COURSE GRADE: TBA

CLASS POLICIES

Drop/Add Period.

Academic integrity policy.

Request for accommodation:

TENTATIVE ASSIGNMENT SCHEDULE
TBA
Course Information (Check all that apply.)

This Development is for:

☐ An existing HCC course being offered for the first time through distance learning.
☐ A new course (recently approved by AAC) being developed for distance learning.
☐ An existing distance learning course being redesigned.
☐ A Master Template being developed primarily for use by Adjunct Faculty.

Will development assistance from CITT be required? ☐ No

Will this course use an E-Pack? ☐ No

If yes, date of textbook selection process approval:

Will this course use E-text or publisher website? ☐ No

Training

What is the chosen course platform?

Canvas

The faculty member has demonstrated proficiency and has completed training.

☐ Yes

The faculty member has completed the ADA accessibility and copyright training?

☐ Yes

Previous online courses taught by this faculty either at HCC or other institutions.

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<thead>
<tr>
<th>Course</th>
<th>Institution</th>
<th>Date</th>
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<tbody>
<tr>
<td>ENT 1000</td>
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<tr>
<td>FIN 1100</td>
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<td>FIN 2001</td>
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Support Needs

What other support will be needed from the college?

☐ Additional training through CITT beyond the LMS training.
   Specify:

☐ Training available from other sources (such as publishers, professional organizations, other educational institutions, etc)
   Specify:

Compensation
The faculty member wishes to be compensated under which of the following formats?

☐ PUSA guidelines (for full-time faculty only. relinquishes intellectual property rights)
☐ Contract with Academic Dean (instructor retains intellectual property rights)
☐ No compensation requested

Course Development Plan
1. ☐ Obtain approval from your Academic Dean (and possibly the Program Manager) that need exists.
2. ☐ File Distance Learning/Hybrid course Development Plan with the Director of Instructional Technology.
3. ☐ VP of Academic Affairs approves course development compensation, if requested.
4. ☐ Research available resources (such as CITT Instructional Designer, HCC instructors, other institutions, publishers, professional conferences).
5. ☐ When necessary adapt E-packs using the same procedures for textbook selection.
6. ☐ Consult with CITT for technology support and compatibility requirements of E-Packs.
7. ☐ Choose platform for course delivery and consult with CITT regarding system requirements.
8. ☐ Receive certification through CITT or designated Faculty Trainer as having demonstrated proficiency in course delivery platform and course software, if applicable.
9. ☐ Develop course syllabus/schedule/assignments which address all course performance objectives and learning outcomes.
10. ☐ Contact Academic Dean or Program Manager for class scheduling.

*Note: Any brand new HCC course must first be approved through the Cluster and Academic Affairs Committee new course proposal process.

Lead Faculty Member Signature: ______________________________
Email Address: ______________________________ Date: 3/11/16
☐ I do hereby validate my signature above:

Collaborating Faculty Member(1st) - If Needed:
Email Address: ______________________________ Name: ______________________________

Collaborating Faculty Member(2nd) - If Needed:
Email Address: ______________________________ Name: ______________________________

Supervising Dean:
Email Address: Johnson@hccfl.edu Name: Elizabeth R Johnson

Lead Instructional Designer:
Email Address: bwatkins2@hccfl.edu Name: Brenda Watkins

V.P. of Academic Affairs approves compensation terms:
Email Address: Johnson@hccfl.edu Name: Craig Johnson

Update: *This will email all parties involved to get their signature. Please make sure the form is complete before submitting.