



South Central College

## SBMT 1120 Business Systems

### Course Outcome Summary

#### Course Information

<b>Description</b>	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.
<b>Total Credits</b>	3
<b>Total Hours</b>	12

#### Types of Instruction

##### Instruction Type

##### Credits/Hours

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.