ENTREPRENEURSHIP/SMALL BUSINESS

Delivery: Evening and Online Classes
Start: Fall or Spring Semester, Full- or Part-Time

Outcome

Business Entrepreneur Certificate. . . . . 21 cr.

Major Description

This program analyzes small-business management combined with the new ways business ventures are created, designed, developed and operated. The program's central core investigates the processes and procedures needed to transform an entrepreneurial idea into a viable business operation. The certificate can stand alone for individuals with existing skills or complement a variety of existing technical programs.

Work Environment

Entrepreneurs compete in a vast range of business enterprises. Because they are self-employed, entrepreneurs need a broad base of business skills, including a comprehensive business plan, to be successful.

Potential Job Titles

For entrepreneurs, job titles are not a primary concern. Entrepreneurs focus on what they do, not what they're called. However, experts point out that for the employees of entrepreneurs, job titles are important if not crucial to their work identity.

Salary Data *(Simplyhired.com)*

Annual salaries for entrepreneurs diverge dramatically due to an immense variety of factors.

- Average salary (U.S.): $111,000/year

BUSINESS ENTREPRENEUR – CERTIFICATE

ENTR1170	Introduction to Small Business	2
ENTR1180	Legal Issues for Small Business	3
ENTR1475	Marketing Strategies for Small Bus I	2
ENTR1480	Marketing Strategies for Small Bus II	2
ENTR1725	Sales Techniques I	2
ENTR1750	Sales Techniques II	2
ENTR1860	Business Plan	3
ENTR1920	Capitalizing & Financial Management For Small Business	2
	Total Credits	**18**

General Education

ENGL1125	Business Writing	3
	Total Credits	**3**
	TOTAL PROGRAM REQUIREMENTS	**21**

DAKOTA COUNTY
TECHNICAL COLLEGE

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2014-2015 CATALOG

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