

# Morgan Community College SYLLABUS

Course Number: <u>ABM 152</u>		Course Title: <u>Rural Entrepreneurship II</u>			
Credits: 9		Lecture Hours: 15	Private Hours: 22.5	Coop Hrs:	Competency Based

**Course Description:**

This course focuses on the financial component of the business plan. Emphasis will be on the developing financial statements; making financial projections with support documentation; and identifying financing issues. A technological approach will be used

**Text(s)/Study Guides(s), Manuals:**

Class materials are available on CD-ROM or hard copy and are provided with enrollment. The instructor may suggest supplemental resource material for individual students.

**Expected Student Outcomes or Competencies:**

Instructional Goal: (60%)

The student will prepare enterprise and cash flow documents.

**Expected Student Outcomes**

- Identify the enterprises of the business.
- State sales methods used.
- Identify and define the elements of a pricing policy.
- Develop a pricing strategy.
- Define the price/quality relationship of the business.
- Identify ways to add value to the product.
- Develop a sales-forecast budget.
- Identify variable and fixed costs.
- Calculate break-even points for a given margin.
- Develop an expense budget.
- Identify data needed to complete a projected cash flow
- Develop a whole business projected cash flow.
- Evaluate completed cash flow and make necessary adjustments
- Prepare documentation to support calculations in projected cash flow.

Instructional Goal: (30%)

The student shall prepare an accrual balance sheet.

**Expected Student Outcomes:**

- Define assets, liabilities, and equity.
- Define the balance sheet equation and calculate equity.
- Identify and define different categories of assets and liabilities.
- Explain cost and market value and accrual vs. cash.
- Define depreciation and its relations to an asset.
- Develop an accrual balance sheet for the business.

Instructional Goal: (10%)

The student will evaluate and analyze financial documents

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Received:			Fall	Telephone	
			Spring	First Semester Offered	

Expected Student Outcomes:

- Evaluate the developed financial statements and determine if financing is needed.
- Determine the type of financing best suited for the business.

Requisites for the course: None

Integration of Critical Skills:

The skills learned in this class are attached as competencies. Critical skills of reading, writing, computing, speaking/listening, technology, and diversity are integrated through the materials and skill development.

Requirements for course outline:

Attendance and Assessment: Classroom attendance, participation in private instruction, and coop are components for this course. It is the student’s responsibility to notify the instructor if a scheduling conflict for the on-site instruction arises. The assessment tool will be a performance-based checklist addressing the concepts of business planning plus a final product agreed on between student and instructor. Ability of student skills will be observed. The important attribute is that the student works to his/her fullest potential. Grading Scale: Satisfactory “S” or Unsatisfactory “U”. A grade of S is based on the completion of the product.

Topical Outline:

- I. Cash Flow
  - A. Pricing Strategies
  - B. Variable and fixed costs
  - C. Profit goals
  - D. Volume/production goals
  - E. Enterprise budgets
  - F. Developing whole business cash flow
- II. Balance sheets
  - A. Terms
  - B. Balance sheet equation
  - C. Type of balance sheets
  - D. Depreciation
- III. Financing
  - A. Sources
  - B. Types of loans

**Drop Policy:** Students dropping a course during the first 15% of the course will be allowed a refund and no grade will be entered on their permanent record. Students dropping a course after the first 15% of the course will not be eligible for a refund. Students may withdraw anytime within the first 80% of a term and a grade of “W” will be placed on their transcript.

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			Spring		First Semester Offered	