

SMALL BUSINESS MANAGEMENT (CP)(PLAN CODE: SBMSMC45)

Program maps are a suggested academic plan and should not be used in the place of regular academic advising appointments. Your student entry method, placement, course availability, and program requirements are subject to change and transfer credit(s) may change your map/plan. To view the current suggested map for your program please visit our website <https://programmap.clark.edu/academics> (<https://programmap.clark.edu/academics/>)

Academic Plans, known as programs, include an overview description and a summary of program requirements. You can search the online catalog via the Academic Plan links on the right for a desired program or a specific course information.

Code	Title	Credits/ Units
General Education Requirements		
<i>Communication Skills</i>		3-5
ENGL& 101	English Composition I	
<i>Computational Skills</i>		
BUS 102	Business Math Applications	5
<i>Human Relations</i>		
BUS 148	Business Professional Self Development	3
Business Core Course		
ACCT 129	Basic Accounting Procedures	5
BUS 150	Computer Business Applications	5
BUS& 101	Introduction to Business	5
ECON 101	Introduction to Economics	3
MGMT 101	Principles of Management	3
Major Area Requirements		
BUS 115	Small Business Management	5
BUS& 201	Business Law	5
BUS 199	Cooperative Work Experience ¹	1-5
COLL 101	College Essentials: Introduction to Clark	2
Total Credits/Units		47-49

¹ Minimum of three credits/units required for program completion

Program Outcomes

Program outcomes are overarching skills that are emphasized and reinforced throughout several courses in a specific program; they are measurable statements that define what students should know or be able to do by the end of a certificate or degree at Clark College. After successful completion of this program, students will be able to:

- Articulate well-considered ideas and written claims to an academic audience, using effective rhetorical techniques, properly credited evidence, and a command of Standard English. (GE)
- Demonstrate interpersonal/human relations skills. (GE)
- Demonstrate and clearly explain an effective strategy to solve a quantitative problem. (GE)
- Prepare a business plan.
- Analyze a target market and develop product, pricing, promotion, and distribution strategies to meet customers' needs at a profit.
- Describe the U.S. legal system and the legal environment of business by outlining the basic principles of law that apply to business transactions.