



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

Credits/Hours

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 you 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

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