



**South Central College  
Program Design**

## **DIP - 2109/3121 Small Business Management Diploma**

### **Program Information**

**Instructional Level** Technical Diploma

**Career Cluster** Business Management and Administration

### **Description**

The Small Business Management diploma provides a broad spectrum of education in the management of a small business. The curriculum focuses on strategic planning, record keeping, financial analysis, marketing, and personnel management through the required classes. Additionally, elective classes allow the business owner or manager to focus on specific areas they feel are most important to their business.

### **Program Admission Dates (Fall and/or Spring)**

Fall, Spring, and Summer

### **Program Location (North Mankato and/or Faribault)**

Faribault and North Mankato

### **Program Course List**

| <b>Number</b>    | <b>Title</b>                            | <b>Credits</b> | <b>Pre/Corequisites</b>                    |
|------------------|-----------------------------------------|----------------|--------------------------------------------|
| <b>SBMT 1110</b> | <b>Organizational Planning</b>          | 2              | None                                       |
| <b>SBMT 1120</b> | <b>Business Systems</b>                 | 3              |                                            |
| <b>SBMT 1210</b> | <b>Systems</b>                          | 3              | Must have computerized accounting software |
| <b>SBMT 1220</b> | <b>Financial Management</b>             | 3              |                                            |
| <b>SBMT 1230</b> | <b>Financial Analysis</b>               | 3              |                                            |
| <b>SBMT 1310</b> | <b>Marketing Systems</b>                | 2              |                                            |
| <b>SBMT 1320</b> | <b>Marketing Management</b>             | 2              |                                            |
| <b>SBMT 1410</b> | <b>Systems</b>                          | 3              |                                            |
| <b>SBMT 2130</b> | <b>SBM Record Keeping</b>               | 3              |                                            |
| <b>SBMT 2240</b> | <b>SBM Organizational Structure</b>     | 1              |                                            |
| <b>SBMT 2330</b> | <b>SBM Sales and Marketing Analysis</b> | 2              | SBMT1310                                   |
| <b>SBMT 2331</b> | <b>SBM Marketing Research</b>           | 1              |                                            |

|                  |                                         |          |          |
|------------------|-----------------------------------------|----------|----------|
| <b>SBMT 2332</b> | <b>SBM E-Business Sales</b>             | <b>2</b> |          |
| <b>SBMT 2333</b> | <b>SBM Customer Information Systems</b> | <b>1</b> | SBMT1310 |
| <b>SBMT 2334</b> | <b>SBM Customer Service I</b>           | <b>2</b> |          |
| <b>SBMT 2420</b> | <b>Supervisory Skills I</b>             | <b>2</b> |          |
| <b>SBMT 2531</b> | <b>Business Communications</b>          | <b>1</b> |          |
| <b>SBMT 2610</b> | <b>Computerization of Accounting</b>    | <b>3</b> |          |