

Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course: BA292	i	li	iii	iv	V	vi	vii
Entrepreneurial	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
Capstone	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
Course Outcomes	small business	market place	in virtual and	member, and a leader		small business	business plan
			interpersonal	of an organization			
			environments				
		Program	Presentation of	Program summative	Program	Program	Program
Demonstrate concepts	Program	summative	Program summative	assessment: E-	summative	summative	summative
and processes	summative	assessment:	assessment: E-	Portfolio contains	assessment: E-	assessment: E-	assessment: E-
associated with	assessment: E-	E-Portfolio	Portfolio contains	evidence of learning	Portfolio contains	Portfolio	Portfolio
successful	Portfolio contains	contains	evidence of learning	and reflective writing	evidence of	contains	contains
entrepreneurial	evidence of	evidence of	and reflective writing		learning and	evidence of	evidence of
performance	learning and	learning and			reflective writing	learning and	learning and
periormance	reflective writing	reflective				reflective	reflective
		writing				writing	writing
	Program	Program	Presentation of	Program summative	Program	Program	Program
	summative	summative	Program summative	assessment: E-	summative	summative	summative
	assessment: E-	assessment:	assessment: E-	Portfolio contains	assessment: E-	assessment: E-	assessment: E-
Demonstrate ability to	Portfolio contains	E-Portfolio	Portfolio contains	evidence of learning	Portfolio contains	Portfolio	Portfolio
transfer learning to	evidence of	contains	evidence of learning	and reflective writing	evidence of	contains	contains
new situations	learning and	evidence of	and reflective writing		learning and	evidence of	evidence of
	reflective writing	learning and			reflective writing	learning and	learning and
		reflective				reflective	reflective
		writing				writing	writing
	Program	Program	Presentation of	Program summative	Program	Program	Program
	summative	summative	Program summative	assessment: E-	summative	summative	summative
	assessment: E-	assessment:	assessment: E-	Portfolio contains	assessment: E-	assessment: E-	assessment: E-
Model professional	Portfolio contains	E-Portfolio	Portfolio contains	evidence of learning	Portfolio contains	Portfolio	Portfolio
communication skills	evidence of	contains	evidence of learning	and reflective writing	evidence of	contains	contains
communication skills	learning and	evidence of	and reflective writing		learning and	evidence of	evidence of
	reflective writing	learning and			reflective writing	learning and	learning and
		reflective				reflective	reflective
		writing				writing	writing
Assemble and present	Program	Program	Presentation of	Program summative	Program	Program	Program
portfolio	summative	summative	Program summative	assessment: E-	summative	summative	summative



demonstrating	assessment: E-	assessment:	assessment: E-	Portfolio contains	assessment: E-	assessment: E-	assessment: E-
evidence of learning	Portfolio contains	E-Portfolio	Portfolio contains	evidence of learning	Portfolio contains	Portfolio	Portfolio
using appropriate	evidence of	contains	evidence of learning	and reflective writing	evidence of	contains	contains
strategies and	learning and	evidence of	and reflective writing		learning and	evidence of	evidence of
technology	reflective writing	learning and			reflective writing	learning and	learning and
		reflective				reflective	reflective
		writing				writing	writing



Course:	i	ii	iii	iv	V	vi	vii
AC2764 Small Business	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
Accounting	appropriate ethical and legal procedures for a small business	and evaluate opportunities in the global market place	and effective business communication skills in virtual and	thinking and decision making skills as an individual, a team member, and a leader	recordkeeping systems and interpret results	evaluate marketing strategies for a small business	entrepreneurial potential and develop a business plan
Course Outcomes	Sitiali busiliess	market place	interpersonal environments	of an organization		3iriaii busiiress	business plan
	Collaborative		Collaborative	Collaborative	Discussions,		Discussion,
	discussions, case		discussions, case	discussions, case	quizzes,		Collaborative
	analysis, quizzes		analysis, quizzes	analysis, quizzes	assignments,		discussions,
Employ accounting					journals,		case analysis,
standards					portfolios,		quizzes
Staridards					individual or		
					group activities/		
					case analysis,		
					exams,		
	Collaborative		Collaborative	Collaborative	Discussions,		Discussion,
	discussions, case		discussions, case	discussions, case	quizzes,		Collaborative
	analysis, quizzes		analysis, quizzes	analysis, quizzes	assignments,		discussions,
prepare and interpret					journals,		case analysis,
financial statements					portfolios,		quizzes
inidicial statements					individual or		
					group activities/		
					case analysis,		
					exams,		
	Collaborative		Collaborative	Collaborative	Discussions,		Discussion,
	discussions, case		discussions, case	discussions, case	quizzes,		Collaborative
	analysis, quizzes		analysis, quizzes	analysis, quizzes	assignments,		discussions,
Estimate cash flow					journals,		case analysis,
needs					portfolios,		quizzes
necus					individual or		
					group activities/		
					case analysis,		
					exams,		
Calculate and interpret	Collaborative		Collaborative	Collaborative	Discussions,		Discussion,



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

financial rations	discussions, case	discussions, case	discussions, case	quizzes,	Collaborative
	analysis, quizzes	analysis, quizzes	analysis, quizzes	assignments,	discussions,
				journals,	case analysis,
				portfolios,	quizzes
				individual or	
				group activities/	
				case analysis ,	
				exams,	
	Collaborative	Collaborative	Collaborative	Discussions,	Discussion,
	discussions, case	discussions, case	discussions, case	quizzes,	Collaborative
	analysis, quizzes	analysis, quizzes	analysis, quizzes	assignments,	discussions,
Determine and deposit				journals,	case analysis,
payroll taxes				portfolios,	quizzes
payron taxes				individual or	
				group activities/	
				case analysis,	
				exams,	
	Collaborative	Collaborative	Collaborative	Discussions,	Discussion,
	discussions, case	discussions, case	discussions, case	quizzes,	Collaborative
	analysis, quizzes	analysis, quizzes	analysis, quizzes	assignments,	discussions,
Set up a computerized				journals,	case analysis,
accounting system				portfolios,	quizzes
accounting system				individual or	
				group activities/	
				case analysis ,	
				exams,	
	Collaborative	Collaborative	Collaborative	Discussions,	Discussion,
	discussions, case	discussions, case	discussions, case	quizzes,	Collaborative
Implement a	analysis, quizzes	analysis, quizzes	analysis, quizzes	assignments,	discussions,
systematic approach to				journals,	case analysis,
recording and using				portfolios,	quizzes
financial information				individual or	
inancial information				group activities/	
				case analysis ,	
				exams,	
Design procedures to	Collaborative	Collaborative	Collaborative	Discussions,	Discussion,
protect business assets	discussions, case	discussions, case	discussions, case	quizzes,	Collaborative



	analysis, quizzes	analysis, quizzes	analysis, quizzes	assignments,	discussions,
				journals,	case analysis,
				portfolios,	quizzes
				individual or	
				group activities/	
				case analysis,	
				exams,	
	Collaborative	Collaborative	Collaborative	Discussions,	Discussion,
	discussions, case	discussions, case	discussions, case	quizzes,	Collaborative
	analysis, quizzes	analysis, quizzes	analysis, quizzes	assignments,	discussions,
Compute and record				journals,	case analysis,
payroll expenses and				portfolios,	quizzes
liabilities				individual or	
				group activities/	
				case analysis,	
				exams,	



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course:	i	ii	iii	iv	V	vi	vii
BA101 INTRO TO BUSINESS	Identify appropriate ethical	Recognize and evaluate	Employ appropriate and effective	Develop critical thinking and decision	Develop financial recordkeeping	Develop and evaluate	Explore entrepreneurial
Course Outcomes	and legal procedures for a small business	opportunities in the global market place	business communication skills in virtual and interpersonal environments	making skills as an individual, a team member, and a leader of an organization	systems and interpret results	marketing strategies for a small business	potential and develop a business plan
Evaluate various business disciplines and career opportunities	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations			Case analysis, weekly or term papers/ project/ discussions, presentations
Examine the role of corporate social responsibility in the business environment	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations			Case analysis, weekly or term papers/ project/ discussions, presentations
Describe the financial, legal, and administrative procedures involved in starting new business ventures	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations		Case analysis, weekly or term papers/ project/ discussions, presentations
Discuss the forces (economic, political, international, environmental) that shape the business and economic structure of the U.S.	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations			Case analysis, weekly or term papers/ project/ discussions, presentations
Demonstrate investment strategies			Case analysis, weekly or term papers/ project/ discussions,	Individual or team competition / collaborative group	Case analysis, weekly or term papers/ project/		Case analysis, weekly or term papers/



Program/Discipline: __AAS Small Business Management/Entrepreneurship 2014-2015

		presentations	project	discussions, presentations		project/ discussions, presentations
Identify a target market and apply an appropriate marketing strategy	Individual or team competition / collaborative group project		Individual or team competition / collaborative group project		Collaborative, group project / presentation	Case analysis, weekly or term papers/ project/ discussions, presentations
Use basic financial computations (i.e. profit, return on investment, sales volume, and breakeven point).			Case analysis, weekly or term papers/ project/ discussions, presentations	Discussion, assignment, case project		Case analysis, weekly or term papers/ project/ discussions, presentations



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course:	i	ii	iii	iv	V	vi	vii
BA120 LEADERSHIP DEVELOPMENT	Identify appropriate ethical and legal	Recognize and evaluate opportunities	Employ appropriate and effective business	Develop critical thinking and decision making skills as an	Develop financial recordkeeping systems and	Develop and evaluate marketing	Explore entrepreneurial potential and
Course Outcomes	procedures for a small business	in the global market place	communication skills in virtual and interpersonal environments	individual, a team member, and a leader of an organization	interpret results	strategies for a small business	develop a business plan
Demonstrate basic leadership techniques	Case analysis, weekly or term papers/ project/ discussions, presentations		Case analysis, weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Case analysis, weekly or term papers/ project/ discussions, presentations
Articulate an understanding of the principles, practices, styles, and values of diverse cultures in developing their own approach to leadership	Case analysis, weekly or term papers/ project/ discussions, presentations		Case analysis, weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Case analysis, weekly or term papers/ project/ discussions, presentations
Discuss culturally grounded practices, values and beliefs, and explain how they influence people's leadership styles	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Case analysis, weekly or term papers/ project/ discussions, presentations
Distinguish between leadership and management and how to use both to your advantage situational within your organization	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Case analysis, weekly or term papers/ project/ discussions, presentations
Recognize leadership opportunities on the job and in personal life	Reflective journaling / paper		Reflective journaling / paper	Reflective journaling / paper			Case analysis, weekly or term papers/



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course: BA150 INTRO	i	ii	iii	iv	V	vi	vii
то	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
ENTREPRENEURSHIP	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
Course Outcomes	small business	market place	in virtual and	member, and a leader		small business	business plan
			interpersonal	of an organization			
			environments				
Evaluate	Collaborative	Interviews,	Interviews,	Reflective writing,			Reflective
entrepreneurial	discussions/	collaborative	collaborative	Collaborative			writing, group
strengths and	projects,	discussions/	discussions/ projects,	discussions/ projects,			activity, peer
weaknesses	presentation,	projects,	presentation, quizzes	presentation, quizzes			reviews
weakiiesses	quizzes	presentation					
	Collaborative	Interviews,	Interviews,	Reflective writing,			Reflective
Establish goals and	discussions/	collaborative	collaborative	Collaborative			writing, group
objectives for a	projects,	discussions/	discussions/ projects,	discussions/ projects,			activity, peer
business	presentation,	projects,	presentation, quizzes	presentation, quizzes			reviews
	quizzes	presentation					
	Collaborative	Interviews,	Interviews,	Reflective writing,			Reflective
Describe leadership	discussions/	collaborative	collaborative	Collaborative			writing, group
skills for operating a	projects,	discussions/	discussions/ projects,	discussions/ projects,			activity, peer
small business	presentation,	projects,	presentation, quizzes	presentation, quizzes			reviews
	quizzes	presentation					
	Collaborative	Interviews,	Interviews,	Reflective writing,			Reflective
Identify legal and	discussions/	collaborative	collaborative	Collaborative			writing, group
ethical issues related to	projects,	discussions/	discussions/ projects,	discussions/ projects,			activity, peer
small business.	presentation,	projects,	presentation, quizzes	presentation, quizzes			reviews
	quizzes	presentation					
	Collaborative	Interviews,	Interviews,	Reflective writing,			Reflective
	discussions/	collaborative	collaborative	Collaborative			writing, group
Establish goals and	projects,	discussions/	discussions/ projects,	discussions/ projects,			activity, peer
objectives for a	presentation,	projects,	presentation, quizzes	presentation, quizzes			reviews
business	guizzes	presentation					1

Course:	i	ii	iii	iv	V	vi	vii
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Program/Discipline: __AAS Small Business Management/Entrepreneurship_

BA156 Economic Essentials Course Outcomes Apply the tools of	Identify appropriate ethical and legal procedures for a small business Discussion,	Recognize and evaluate opportunities in the global market place Discussion,	Employ appropriate and effective business communication skills in virtual and interpersonal environments Weekly or term	Develop critical thinking and decision making skills as an individual, a team member, and a leader of an organization Collaborative group	Develop financial recordkeeping systems and interpret results	Develop and evaluate marketing strategies for a small business	Explore entrepreneurial potential and develop a business plan
economic analysis	collaborative group activities, case analysis quizzes	collaborative group activities, case analysis quizzes	papers/ project/ discussions, presentations	activities, project presentation			
compare and contrast the four principle market structures	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis quizzes	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			
Describe the functioning of the U.S. economy	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis quizzes	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			
Evaluate the social consequences of macroeconomic instability, including the differential impact of inflation and unemployment	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis quizzes	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			
Analyze the effects of macroeconomic stabilization policies	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			



	quizzes			



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course:	i	ii	iii	iv	V	vi	vii
BA203	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
INTERNATIONAL	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
BUSINESS	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
	small business	market place	in virtual and	member, and a leader		small business	business plan
Course Outcomes			interpersonal	of an organization			
			environments				
Employ international	Discussion,	Summative	Weekly or term	Collaborative group	Collaborative	Weekly or	Weekly or term
business vocabulary	collaborative group	assessment:	papers/ project/	activities, project	group activities,	term papers/	papers/
	activities, case	collaborative	discussions,	presentation	project	project/	project/
	analysis quizzes	feasibility	presentations		presentation	discussions,	discussions,
		analysis				presentations	presentations
		project					
Integrate basic	Discussion,	Summative	Weekly or term	Collaborative group	Collaborative	Weekly or	Weekly or term
concepts of	collaborative group	assessment:	papers/ project/	activities, project	group activities,	term papers/	papers/
international business	activities, case	collaborative	discussions,	presentation	project	project/	project/
into a marketing plan	analysis quizzes	feasibility	presentations		presentation	discussions,	discussions,
		analysis				presentations	presentations
		project					
Identify major	Discussion,	Summative	Weekly or term	Collaborative group	Collaborative	Weekly or	Weekly or term
governmental and non-	collaborative group	assessment:	papers/ project/	activities, project	group activities,	term papers/	papers/
governmental sources	activities, case	collaborative	discussions,	presentation	project	project/	project/
of information and	analysis quizzes	feasibility	presentations		presentation	discussions,	discussions,
trading assistance		analysis				presentations	presentations
		project					
Reference sources of	Discussion,	Summative	Weekly or term	Collaborative group	Collaborative	Weekly or	Weekly or term
information on	collaborative group	assessment:	papers/ project/	activities, project	group activities,	term papers/	papers/
international cultures	activities, case	collaborative	discussions,	presentation	project	project/	project/
and business practices	analysis quizzes	feasibility	presentations		presentation	discussions,	discussions,
		analysis				presentations	presentations
		project					
Use concepts of global	Discussion,	Summative	Weekly or term	Collaborative group	Collaborative	Weekly or	Weekly or term
business management	collaborative group	assessment:	papers/ project/	activities, project	group activities,	term papers/	papers/
	activities, case	collaborative	discussions,	presentation	project	project/	project/
	analysis quizzes	feasibility	presentations		presentation	discussions,	discussions,
						presentations	presentations



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Course	:	::	:::	:		:	::
Course:	1	ii .	iii	iv	V	vi	vii
BA205 Solving	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
Communication	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
Problems with	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
Technology	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
	small business	market place	in virtual and	member, and a leader		small business	business plan
Course Outcomes			interpersonal	of an organization			
			environments				
Communicate personal			Weekly or term	Collaborative group			
and organizational			papers/ project/	activities, project			
information using			discussions,	presentation			
standard business			presentations				
documents, formats,							
and business							
presentation							
techniques and tools.							
Research, write, and			Summative	Collaborative group			
edit business			collaborative project,	activities, project			
documents using on-			peer assessment,	presentation			
line and library			reflective journals				
resources and business			•				
software applications							
common to the							
contemporary business							
environment							
Select and use			Summative	Collaborative group			
appropriate technology			collaborative project,	activities, project			
for business			peer assessment,	presentation			
communication needs			reflective journals	'			
Work collaboratively			Summative	Collaborative group			
with teams to			collaborative project,	activities, project			
communicate business			peer assessment,	presentation			
information in a project			reflective journals				
environment							
Create a professional			Weekly or term	Collaborative group			
quality resume and			papers/ project/	activities, project			



Program/Discipline: __AAS Small Business Management/Entrepreneurship____

cover letter	discussions, presentations	presentation		
Discuss strategies to	Summative	Collaborative group		
work cooperatively	collaborative project,	activities, project		
with peers and diverse	peer assessment,	presentation		
cultural backgrounds.	reflective journals			

Course: BA206	i	ii	iii	iv	V	vi	vii
MANAGEMENT	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

FUNDAMENTALS Course Outcomes	and legal procedures for a small business	opportunities in the global market place	business communication skills in virtual and interpersonal environments	making skills as an individual, a team member, and a leader of an organization	systems and interpret results	marketing strategies for a small business	potential and develop a business plan
Identify the four basic fundamental managerial functions, their impact on productivity, and techniques to improve each of these functions	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation	Summative project; reflective paper			Summative project; reflective paper
Discuss the contemporary problems faced by the managers of today, including ethics, culture, ethnic diversity, age, and gender.	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation	Summative project; reflective paper			Summative project; reflective paper
Develop the skills needed to manage for productivity through interpersonal communication and motivation	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation	Summative project; reflective paper			Summative project; reflective paper
Recognize different management and leadership styles	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation	Summative project; reflective paper			Summative project; reflective paper
Discuss basic concepts and methodologies of quality management	Case analysis, weekly or term papers/ project/ discussions, presentations	Case analysis, weekly or term papers/ project/ discussions,	Collaborative group activities, project presentation	Summative project; reflective paper			Summative project; reflective paper



Program/Discipline: ___AAS Small Business Management/Entrepreneurship___

	presentations				
	presentations			1	1

Course:	i	ii	iii	iv	v	vi	vii
BA213 Managerial	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
Accounting	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course Outcomes	small business	market place	in virtual and interpersonal environments	member, and a leader of an organization		small business	business plan
Use basic job and process costing concepts to analyze relevant costs	Discussion, collaborative group activities, case analysis quizzes		Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes		Collaborate Discussion, case analysis
Apply cost-volume- profit analysis	Discussion, collaborative group activities, case analysis quizzes		Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes		Collaborate Discussion, case analysis
Implement budgeting concepts to develop a flexible budget and perform variance analysis	Discussion, collaborative group activities, case analysis quizzes		Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes		Collaborate Discussion, case analysis
Prepare and analyze responsibility accounting reports	Discussion, collaborative group activities, case analysis quizzes		Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes		Collaborate Discussion, case analysis
Prepare and evaluate differential analysis reports for a variety of managerial decisions	Discussion, collaborative group activities, case analysis quizzes		Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case		Collaborate Discussion, case analysis



Program/Discipline: __AAS Small Business Management/Entrepreneurship 2014-2015

				analysis, quizzes		
Employ capital budgeting strategies	Discussion, collaborative group activities, case analysis quizzes	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/	Discussion, collaborative group activities, case analysis	Collaborate Discussion, case analysis
				projects , case analysis, quizzes	quizzes	

Course: BA222	i	ii	iii	iv	V	vi	vii
FINANCE	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
	small business	market place	in virtual and	member, and a leader		small business	business plan



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course Outcomes			interpersonal environments	of an organization			
Understand the characteristics of money markets and capital markets	Discussion and collaborative group activities	Discussion and collaborative group activities, quizzes	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes		Discussion and collaborative group activities, quizzes
Understand the relationship between interest rates and bonds	Discussion and collaborative group activities, quizzes	Discussion and collaborative group activities, quizzes	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes		Discussion and collaborative group activities, quizzes
Calculate taxes	Discussion and collaborative group activities, quizzes	Discussion and collaborative group activities, quizzes	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes		Discussion and collaborative group activities, quizzes
Calculate the time value of money		Discussion and collaborative group activities, quizzes	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes		Discussion and collaborative group activities, quizzes
Formulate the decision process of capital budgeting and risk management			Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case analysis, quizzes	Discussion and collaborative group activities, quizzes	Discussion and collaborative group activities, quizzes



Calculate financial ratios	C	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Homework assignments as review, Collaborative discussions/ projects, case	Discussion and collaborative group activities, quizzes	Discussion and collaborative group activities, quizzes
				analysis, quizzes		

Course: BA223	i	ii	iii	iv	V	vi	vii
MARKETING	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
-	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
Course Outcomes	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
	small business	market place	in virtual and	member, and a leader		small business	business plan
			interpersonal	of an organization			



			environments			
Identify and evaluate the 4Ps of marketing	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Summative project; abbreviated marketing plan	Collaborative discussions/ projects, presentation
Discuss the impact of marketing concepts in organizational decision making	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Summative project; abbreviated marketing plan	Collaborative discussions/ projects, presentation
Demonstrate marketing strategies that make the customer the focus of marketing	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Summative project; abbreviated marketing plan	Collaborative discussions/ projects, presentation
Describe key stages of the market planning	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Summative project; abbreviated marketing plan	Collaborative discussions/ projects, presentation



Program/Discipline: __AAS Small Business Management/Entrepreneurship____

Course: BA224 Human	1	li	lii	lv	V	Vi	Vii
Resource Management	identify appropriate ethical	Recognize and evaluate	Employ appropriate and effective	Develop critical thinking and decision	Develop financial recordkeeping	Develop and evaluate	Explore entrepreneurial
Course Outcomes	and legal procedures for a small business	opportunities in the global market place	business communication skills in virtual and interpersonal environments	making skills as an individual, a team member, and a leader of an organization	systems and interpret results	marketing strategies for a small business	potential and develop a business plan
Discuss various human resource management perspectives	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis quizzes	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Summative term project – develop code of ethics
Develop both objective and subjective indicators of performance and measurements for an employee performance evaluation	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis quizzes	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Summative term project – develop code of ethics
Evaluate options for and develop a performance improvement plan	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis quizzes	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Summative term project
Demonstrate conflict resolution strategies	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis quizzes	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Summative term project – develop code of ethics
Develop job descriptions employing job analysis and task identification processes	Discussion, collaborative group activities, case analysis quizzes		Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation			Summative term project – develop code of ethics



Program/Discipline: ___AAS Small Business Management/Entrepreneurship_____

Analyze and differentiate current federal, state, and local regulations pertaining to employment	Discussion, collaborative group activities, case analysis quizzes		Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation	Summative term project – develop code of ethics
Evaluate the various aspects of motivation as they relate to job satisfaction, compensation, and security	Discussion, collaborative group activities, case analysis quizzes	Discussion, collaborative group activities, case analysis quizzes	Weekly or term papers/ project/ discussions, presentations	Collaborative group activities, project presentation	Summative term project – develop code of ethics



standard business and

legal terminology

collaborative group

activities, case

analysis quizzes

Discipline Outcomes Assessment Tools Map

Program/Discipline: __AAS Small Business Management/Entrepreneurship 2014-2015

Course:	i	ii	iii	iv	V	vi	vii
BA230 Business Law	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
Course Outcomes	small business	market place	in virtual and	member, and a leader		small business	business plan
			interpersonal	of an organization			
			environments				
Describe basic concepts	Discussion,		Weekly or term	Collaborative group			
of the legal	collaborative group		papers/ project, oral	activities, project			
environment for	activities, case		presentation	presentation			
businesses	analysis quizzes						
Apply basic legal	Discussion,		Weekly or term	Collaborative group			
knowledge to business	collaborative group		papers/ project, oral	activities, project			
problems	activities, case		presentation	presentation			
	analysis quizzes						
Communicate using	Discussion,		Weekly or term	Collaborative group			

activities, project

presentation

papers/ project, oral

presentation



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course: BA233 E-	i	ii	iii	iv	V	vi	vii
MARKETING	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
Course Outcomes	appropriate ethical and legal procedures for a small business	and evaluate opportunities in the global market place	and effective business communication skills in virtual and interpersonal environments	thinking and decision making skills as an individual, a team member, and a leader of an organization	recordkeeping systems and interpret results	evaluate marketing strategies for a small business	entrepreneurial potential and develop a business plan
Write an e-Marketing plan for a new or existing product or business Identify primary social	Collaborative discussions/ projects, presentation Collaborative	Collaborative discussions/ projects, presentation Collaborative	Collaborative discussions/ projects, presentation Collaborative	Collaborative discussions/ projects, presentation Collaborative		Collaborative discussions/ projects, presentation Collaborative	Collaborative discussions/ projects, presentation Collaborative
media channels used by corporations and analyze the function of each channel in order to participate in channel decisions and discussions within marketing teams	discussions/ projects, presentation	discussions/ projects, presentation	discussions/ projects, presentation	discussions/ projects, presentation		discussions/ projects, presentation, quizzes	discussions/ projects, presentation
Use terminology related to use of social media in a marketing context	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation		Collaborative discussions/ projects, presentation, quizzes	Collaborative discussions/ projects, presentation
Develop both proactive and reactive strategies to manage corporate messaging in a social media environment	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation		Collaborative discussions/ projects, presentation, quizzes	Collaborative discussions/ projects, presentation
Identify and respond to significant legal and ethical issues related to social media	Collaborative discussions/ projects, presentation, quizzes	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation	Collaborative discussions/ projects, presentation		Collaborative discussions/ projects, presentation, quizzes	Collaborative discussions/ projects, presentation



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course: BA238 SALES	i	ii	iii	iv	٧	vi	vii
	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
Course Outcomes	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
	small business	market place	in virtual and	member, and a leader		small business	business plan
			interpersonal	of an organization			
			environments				
Discuss the psychology	Collaborative		Collaborative	Collaborative		Reflective	Reflective
	discussions/		discussions/ projects,	discussions/ projects,		writing, role	writing, role
of selling and the social, ethical and legal	projects,		presentation, quizzes	presentation, quizzes		play	play
issues involved	presentation,					presentations	presentations
issues ilivolveu	quizzes						
	Collaborative		Collaborative	Collaborative		Reflective	Reflective
Demonstrate the art of	discussions/		discussions/ projects,	discussions/ projects,		writing, role	writing, role
communication and	projects,		presentation, quizzes	presentation, quizzes		play	play
persuasion	presentation,					presentations	presentations
	quizzes						
Demonstrate	Collaborative		Collaborative	Collaborative		Reflective	Reflective
prospecting, product	discussions/		discussions/ projects,	discussions/ projects,		writing, role	writing, role
positioning, and	projects,		presentation, quizzes	presentation, quizzes		play	play
planning	presentation,					presentations	presentations
Pidililing	quizzes						
Discuss the impacts of	discussions/		Collaborative	Collaborative		Reflective	Reflective
time, territory, and	projects,		discussions/ projects,	discussions/ projects,		writing, role	writing, role
self-management on	presentation,		presentation, quizzes	presentation, quizzes		play	play
sales	quizzes					presentations	presentations
	discussions/		Collaborative	Collaborative		Reflective	Reflective
Demonstrate effective	projects,		discussions/ projects,	discussions/ projects,		writing, role	writing, role
sales practices	presentation,		presentation, quizzes	presentation, quizzes		play	play
	quizzes					presentations	presentations
Analyze the situation	discussions/		Collaborative	Collaborative		Reflective	Reflective
and choose the	projects,		discussions/ projects,	discussions/ projects,		writing, role	writing, role
appropriate sales	presentation,		presentation, quizzes	presentation, quizzes		play	play
presentation method	quizzes					presentations	presentations



Course: BA239	i	ii	iii	iv	V	vi	vii
ADVERTISING	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
Course Outcomes	appropriate ethical and legal procedures for a small business	and evaluate opportunities in the global market place	and effective business communication skills in virtual and interpersonal environments	thinking and decision making skills as an individual, a team member, and a leader of an organization	recordkeeping systems and interpret results	evaluate marketing strategies for a small business	entrepreneurial potential and develop a business plan
	Collaborative		Collaborative	Collaborative		Collaborative	Collaborative
Develop a marketing	discussions/		discussions/ projects,	discussions/ projects,		discussions/	discussions/
and advertising plan	projects,		presentation, quizzes	presentation, quizzes		projects,	projects,
and advertising plan	presentation,					presentation,	presentation,
	quizzes					quizzes	quizzes
Evaluate advantages	Collaborative		Collaborative	Collaborative		Collaborative	Collaborative
and disadvantages of	discussions/		discussions/ projects,	discussions/ projects,		discussions/	discussions/
the different types of	projects,		presentation, quizzes	presentation, quizzes		projects,	projects,
media	presentation,					presentation,	presentation,
media	quizzes					quizzes	quizzes
	Collaborative		Collaborative	Collaborative		Collaborative	Collaborative
Explain the social,	discussions/		discussions/ projects,	discussions/ projects,		discussions/	discussions/
ethical, and regulatory	projects,		presentation, quizzes	presentation, quizzes		projects,	projects,
aspects of advertising	presentation,					presentation,	presentation,
	quizzes					quizzes	quizzes



Program/Discipline: ___AAS Small Business Management/Entrepreneurship___

Course: BA250	i	li	iii	iv	V	vi	vii
ENTREPRENEURSHIP	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
Course Outcomes	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
	small business	market place	in virtual and	member, and a leader		small business	business plan
			interpersonal	of an organization			
			environments				
Discuss the importance	Collaborative	Collaborative	Collaborative	Collaborative	Collaborative	Collaborative	Collaborative
of small businesses in	discussions	discussions	discussions	discussions	discussions	discussions	discussions
the economy							
	Summative	Summative	Summative	Summative	Summative	Summative	Summative
Assess business	assessment:	assessment:	assessment: business	assessment: business	assessment:	assessment:	assessment:
feasibility through	business planning	business	planning and	planning and analysis;	business planning	business	business
research and planning	and analysis;	planning and	analysis;	presentation	and analysis;	planning and	planning and
research and planning	presentation	analysis;	presentation		presentation	analysis;	analysis
		presentation				presentation	
	Summative	Summative	Summative	Summative	Summative	Summative	Summative
	assessment:	assessment:	assessment: business	assessment: business	assessment:	assessment:	assessment:
Prepare a business plan	business planning	business	planning and	planning and analysis;	business planning	business	business
opa. e a saoeee p.a	and analysis;	planning and	analysis;	presentation	and analysis;	planning and	planning and
	presentation	analysis;	presentation		presentation	analysis;	analysis
		presentation				presentation	
	Summative	Summative	Summative	Summative	Summative	Summative	Summative
Identify resources	assessment:	assessment:	assessment: business	assessment: business	assessment:	assessment:	assessment:
available for	business planning	business	planning and	planning and analysis;	business planning	business	business
entrepreneurial	and analysis	planning and	analysis;	presentation	and analysis;	planning and	planning and
businesses		analysis	presentation		presentation	analysis;	analysis
						presentation	



Program/Discipline: __AAS Small Business Management/Entrepreneurship 2014-2015

Course:	I	li	lii	lv	V	Vi	Vii
BA277 Business Ethics	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
Course Outcomes	small business	market place	in virtual and	member, and a leader		small business	business plan
			interpersonal	of an organization			
			environments				
Compare and contrast	Discussion,	Discussion,	Weekly or term	Collaborative group			
major ethical	collaborative group	collaborative	papers/ project/	activities, project			
perspectives	activities, case	group	discussions,	presentation			
	analysis quizzes	activities,	presentations				
		case analysis					
		quizzes					
Evaluate various	Discussion,	Discussion,	Weekly or term	Collaborative group			
business strategies for	collaborative group	collaborative	papers/ project/	activities, project			
corporate social	activities, case	group	discussions,	presentation			
responsibility	analysis quizzes	activities,	presentations				
		case analysis					
		quizzes					
Apply an ethical	Discussion,	Discussion,	Weekly or term	Collaborative group			
decision-making	collaborative group	collaborative	papers/ project/	activities, project			
framework to specific	activities, case	group	discussions,	presentation			
cases or practices in	analysis quizzes	activities,	presentations				
business and personal		case analysis					
situations		quizzes					
Discuss the ethical	Discussion,	Discussion,	Weekly or term	Collaborative group			
issues inherent in the	collaborative group	collaborative	papers/ project/	activities, project			
dynamic business	activities, case	group	discussions,	presentation			
environment, including	analysis quizzes	activities,	presentations				
information technology		case analysis					
issues		quizzes					



Program/Discipline: __AAS Small Business Management/Entrepreneurship_

Course:	i	ii	iii	iv	V	vi	vii
BA280 CWE Bus.	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
Admin	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
	small business	market place	in virtual and	member, and a leader		small business	business plan
Course Outcomes			interpersonal	of an organization			
			environments				
Demonstrate	Reflective		Reflective journaling,	Reflective journaling,			Reflective
knowledge of	journaling, term		term paper,	term paper,			journaling, term
workplace expectations	paper,		employer/supervisor	employer/supervisor			paper,
and behavior	employer/supervis		evaluation	evaluation			employer/super
	or evaluation						visor evaluation
Identify employer's	Reflective		Reflective journaling,	Reflective journaling,			Reflective
organization policies	journaling, term		term paper,	term paper,			journaling, term
and procedures	paper,		employer/supervisor	employer/supervisor			paper,
	employer/supervis		evaluation	evaluation			employer/super
	or evaluation						visor evaluation
Apply learned	Reflective		Reflective journaling,	Reflective journaling,			Reflective
knowledge and skills to	journaling, term		term paper,	term paper,			journaling, term
workplace duties	paper,		employer/supervisor	employer/supervisor			paper,
	employer/supervis		evaluation	evaluation			employer/super
	or evaluation						visor evaluation
Demonstrate problem	Reflective		Reflective journaling,	Reflective journaling,			Reflective
solving techniques to	journaling, term		term paper,	term paper,			journaling, term
achieve assigned	paper,		employer/supervisor	employer/supervisor			paper,
objectives	employer/supervis		evaluation	evaluation			employer/super
	or evaluation						visor evaluation



Course: BA284 Job Readiness	i Identify appropriate ethical	ii Recognize and evaluate	iii Employ appropriate and effective	iv Develop critical thinking and decision	v Develop financial recordkeeping	vi Develop and evaluate	vii Explore entrepreneurial
Course Outcomes	and legal procedures for a small business	opportunities in the global market place	business communication skills in virtual and interpersonal environments	making skills as an individual, a team member, and a leader of an organization	systems and interpret results	marketing strategies for a small business	potential and develop a business plan
Discuss the uses of a professional portfolio			Weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations			Weekly or term papers/ project/ discussions, presentations
Demonstrate strategies to keep the portfolio current			Weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations			Weekly or term papers/ project/ discussions, presentations
Identify appropriate content to be included in a professional portfolio			Weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations			Weekly or term papers/ project/ discussions, presentations
Present the completed ePortfolio			Weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations			Weekly or term papers/ project/ discussions, presentations
Report on career research in field aligned with student goals			Weekly or term papers/ project/ discussions, presentations	Weekly or term papers/ project/ discussions, presentations			Weekly or term papers/ project/ discussions, presentations



Course: BA292	i	li	iii	iv	V	vi	vii
Entrepreneurial	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
Capstone	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
	procedures for a	in the global	communication skills	individual, a team	interpret results	strategies for a	develop a
Course Outcomes	small business	market place	in virtual and	member, and a leader		small business	business plan
			interpersonal	of an organization			
			environments				
		Program	Presentation of	Program summative	Program	Program	Program
Demonstrate concepts	Program	summative	Program summative	assessment: E-	summative	summative	summative
and processes	summative	assessment:	assessment: E-	Portfolio contains	assessment: E-	assessment: E-	assessment: E-
associated with	assessment: E-	E-Portfolio	Portfolio contains	evidence of learning	Portfolio contains	Portfolio	Portfolio
successful	Portfolio contains	contains	evidence of learning	and reflective writing	evidence of	contains	contains
entrepreneurial	evidence of	evidence of	and reflective writing		learning and	evidence of	evidence of
performance	learning and	learning and			reflective writing	learning and	learning and
periormanos	reflective writing	reflective				reflective	reflective
		writing				writing	writing
	Program	Program	Presentation of	Program summative	Program	Program	Program
	summative	summative	Program summative	assessment: E-	summative	summative	summative
	assessment: E-	assessment:	assessment: E-	Portfolio contains	assessment: E-	assessment: E-	assessment: E-
Demonstrate ability to	Portfolio contains	E-Portfolio	Portfolio contains	evidence of learning	Portfolio contains	Portfolio	Portfolio
transfer learning to	evidence of	contains	evidence of learning	and reflective writing	evidence of	contains	contains
new situations	learning and	evidence of	and reflective writing		learning and	evidence of	evidence of
	reflective writing	learning and			reflective writing	learning and	learning and
		reflective				reflective	reflective
	_	writing			_	writing	writing
	Program	Program 	Presentation of	Program summative	Program	Program 	Program
	summative	summative	Program summative	assessment: E-	summative	summative	summative
	assessment: E-	assessment:	assessment: E-	Portfolio contains	assessment: E-	assessment: E-	assessment: E-
Model professional	Portfolio contains	E-Portfolio	Portfolio contains	evidence of learning	Portfolio contains	Portfolio	Portfolio
communication skills	evidence of	contains	evidence of learning	and reflective writing	evidence of	contains	contains
	learning and	evidence of	and reflective writing		learning and	evidence of	evidence of
	reflective writing	learning and			reflective writing	learning and	learning and
		reflective				reflective	reflective
		writing				writing	writing



Program/Discipline: ___AAS Small Business Management/Entrepreneurship___

	Program	Program	Presentation of	Program summative	Program	Program	Program
Assemble and present	summative	summative	Program summative	assessment: E-	summative	summative	summative
portfolio	assessment: E-	assessment:	assessment: E-	Portfolio contains	assessment: E-	assessment: E-	assessment: E-
demonstrating	Portfolio contains	E-Portfolio	Portfolio contains	evidence of learning	Portfolio contains	Portfolio	Portfolio
evidence of learning	evidence of	contains	evidence of learning	and reflective writing	evidence of	contains	contains
using appropriate	learning and	evidence of	and reflective writing		learning and	evidence of	evidence of
strategies and	reflective writing	learning and			reflective writing	learning and	learning and
technology		reflective				reflective	reflective
		writing				writing	writing



Course: MTH82 BUS	i	ii	iii	iv	V	vi	vii
MATH	Identify	Recognize	Employ appropriate	Develop critical	Develop financial	Develop and	Explore
	appropriate ethical	and evaluate	and effective	thinking and decision	recordkeeping	evaluate	entrepreneurial
	and legal	opportunities	business	making skills as an	systems and	marketing	potential and
Course Outcomes	procedures for a small business	in the global market place	communication skills in virtual and	individual, a team member, and a leader	interpret results	strategies for a small business	develop a business plan
	Siliali busilless	market place	interpersonal	of an organization		Siliali busilless	busiliess plati
			environments	or arr organization			
			Collaborative	Collaborative	Homework		
			discussions/ projects,	discussions/ projects,	assignments as		
Use correct			presentation	presentation	review,		
mathematical					Collaborative		
terminology, notation,					discussions/		
and symbolic processes					projects , case		
					analysis, quizzes		
			Collaborative	Collaborative	Homework		
			discussions/ projects,	discussions/ projects,	assignments as		
Execute arithmetic			presentation	presentation	review,		
operations with signed					Collaborative		
numbers					discussions/		
					projects , case		
					analysis, quizzes		
			Collaborative	Collaborative	Homework		
			discussions/ projects,	discussions/ projects,	assignments as		
Simplify and evaluate			presentation	presentation	review,		
algebraic expressions					Collaborative		
					discussions/		
					projects , case		
			Collaborative	Collaborative	analysis, quizzes		
					Homework		
Execute mathematical			discussions/ projects, presentation	discussions/ projects, presentation	assignments as review,		
operations with algebraic expressions			presentation	presentation	Collaborative		
					discussions/		
					projects , case		
	<u> </u>	<u> </u>			projects, case		



Program/Discipline: ___AAS Small Business Management/Entrepreneurship_

			analysis, quizzes	
	Collaborative	Collaborative	Homework	
	discussions/ projects,	discussions/ projects,	assignments as	
	presentation	presentation	review,	
Solve linear equations			Collaborative	
·			discussions/	
			projects , case	
			analysis, quizzes	
Use basic algebra	Collaborative	Collaborative	Homework	
concepts to solve	discussions/ projects,	discussions/ projects,	assignments as	
applied business	presentation	presentation	review,	
problems related to			Collaborative	
discounts, buying and			discussions/	
selling, banking, simple			projects , case	
and compound			analysis, quizzes	
interest, payroll,				
inventory				
management, financial				
statements, taxes, and				
depreciation problems				
	Collaborative	Collaborative	Homework	
	discussions/ projects,	discussions/ projects,	assignments as	
Evaluate	presentation	presentation	review,	
reasonableness of	·		Collaborative	
application solutions			discussions/	
			projects , case	
			analysis, quizzes	
	Collaborative	Collaborative	Homework	
	discussions/ projects,	discussions/ projects,	assignments as	
Interpret and clearly	presentation	presentation	review,	
communicate			Collaborative	
application solutions			discussions/	
• •			projects , case	
			analysis, quizzes	