



BUSINESS PRACTICES — IDES 2202

A. Course Description

- **Credits:** 3.00
- **Lecture Hours/Week:** 2.00
- **Lab Hours/Week:** 1.00
- **OJT Hours/Week:** 0
- **Prerequisites:** None
- **Corequisites:** None
- **MnTC Goals:** None

This course emphasizes the business practices specific to the interior design industry, including professional ethics, organizational procedures, marketing and sales, and business plan components. The course will also focus on exploring career directions in interior design, including tools and information necessary to obtain an internship position upon the completion of interior design course work. Prerequisites: IDES 2147 and IDES 2107

B. Course Effective Dates: 12/17/15 – Present

C. Outline of Major Content Areas

As noted on course syllabus

D. Learning Outcomes

1. Compare personal and career goals to industry expectations
2. Define and discuss ethics
3. Define business terminology
4. Define continuing education
5. Define portfolio
6. Define the profession of Interior Design
7. Discuss marketing strategies
8. Discuss personal careers goals
9. Evaluate a mission statement
10. Evaluate design contracts
11. Evaluate legal responsibilities of interior designers
12. Examine interior design career positions
13. Examine resumes and cover letters
14. Identify Business Formations

15. Identify aspects of a proposal presentation
16. Identify business management
17. Identify financial forms
18. Identify financial management
19. Identify industry expectations for entry-level employment
20. Identify interior design credentials
21. Identify interior design services
22. Identify internships to match goals
23. Identify legal filings and documents
24. Identify legislative issues related to the profession
25. Identify methods to charge for services
26. Identify operations plan
27. Identify personal design skills and interests
28. Identify personal portfolio goals
29. Identify project management tools
30. Identify the parts of a business plan
31. Identify title act and practice act
32. Identify types of business forms
33. Prepare a current resume and cover letter
34. Prepare a letter of agreement
35. Research and identify eligibility requirements for industry credentials
36. Research interior design career opportunities
37. Research internship opportunities

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

F. Learner Outcomes Assessment

As noted on course syllabus

G. Special Information

None noted

