A. Course Description

- Credits: 2.00
- Lecture Hours/Week: 2.00
- Lab Hours/Week: 0.00
- OJT Hours/Week: 0
- Prerequisites: None
- Corequisites: None
- MnTC Goals: None

This course will provide the student with the basics of raising money for his or her business, along with gaining a basic understanding of the financial management aspects of any small business. The student will be exposed to the various methods of raising both start-up capital and capital for continuing operations. The methods for raising money presented in the class include bank loans, SBA loans, other debt instruments, venture capital, equity financing, and Federal Grant opportunities. The student will also learn the basic, common-sense aspects of money management including understanding cash flow, basic spreadsheets, and monthly/quarterly and annual financial requirements for tax purposes.

B. Course Effective Dates: 5/21/14 – Present

C. Outline of Major Content Areas

As noted on course syllabus

D. Learning Outcomes

1. The student will compute the money necessary to start his or her business.
2. The student will create a Financing Plan for his or her business.
3. The student will create a cash flow spreadsheet for his or her business
4. The student will develop an organized system of keeping track of all money coming into and out of his or her business
5. The student will learn and be able to use the various terms common to money lending institutions.
6. The student will learn the federal tax implications of a small business
7. The student will learn the state tax implications of a small business
8. The student will obtain a working knowledge of the legal aspects of funding a small business including loan agreements, agency agreements, Private Placement Memorandums, Promissory Notes, and Subscription Agreements
9. The student will research and determine how the Small Business Administration (SBA) makes loans.
10. The student will understand how to raise money by selling stock in his or her Company
11. The student will understand state sales tax laws for a small business

E. **Minnesota Transfer Curriculum Goal Area(s) and Competencies**

F. **Learner Outcomes Assessment**

    As noted on course syllabus

G. **Special Information**

    None noted