



## Small Business and Entrepreneurial Management Certificate

**Program:** Business

**Program Code:**

SBE

**Academic Area:**

Business and Experiential Education

**Type:**

Certificate of Accomplishment

**CIP Code:**

52.0799

### Program Statement

This certificate prepares students to start and operate a small business. The program introduces students to management, marketing, accounting, and finance, essential areas of business development. The program includes an Internship (INT210) which provides practical experience.

### Program Information

- This program requires 23 credits to graduate
- Students who have taken courses at other institutions may receive transfer credit. All transfer credit requests for business related courses (ACC, BNK, BUS, LSM, MAN, MAR and RMN) must be approved by the Business Administration Department Chair.
- Students work with program faculty and area resources to receive intensive, practical training in business plan preparation.
- Students are required to follow the course sequence. Do not register for ACC 101 in the first semester.

### After Bristol

Students will acquire the necessary skills to establish and implement a small business plan. Students will be able to use computer tools to perform various functions.

### Program Learning Outcomes

Students will be able to:

1. Develop a small business plan
2. Apply the knowledge and skills needed to make business decisions
3. Identify business problems and devise solutions
4. Apply qualitative reasoning skills in business decisions
5. Liaise with community partners for common visions.

### Program Requirements



<b>Course #</b>	<b>Title</b>	<b>Credits</b>
ACC 101	Principles of Accounting I	4
ACC 114	Introduction to QuickBooks Pro	1
BUS 112	Personal Financial Planning	3
INT 210	Internship Experience I	3
MAN 101	Principles of Management	3
MAN 154	Small Business Management	3
MAR 101	Principles of Marketing	3
MAR 114	Sales Principles	3

## Recommended Course Sequence - Semester 1

<b>Course #</b>	<b>Title</b>	<b>Credits</b>
MAN 101	Principles of Management	3
MAR 101	Principles of Marketing	3
MAN 154	Small Business Management	3
MAR 114	Sales Principles	3

## Recommended Course Sequence - Semester 2

<b>Course #</b>	<b>Title</b>	<b>Credits</b>
ACC 101	Principles of Accounting I	4
BUS 112	Personal Financial Planning	3
ACC 114	Introduction to QuickBooks Pro	1
INT 210	Internship Experience I	3
	<b>Total credits:</b>	<b>23</b>