

ENTRE102 : Grow Your Own Business

General Information

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Course Code (CB01) :	ENTRE102
Course Title (CB02) :	Grow Your Own Business
Department:	ENTRE
Proposal Start:	Spring 2025
TOP Code (CB03) :	(0506.40) Small Business and Entrepreneurship
CIP Code:	(52.0703) Small Business Administration/Management.
SAM Code (CB09) :	Clearly Occupational
Distance Education Approved:	No
Will this course be taught asynchronously?:	No
Course Control Number (CB00) :	CCC000590162
Curriculum Committee Approval Date:	02/28/2024
Board of Trustees Approval Date:	04/16/2024
Last Cyclical Review Date:	02/28/2024
Course Description and Course Note:	ENTRE 102 is an introduction to innovation in its true economic and social context by studying the unlimited opportunities that an entrepreneurial mindset can provide. Students study the skills, attitudes, and behaviors that successful entrepreneurs have historically possessed, as well as the issues, circumstances, and obstacles that shaped their time. Additionally, students analyze modern day successful entrepreneurs who faced hardship and adversity by embracing an entrepreneurial mindset. The characteristics of the entrepreneurial mindset will be dissected and applied to the student's own mindset and entrepreneurial potential.
Justification:	Mandatory Revision
Academic Career:	<ul style="list-style-type: none">• Credit
Author:	<ul style="list-style-type: none">• Sophia Possidon• Dixon, Michael• Zakaria, Marisa

Academic Senate Discipline

Primary Discipline:	<ul style="list-style-type: none">• Small Business Development (Entrepreneurship)
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Course Development

Basic Skill Status (CB08)	Course Special Class Status (CB13)
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Course is not a basic skills course.

Course is not a special class.

Grading Basis

- Grade with Pass / No-Pass Option

Allow Students to Gain Credit by Exam/Challenge

Pre-Collegiate Level (CB21)

Course Support Course Status (CB26)

Not applicable.

Course is not a support course

Transferability & Gen. Ed. Options

General Education Status (CB25)

Not Applicable

Transferability

Transferable to CSU only

Transferability Status

Approved

Units and Hours

Summary

Minimum Credit Units (CB07) 3

Maximum Credit Units (CB06) 3

Total Course In-Class (Contact) Hours 54

Total Course Out-of-Class Hours 108

Total Student Learning Hours 162

Credit / Non-Credit Options

Course Type (CB04)

Credit - Degree Applicable

Noncredit Course Category (CB22)

Credit Course.

Noncredit Special Characteristics

No Value

Course Classification Code (CB11)

Credit Course.

Variable Credit Course

Funding Agency Category (CB23)

Not Applicable.

Cooperative Work Experience

Education Status (CB10)

Weekly Student Hours

	In Class	Out of Class
Lecture Hours	3	6
Laboratory Hours	0	0
Studio Hours	0	0

Course Student Hours

Course Duration (Weeks)	18
Hours per unit divisor	0
Course In-Class (Contact) Hours	
Lecture	54
Laboratory	0
Studio	0
Total	54

Course Out-of-Class Hours

Lecture	108
Laboratory	0
Studio	0
Total	108

Time Commitment Notes for Students

No value

Units and Hours - Weekly Specialty Hours

Activity Name	Type	In Class	Out of Class
No Value	No Value	No Value	No Value

Pre-requisites, Co-requisites, Anti-requisites and Advisories**Advisory**

ESL141 - Grammar And Writing IV

Objectives

- Compose a 400 to 450-word thesis-based essay which: (a) summarizes and cites appropriately a reading passage provided as a prompt, (b) includes a clear thesis statement, (c) uses evidence to support the thesis, (d) shows clear organization into an introduction, body, and conclusion, and (e) uses appropriate rhetorical modes such as comparison/contrast, cause/effect, and persuasion in order to support a thesis.

OR**Advisory**

ENGL101+ - Introduction to College Reading and Composition

Objectives

- Develop varied and flexible strategies for generating, drafting, and revising essays.
- Integrate the ideas of others through paraphrasing, summarizing, and quoting without plagiarism.
- Proofread and edit essays for presentation so they exhibit no disruptive errors in English grammar, usage, or punctuation.

Entry Standards

Entry Standards

Evaluate compositions for unity, sufficiency of development, evidence, coherence, and variety of sentence structure.

Comprehend multi-paragraph reading passages in textbooks.

Course Limitations

Cross Listed or Equivalent Course

Specifications

Methods of Instruction

Methods of Instruction	Lecture
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Methods of Instruction	Multimedia
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Methods of Instruction	Demonstrations
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Methods of Instruction	Guest Speakers
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Out of Class Assignments

- Reflection response papers (e.g. a reflection on a personal experience with an entrepreneur within the local community)

Methods of Evaluation

Rationale

Exam/Quiz/Test	Final examination
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Exam/Quiz/Test	Quizzes
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Exam/Quiz/Test	Midterm examination
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Textbook Rationale

No Value

Textbooks

Author	Title	Publisher	Date	ISBN
Taulbert, Clifton L., Gary Schoeniger	Who Owns the Ice House?: Eight Life Lessons from an Unlikely Entrepreneur	Cleveland: ELI	2024	9780989189774

Other Instructional Materials (i.e. OER, handouts)

No Value

Materials Fee

No value

Learning Outcomes and Objectives

Course Objectives

Analyze circumstances, skills, and strategies that yield entrepreneurial success.

Establish individual goals to develop personal entrepreneurial skills.

Implement basic financial literacy skills.

Explain the value of a successful community and its resources to the growing entrepreneur.

SLOs

Identify the economic, political, social, and technological climate that facilitates and impedes the spirit of entrepreneurship.

Expected Outcome Performance: 70.0

ILOs

Core ILOs

Analyze and solve problems using critical, logical, and creative thinking; ask questions, pursue a line of inquiry, and derive conclusions; cultivate creativity that leads to innovative ideas.

Demonstrate depth of knowledge in a course, discipline, or vocation by applying practical knowledge, skills, abilities, theories, or methodologies to solve unique problems.

Reflect and act upon personal responsibility as local and global citizens; respect and appreciate social and cultural diversity and recognize the complexity of the world; value and articulate the significance of environmental sustainability and social justice.

KIN

Fitness Specialist - Certificate

demonstrate knowledge, skills and abilities required for the NASM-CPT and AFAA-GFI exams

Recall the origins of the entrepreneurial ideas focusing on the economic, social and technological conditions of the time.

Expected Outcome Performance: 70.0

Consider the potential for current implementation of the characteristics considering modern day issues, opportunities, and obstacles.

Expected Outcome Performance: 70.0

ILOs Analyze and solve problems using critical, logical, and creative thinking; ask questions, pursue a line of inquiry, and derive conclusions; cultivate creativity that leads to innovative ideas.
Core ILOs

KIN demonstrate knowledge, skills and abilities required for the NASM-CPT and AFAA-GFI exams
Fitness Specialist -
Certificate

Additional SLO Information

Does this proposal include revisions that might improve student attainment of course learning outcomes?

No

Is this proposal submitted in response to learning outcomes assessment data?

No

If yes was selected in either of the above questions for learning outcomes, explain and attach evidence of discussions about learning outcomes.

No Value

SLO Evidence

No Value

Course Content

Lecture Content

Empowering Entrepreneurs (7 hours)

- Beliefs and assumptions that empower entrepreneurs
- Characteristics of an Entrepreneur
- Circumstances surrounding entrepreneurial successes and failures
- The Entrepreneurial Mindset

Transforming Entrepreneurial Concepts (7 hours)

- Idea Development
- Requirements of implementing an entrepreneurial concept
- Implementation of a concept to achieving sustainable success
- Customer Feedback

Entrepreneurial Opportunities (6 hours)

- Opportunities, skills, and strategies which yield success
- Market Needs Analysis
- Innovation and Creativity
- Risk-Taking and Risk Management

Goal Setting (7 hours)

- Successful goal setting
- Individual goals to develop personal entrepreneurial skills
- Long-Term Vision and Short-Term Objectives
- Customer Acquisition and Retention Targets
- Operational Efficiency and Process Improvement Goal

Learning Strategies (6 hours)

- The impact of knowledge applied to effort
- The power of self-directed lifelong learning
- Professional development

Creating Lasting Wealth (7 hours)

- Understanding basic financial literacy
- Strategic wealth creation
- Entrepreneurial Mindset and Wealth Building
- Building and Scaling Profitable Ventures

Building an Enduring Brand (7 hours)

- The importance of reliability and responsibility
- Innovation for Responsibility
- Branding Strategies
- Building Partnerships
- Social Impact Marketing

Networking (7 hours)

- The value of a community
- Collaboration with innovators, mentors, and advisors
- Implementing a personal community of success

Total Hours: 54**Additional Information**

Is this course proposed for GCC Major or General Education Graduation requirement? If yes, indicate which requirement in the two areas provided below.

No

GCC Major Requirements

No Value

GCC General Education Graduation Requirements

No Value

Repeatability

Not Repeatable

Justification (if repeatable was chosen above)

No Value

Resources

Did you contact your departmental library liaison?

Yes

If yes, who is your departmental library liason?

Aisha Conner-Gaten (Business, ESL-Credit)

Did you contact the DEIA liaison?

No

Were there any DEIA changes made to this outline?

No

If yes, in what areas were these changes made:

No Value

Will any additional resources be needed for this course? (Click all that apply)

No Value

If additional resources are needed, add a brief description and cost in the box provided.

No Value