

**BMG 85.5 Course Outline as of Fall 1997****CATALOG INFORMATION**

Dept and Nbr: BMG 85.5 Title: SMALL BUS PLAN

Full Title: The Business Plan

Last Reviewed: 4/4/2011

Units		Course Hours per Week		Nbr of Weeks	Course Hours Total	
Maximum	1.00	Lecture Scheduled	3.00	6	Lecture Scheduled	18.00
Minimum	1.00	Lab Scheduled	0	1	Lab Scheduled	0
		Contact DHR	0		Contact DHR	0
		Contact Total	3.00		Contact Total	18.00
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 36.00

Total Student Learning Hours: 54.00

Title 5 Category: AA Degree Applicable

Grading: Grade or P/NP

Repeatability: 00 - Two Repeats if Grade was D, F, NC, or NP

Also Listed As:

Formerly: BMG 85E

**Catalog Description:**

This course covers the development of a business plan and explains why a well-developed business plan is very important to the success of a new small business venture. The plan can be an invaluable management tool and is crucial when looking for financial aid. The plan must cover all areas of the business.

**Prerequisites/Corequisites:****Recommended Preparation:**

Eligibility for ENGL 100 or ESL 100.

**Limits on Enrollment:****Schedule of Classes Information:**

Description: Business plan or portfolio development. The plan as a management tool & aid to financial search. (Grade or P/NP)

Prerequisites/Corequisites:

Recommended: Eligibility for ENGL 100 or ESL 100.

Limits on Enrollment:

Transfer Credit: CSU;

Repeatability: Two Repeats if Grade was D, F, NC, or NP

## **ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:**

<b>AS Degree:</b>	<b>Area</b>			Effective:	Inactive:
<b>CSU GE:</b>	<b>Transfer Area</b>			Effective:	Inactive:
<b>IGETC:</b>	<b>Transfer Area</b>			Effective:	Inactive:
<b>CSU Transfer:</b>	Transferable	Effective:	Fall 1983	Inactive:	Spring 2017
<b>UC Transfer:</b>		Effective:		Inactive:	

### **CID:**

### **Certificate/Major Applicable:**

Certificate Applicable Course

## **COURSE CONTENT**

### **Outcomes and Objectives:**

The students will understand the importance of having a complete business plan.

The students will develop an understanding of the procedures for writing a business plan.

The students will know what to include in a business plan.

### **Topics and Scope:**

Plan development including:

1. the people involved--qualifications and experience;
2. business strengths and weaknesses--image;
3. location--present and future;
4. market analysis--present market and projections;
5. cost estimates--opening costs--first year projections;
6. suppliers and competitors--who are they and where are they;
7. financial considerations--sales estimates and projections for 6 month; 1 year; 5 years;

The financial search - sources of financial assistance.

Expectations of the financiers.

### **Assignment:**

Develop your initial plan.

### **Methods of Evaluation/Basis of Grade:**

**Writing:** Assessment tools that demonstrate writing skills and/or require students to select, organize and explain ideas in writing.

Written homework, Lab reports, Essay exams, Term papers,  
DEVELOPING A PLAN

Writing  
10 - 70%

**Problem Solving:** Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

Homework problems, Lab reports, DEVELOPING A  
PLAN

Problem solving  
20 - 40%

**Skill Demonstrations:** All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

None

Skill Demonstrations  
0 - 0%

**Exams:** All forms of formal testing, other than skill performance exams.

None

Exams  
0 - 0%

**Other:** Includes any assessment tools that do not logically fit into the above categories.

ATTENDANCE

Other Category  
0 - 10%

**Representative Textbooks and Materials:**

SMALL BUSINESS MANAGEMENT, Nicholas C. Siropolos, Houghton/Mifflin,  
5th Edition, 1994.