Course Outcomes Form

### Northwest Indian College

**Follow the *Instructions for Completing the Course Outcomes Form, which is* available on the *NWIC* Assessment Website at** <http://www.nwic.edu/assessment/course-outcomes>

**Please submit this form electronically to the chair of the Curriculum Committee**

It is important to keep the following principles in mind when completing this form:

1. Regardless of the mode of learning (i.e., face-to-face, Independent learning, ITV, online, etc.) or the location of a course, only one course outcomes form is to be created for each course.
2. Regardless of the mode of learning or the location of a course, the **NWIC** **outcomes** and the **Course outcomes** must be the same for each course.
3. The **Instructional activities** and the **Assessment/evaluation strategies** may differ depending on the mode of learning. Please indicate the **Instructional activities** and the **Assessment/evaluation strategies** that are different from the face-to-face class (e.g., “IL: Essay”).

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| **Last date this form was updated or edited** | April 17, 2013 |
| **Course Number (e.g., ENGL 101)** | BUAD 140 |
| **Course Name (e.g., English Composition I)** | Small Business Entrepreneur |
| **List the names of all instructor(s) who participated in creating and approved these course outcomes (please consult with at least one other person)** | Steve Zawoysky, Adib Jamshedi |
| **List the main textbooks, readings or other resources used in this course (including title, year and publisher)** | Indianpreneurship, ONABEN, 2005 |
| New Venture Creation, McGraw Hill, 2007 |
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**A. NWIC outcomes:** From the *List of NWIC Outcomes*, select the *most* important outcomes you *assess* in this course (at least **one** NWIC outcome must be chosen- **maximum of four**).

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| **NWIC outcome # (e.g., “Written communication: 2a. Write Standard English”)** | **Instructional Activities: How will students master this outcome? (e.g., solving problems, group activity)**  | **Assessment/Evaluation Strategies: How will you measure this outcome? (e.g., student presentations, essays)** |
| Written communication:2a. Write standard English | Worksheets | Worksheet evaluation |
| Quantitative skills:4a. Use word processing software for communication | Worksheets | Worksheet evaluation |
| Quantitative skills:5a. Complete tasks by applying correct numerical data for solving problems | Instruction and assignments for the various financial statements supporting a business plan | Appropriate software will be used to present complete financial statements |
| Oral communication3b. Apply interpersonal communication skills | Business plan | Present business plan to panel |

**B. Course outcomes:** In order of priority, list the *most* important other learning outcomes for this course that you **assess** (**a maximum of 10**).

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| **Other course outcomes: Complete the sentence –** **As a result of this course, students will be able to…** | **Instructional Activities: How will students master this outcome? (e.g., solving problems, group activity)**  | **Assessment / Evaluation Strategies: How will you measure this outcome? (e.g., student presentations, essays)** |
| 1. Define entrepreneurship
 | Readings, discussion | Explain the term in written and oral form |
| 1. Describe the traits needed by entrepreneurs
 | Discuss traits displayed by successful entrepreneurs | Class discussion, and summary presentation |
| 1. Conduct a feasibility analysis of potential business ideas
 | Discussion and assignments | Creation of feasibility analysis for business concept |
| 1. Compare and contrast typical marketing tactics with guerilla marketing tactics
 | Readings, internet | Present a marketing plan |
| 1. List various financing options for new business
 | Readings, and internet research of various lending institutions | Students recommendations and support for various financing options to fund their business |
| 1. Create a basic business plan
 | Write a business plan | Business plan evaluation |
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**C. List the NWIC outcomes and course outcomes from above on your syllabus.**

**D. Assess the NWIC outcomes and course outcomes, which are listed above, in your classes.**