South Central College

SBMT 1220  Financial Management

Course Outcome Summary

Course Information

Description
In this class the business owner or manager will study product pricing for optimizing business profits, budgeting to monitor business revenues and expenses, and cost control options for the small business. The student will also create a break-even analysis of the business and study the effect of different business decisions using break-even analysis.

Total Credits 3
Total Hours 12

Types of Instruction

Instruction Type
Individualized

Institutional Core Competencies

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.

Course Competencies

1. Create Pricing for Product for Profit and Budgeting
   Learning Objectives
   Create Pricing Product for Profit and Budgeting

2. Create a list of Different Pricing Strategies

3. Select the pricing Strategy for Your Business
   Learning Objectives
   Create Cost Controls for your Business

4. Create a Product and/ Service List
   Learning Objectives
   Create a Break-Even Analysis

5. Create a Budgeting Spreadsheet

6. Create a Budget for the company
7. List the different Cost Control Areas for your Small Business
8. Create a list of procedures for Purchasing
9. Create a list of procedures to Control Inventory
10. Create a report on the costs of Production
11. Create a report on the costs of Human Resources
12. Create a report of expenses
13. Create a spreadsheet for Break-Even Analysis
14. Create a list of Variable and Fixed Expenses
15. Calculate the Fixed Cost of the business
16. Calculate the Breakeven Point for the Business

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.