**Small Business Management** (CSC)

Catalog Year 2022-2023

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Grade/SemesterCompleted |  | Course # |  | Course title | Credits |
| **Required** |  |  |  |  |  |
| / |  | BUS 165 |  | Small Business Management | 3 |
| **Choose one of the following** |  |  |  |  |  |
| / |  | ACC 220 |  | Accounting for Small Business |  |
| / |  | ACC 111 |  | Accounting 1 |  |
| / |  | FIN 215 |  | Financial Management | 3 |
| **Choose one of the following** |  |  |  |  |  |
| / |  | MKT 110 |  | Principles of Selling |  |
| / |  | MKT 216 |  | Retail Organization & Management |  |
| / |  | MKT 228 |  | Promotion |  |
| / |  | MKT 281 |  | Principles of Internet Marketing | 3 |
| **Choose one of the following** |  |  |  |  |  |
| / |  | ITE 115 |  | Intro to Comp Applications & Concepts |  |
| / |  | ITD 115 |  | Web Page Design & Site Management | 3 |
| **Choose one of the following** |  |  |  |  |  |
| / |  | BUS 236 |  | Communications in Management |  |
| / |  | CST 100 |  | Principles of Public Speaking | 3 |
| **Choose one of the following** |  |  |  |  |  |
| / |  | BUS 298 |  | Seminar & Project |  |
| / |  | BUS 297 |  | Cooperative Education\* | 3 |
| **Required** |  |  |  |  |  |
| / |  | BUS 199 |  | Supervised Study\*\* | 1 |
| / |  | BUS 299 |  | Supervised Study\*\*\* | 1 |
|  |  |  |  |  |  |
|  |  |  |  |
| **Total Completed** |  |  | **20** |

MTE 2 and ENF 3 are prerequisites.

1 If a student participates in BUS 297, Cooperative Education, contact hours would equate to 15 hours of internship-style work per week for the duration of the semester.

2Create thorough business plan in BUS 165; participate in the Barkhouser Free Enterprise Center Small Business Idea Fair; work with mentors already in a similar business.

3 Enhance business plan initially developed in BUS 165; participate in business counseling with the Launch Place and/or the Longwood SBDC; visit with funding sources; and possibly launch business venture.