South Central College

SBMT 1120 Business Systems

Course Outcome Summary

Course Information

Description
In this class the business owner or manager will begin the process of creating or updating a business plan. The course will include an overview of the business planning process, the individual components of a business plan and the process for building a business plan. A business plan for the business is the desired outcome.

Total Credits 3
Total Hours 12

Types of Instruction

Instruction Type
Individualized

Institutional Core Competencies

Civic Engagement and Social Responsibility - Students will be able to demonstrate the ability to engage in the social responsibilities expected of a community member.

Communication - Students will be able to demonstrate appropriate and effective interactions with others to achieve their personal, academic, and professional objectives.

Critical and Creative Thinking - Students will be able to demonstrate purposeful thinking with the goal of using a creative process for developing and building upon ideas and/or the goal of using a critical process for the analyzing and evaluating of ideas.

Cultural Competence - Students will be able to demonstrate an attitude of personal curiosity, a rising knowledge of cultures, and an evolving range of skills for living and working among others with other worldviews and ways of life.

Course Competencies

1. Create an Outline for a Business Plan
   Learning Objectives
   Create a Business Plan for Operating the Business

2. Identify critical Business Systems
   Learning Objectives
   Create a Management Plan for Operating the Business
   Create a Marketing Plan for Marketing the Business
3. **Define and Describe Products and Services**
   Learning Objectives
   Create a Financial Plan to guide and Control the Business

4. **Write down the keys to success**

5. **Write the Executive Summary for the Business Plan**

6. **Identify your Organizational Structure**

7. **Outline your Management Structure**

8. **Write down your Human Resource Needs**

9. **Identify your Target Markets**

10. **Write down a Market Strategy**

11. **Write up an analysis of your Competition**

12. **Create a written Sales Plan**

13. **Identify Financing Sources**

14. **Set up and use a computerized Accounting System**

15. **Create a Pro-Forma Financial Statement**

16. **Create a Cash Flow**

17. **Create a Break-Even Analysis**

**SCC Accessibility Statement**

South Central College strives to make all learning experiences as accessible as possible. If you have a disability and need accommodations for access to this class, contact the Academic Support Center to request and discuss accommodations. North Mankato: Room B-132, (507) 389-7222; Faribault: Room A-116, (507) 332-7222.

Additional information and forms can be found at: [www.southcentral.edu/disability](http://www.southcentral.edu/disability)

This material can be made available in alternative formats by contacting the Academic Support Center at 507-389-7222.