New Course Request Indiana University — Fort Wayne Campus

Check Appropriate Boxes: Undergraduate credit Graduate credit Professional credit
1. School/Division Richard T. Doerner School of Business and Management Sciences
2. Academic Subject Code
3. Course Number BUS W201 (must be cleared with University Enrollment Services)
4. Instructor
5. Course Title Small Business Management Capstone
Recommended Abbreviation (Optional)

6. First time this course is to be offered (Semester/Year): Summer 2011
7. Credit Hours: Fixed at ___3__ or Variable from ________ to ________
8. Is this course to be graded S-F (only)? Yes ___ No X
9. Is variable title approval being requested? Yes ___ No X
10. Course description (not to exceed 50 words) for Bulletin publication: P: BUS W100, ECON E200, BUS M201 and BUS A213. Application of concepts studied in previous courses in the Certificate in Small Business Management. A business plan or project will be used in a simulated real world environment to clarify the concepts presented in previous required courses. This course is required for the Certificate in Small Business Management. No credit toward B.S. in Business.

11. Lecture Contact Hours: Fixed at ___3__ or Variable from ________ to ________
12. Non-Lecture Contact Hours: Fixed at ___0__ or Variable from ________ to ________
13. Estimated enrollment: ___20___ of which ___0___ percent are expected to be graduate students.
14. Frequency of scheduling: Summer ___ Will this course be required for majors? ___ No
15. Justification for new course: This course will be a component of a 15 credit Certificate in Small Business Management. The certificate is in response to requests from students in other majors requesting training in entrepreneurship.
16. Are the necessary reading materials currently available in the appropriate library? ___ Yes ___
17. Please append a complete outline of the proposed course, and indicate instructor (if known), textbooks, and other materials.
18. If this course overlaps with existing courses, please explain with which courses it overlaps and whether this overlap is necessary, desirable, or unimportant. This course does not overlap with existing courses.

19. A copy of every new course proposal must be submitted to departments, schools, or divisions in which there may be overlap of the new course with existing courses or areas of strong concern, with instructions that they send comments directly to the originating Curriculum Committee. Please append a list of departments, schools, or divisions thus consulted.

Submitted by: __________________________ Date 11/12/09
Department Chairman/Division Director

Approved by: __________________________ Date 11/12/09
Dean

Chancellor/Vice-President

University Enrollment Services

After School/Division approval, forward the last copy (without attachments) to University Enrollment Services for initial processing, and the remaining four copies and attachments to the Campus Chancellor or Vice-President.
UPS 724 University Enrollment Services Final-White; Chancellor/Vice-President-Blue; School/Division-Yellow;
Department/Division-Pink, University Enrollment Services Advance--White
Spring 2010 SEMESTER COURSE SYLLABUS

COURSE: Entrepreneurship Capstone

INSTRUCTOR:

OFFICE:
e-Mail:

DAYS:

OFFICE PHONE:

ROOM:

OFFICE HOURS:

FAX:

CRN#: 

COURSE PREREQUISITES:


COURSE OBJECTIVES:

The course aims at:

- Introducing students to the world of small business, entrepreneurship and new venture development;
- Equipping them with skills necessary for the management of small businesses, incorporating the concepts of entrepreneurial strategy, small business marketing and financial management;
- Providing them with the skills necessary to develop business plans; and
- Impressing on them the significance of entrepreneurial philosophy in new venture development and the importance of ethics in entrepreneurship.

BRIEF TOPICAL OUTLINE:

Unit One: Introduction to entrepreneurship
- Chapters 1, 2

Unit Two: Different Business Opportunities
- Chapters 3, 4, 5

Unit Three: Business Plan
- Chapters 6, 7, 8, 9

Unit Four: Financial Aspects of Business Plans
- Chapter 10, 11, 12

Unit Five: Pricing and Promotion, Human Resources & Professional Management
- Chapters 15, 16, 18, 19, 20

REQUIREMENTS

General
This course is designed to help prepare students for the present business environment. Consequently, professional behavior by the students, including timely material completion, regular attendance and participation is expected.
Participation
Participation in the course is crucial element of learning. To be fair to those who participate in class discussions, participation composes 15% of the final course grade. Participation marks will be ascertained at the discretion of the instructor using the following template:

Highest category (A): Attended and contributed substantive amount to the class discussion (Substantive amount is defined as the amount that generated significant further discussion in the class). A person in this category would have provided presenting groups with useful in-depth feedback.
High Category (B): Attended and contributed to class discussion.
Medium Category (C): Attended the class.
Low Category (D): Did not attend the class.

CRITICAL ANALYSIS REPORT – HAND IN ASSIGNMENT
Students, working in groups, will be asked to research and develop a business plan. To make it more real, students are encouraged to examine and look at an actual business operating in this region. Students are expected to synthesize the information from the literature review and extract evidence of demonstrating senior undergraduate level understanding of the topic assigned.

The report is not to exceed ten (10) double spaced pages (plus exhibits and references).

Group Case project will be done by students in groups of two, and will account for 35% of your mark. This project consists of two parts:
1. Report of no more than 10 pages (excluding exhibits) (25%)
2. Class presentation (10%)

Class Presentation
Every group is expected to make a presentation to the class. Presentations are expected to be of professional caliber. Every member of the group is expected to contribute to the presentation. After the presentation, the group will entertain questions from the rest of the class.

Primary Responsibility - the presenting group is expected:
1. To present the case
2. To analyze and solve the main questions of the case
3. To apply concepts learned in this course

Secondary Responsibility - all students except the presenters
1. Each student will have responsibility for submitting on a 3x5 card at least one good question they have about the presentation.
2. Students will be expected to establish dialogue and discussion with the presenters at the conclusion of the presentation.
3. Each student will be responsible for formally evaluating the presentation which includes the group's performance on Q&A.
4. Each group member will formally evaluate the preparedness, willingness to participation, contribution and motivation toward the paper and presentation.

Grading Format
Exams 1 and 2 50%
Participation 15%
Critical Analysis (Group Work) 35%
(Report 25%)
(Presentation 10%)
GRADING SCALE
A = 90-100%  B = 80-90%  C = 70-80%  D = Less than 70%

Other:
Students are expected to check the website 24 hours before each class. Website will be used to communicate any changes in topics, meeting times or events.

Students are responsible for all the material in the textbook, cases and classroom discussions.

Enjoy the Journey.