

CATALOG INFORMATION

Dept and Nbr: BMG 85.2 Title: SMALL BUS START-UP
Full Title: Procedures for Starting a Small Business
Last Reviewed: 5/3/2010

Units		Course Hours per Week		Nbr of Weeks	Course Hours Total	
Maximum	1.00	Lecture Scheduled	3.00	9	Lecture Scheduled	27.00
Minimum	1.00	Lab Scheduled	0	2	Lab Scheduled	0
		Contact DHR	0		Contact DHR	0
		Contact Total	3.00		Contact Total	27.00
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 54.00

Total Student Learning Hours: 81.00

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 85B

Catalog Description:
This course attempts to help the student in making the right decisions prior to committing oneself to opening a small business. Should you buy an existing business or start from scratch? Is franchising a viable alternative? What form of ownership is best for your business? Consideration of local licensing and zoning laws. Insurance and potential risks. The lease; some preliminary considerations. Image development.

Prerequisites/Corequisites:

Recommended Preparation:
Eligibility for ENGL 100 or ESL 100.

Limits on Enrollment:

Schedule of Classes Information:
Description: Preparation for starting a small business. Considerations prior to committing oneself to opening a small business. (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:

AS Degree:	Area			Effective:	Inactive:
CSU GE:	Transfer Area			Effective:	Inactive:
IGETC:	Transfer Area			Effective:	Inactive:
CSU Transfer:	Transferable	Effective:	Fall 1983	Inactive:	Fall 2016
UC Transfer:		Effective:		Inactive:	

CID:

Certificate/Major Applicable:
Certificate Applicable Course

COURSE CONTENT

Outcomes and Objectives:

Students will understand the advantages and disadvantages of:

1. buying an existing business;
2. starting a new business from scratch;
3. entering into a franchise agreement;

Students will have a basic understanding of the forms of ownership:

1. sole proprietorship;
2. partnerships;
3. corporations;

Students will understand local legal procedures.

Students will understand insurance needs and potential risks.

Students will understand the importance of image development.

Topics and Scope:

1. Buying versus starting a new business.
2. Franchising as an alternative.
3. Forms of ownership - (advantages -- disadvantages) - basic concerns.
relating to:
 1. Liability
 2. Control
 3. Capital needs
 4. Taxes

Business image - what is it?

Licensing and permit procedures - local, state, federal.

Insurance and potential risk.

Assignment:

Written report.

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, Essay exams

Writing
10 - 70%

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

Exams, WRITTEN REPORT

Problem solving
10 - 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. Siropolis, Houghton/Mifflin, 5th Edition, 1994.