

**PROGRAM REVISION FORM**

**Program Title:** Business and Entrepreneurship

**Program Type:** X AAS \_\_\_ AAS-T \_\_\_ AST \_\_\_ ATA \_\_\_ Certificate \_\_\_ Other

**Revised Catalog Description** (one paragraph):  
Unchanged – see attached

**Requested by:** Bernice Portervint **Date:** April 24, 2014

**Dean of Academics:** \_\_\_\_\_ **Date:** \_\_\_\_\_

*\* Attach copy of program description as in current catalog*

*\* Attach copy of revised program, marking changes. New courses must be approved prior to approval of revised program.*

**Rationale for Changes:** Incorporation of foundational courses into program of study

**FORM MUST BE ACCOMPANIED BY PROGRAM OUTCOMES**

Approval Signatures:

\_\_\_\_\_  
*Curriculum Committee Chair*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Vice President for Instruction and Student Services*

\_\_\_\_\_  
*Date*

## Associate of Arts and Science in Business and Entrepreneurship

This program of study provides students with essential quantitative, communication, and core business skills and knowledge to immediately perform successfully in a commercial enterprise or community organization. Additionally, the concentration areas of the program allow students to customize their degree to focus specifically on casino management, entrepreneurial pursuits, or preparation for a baccalaureate program in business. The program is a direct transfer degree designed for students who may be interested in pursuing a baccalaureate degree at Northwest Indian College or another four-year college or university. Students interested in continuing toward a baccalaureate program should consult with an NWIC advisor before selecting courses to ensure the requirements are met for those programs.

### NORTHWEST INDIAN COLLEGE REQUIREMENTS

HMDV 110	Introduction to Successful Learning (NE)	4
CMPS 101	Introduction to Computers or above (TE)	3
CMST 220	Public Speaking (CS, HT)	4
<b>TOTAL NORTHWEST INDIAN COLLEGE REQUIREMENTS</b>		<b>11</b>

### NORTHWEST INDIAN COLLEGE FOUNDATIONAL REQUIREMENTS

CISOV 101	Introduction to Cultural Sovereignty (HT)	5
CISOV 102	The Language of Our Ancestors (HT) or approved Native language courses <sup>1</sup>	5
CISOV 120	Reclaiming Our History (SS)	5
POLS 225	History of Federal Indian Policy (SS)	5
<b>TOTAL NORTHWEST INDIAN COLLEGE FOUNDATIONAL REQUIREMENTS</b>		<b>20</b>

<sup>1</sup>One or more Native language courses totaling at least 5 credits. Consult with an advisor regarding satisfying general education requirements.

### GENERAL EDUCATION REQUIREMENTS

ENGL 101	English Composition I (CS)	5
ENGL 102 OR	English Composition II (CS) OR	5
ENGL 202	Technical Writing (CS)	
Quantitative Skills - all 5 cr. met in core		0
Humanities Distribution - all 15 cr. met in Foundational Requirements and core		0
Social Science Distribution - all 15 cr. met in Foundational Requirements and core		0
Natural Science Distribution - 15 cr. required. Choose courses meeting AAS Natural Science requirement		15
<b>TOTAL GENERAL EDUCATION REQUIREMENTS</b>		<b>25</b>

### CORE PROGRAM REQUIREMENTS

BUAD 202	Business Law (SS)	5
BUAD 235	Financial Accounting (TE)	5
CMST 130	Information Literacy and Critical Thinking (HT)	5
ECON 203	Contemporary Tribal Economics (SS)	5
MATH 107	Elementary Statistics I (QS)	5
<b>TOTAL CORE PROGRAM REQUIREMENTS</b>		<b>25</b>

### BUSINESS AND ENTREPRENEURSHIP CONCENTRATION AREAS

Students may choose from the concentration areas listed below to complete graduation or transfer requirements. These courses may satisfy general education requirements as well as satisfy concentration requirements. Please work with your advisor to determine the appropriate concentration and elective courses for your area of interest. A total of at least 9 credits must be completed in concentration plus elective courses to meet the 90 credit program requirement.

#### Tribal Casino Management

HRCM 111	Introduction to Casino Management (NE)	5
Two courses totaling 6 credits chosen from HRCM 275, 290, or 295 (NE)		6

#### Tribal Entrepreneurship

BUAD 121	Personal and Small Business Finance (NE)	3
BUAD 135	Small Business Management (NE)	3
BUAD 140	Small Business Entrepreneur (NE)	3

#### Tribal Business Administration

MATH 124	Calculus and Analytic Geometry (QS)	5
BUAD 235	Managerial Accounting (TE)	5

#### General Business (No Concentration)

Choose at least 9 elective credits		9
------------------------------------	--	---

**TOTAL CONCENTRATION AND ELECTIVE CREDITS** **9-11**

**TOTAL DEGREE REQUIREMENTS** **90-92**

# PROGRAMS OF STUDY

## ASSOCIATE OF ARTS AND SCIENCES IN BUSINESS AND ENTREPRENEURSHIP

This program of study provides students with essential quantitative, communication, and core business skills and knowledge to immediately perform successfully in a commercial enterprise or community organization. Additionally, the concentration areas of the program allow students to customize their degree to focus specifically on casino management, entrepreneurial pursuits, or preparation for a baccalaureate program in business. The program is a direct transfer degree designed for students who may be interested in pursuing a baccalaureate degree at Northwest Indian College or another four-year college or university. Students interested in continuing toward a baccalaureate program should consult with an NWIC advisor before selecting courses to ensure the requirements are met for those programs.

### NORTHWEST INDIAN COLLEGE REQUIREMENTS

BIOL 104	Biology and Natural History of Place (meets NSL requirement)	5
CMPS 101	Introduction to Computers, or above	3
HIST 111	Pre-contact Native American History (meets SS requirement)	2
HIST 112	Post-contact Native American History (meets SS requirement)	3
HMDV 110	Introduction to Successful Learning	4
NASD 110	Introduction to Native American Studies (meets SS requirement)	3
<b>TOTAL NORTHWEST INDIAN COLLEGE REQUIREMENTS</b>		<b>20</b>

### GENERAL EDUCATION REQUIREMENTS

ENGL 101	English Composition I	5
ENGL 102 OR	English Composition II OR	5
ENGL 202	Technical Writing	
CMST 101 OR	Introduction to Oral Communications OR	4
CMST 210 OR	Interpersonal Communications OR	
CMST 220	Public Speaking	
Quantitative Skills Requirement (All 5 credits met in Core Requirements)		0
Humanities (HT or HP—a maximum of 5 credits can be HP)		15
Social Sciences (SS—All 15 credits met in NWIC and Core Business Administration Requirements)		0
Natural Sciences (NS or NSL—5 credits met in NWIC Requirements)		10
(Note: 2 credits designated NASD are required, which may be included in the above courses.)		
<b>TOTAL GENERAL EDUCATION REQUIREMENTS</b>		<b>39</b>

### CORE BUSINESS ADMINISTRATION REQUIREMENTS

BUAD 202	Business Law	5
BUAD 212	Financial Accounting	5
ECON 203	Contemporary Tribal Economics	5
MATH 107	Elementary Statistics	5
<b>TOTAL CORE BUSINESS ADMINISTRATION REQUIREMENTS</b>		<b>20</b>

# PROGRAMS OF STUDY

## ASSOCIATE OF ARTS AND SCIENCES IN BUSINESS AND ENTREPRENEURSHIP

### BUSINESS CONCENTRATION AREAS

Students may choose from the concentration areas listed below to complete graduation or transfer requirements. These courses may satisfy general education requirements as well as satisfy concentration requirements. Please work with your advisor to determine the appropriate concentration and elective courses for your area of interest. A total of 11 credits must be completed in concentration plus elective courses to meet the 90 credit program requirement.

TRIBAL CASINO MANAGEMENT	TRIBAL ENTREPRENEURSHIP	TRIBAL BUSINESS ADMINISTRATION	GENERAL BUSINESS (NO CONCENTRATION)
HRCM 111 Introduction to Casino Management 5 Credits	BUAD 121 Personal and Small 3 Credits	MATH 124 Calculus & Analytic Geometry 5 Credits	Choose 11 elective credits
Two courses totaling 6 credits chosen from HRCM 270, 275, 280, 285, 290, or 295	BUAD 135 Small Business Management 3 Credits	BUAD 235 Managerial Accounting 5 Credits	
	BUAD 140 Small Business Entrepreneur 3 Credits	1 credit of additional electives	
	2 credits of additional electives		

TOTAL CONCENTRATION AND ELECTIVE REQUIREMENTS 11

TOTAL MINIMUM DEGREE REQUIREMENTS 90

## PROGRAM OUTCOMES

### ENTREPRENEURIAL THINKING AND PROCESS IN A TRIBAL ENVIRONMENT STUDENTS WILL BE ABLE TO:

- Describe the key activities involved in the entrepreneurial process.
- Analyze the impact of tribal legal structures on entrepreneurial activities
- Access funding programs targeted to entrepreneurial efforts by Native Americans

### GENERAL PRINCIPLES OF BUSINESS OPERATIONS AND MANAGEMENT STUDENTS WILL BE ABLE TO:

- Explain business processes including Accounting, Human Resources, Marketing, and Sales
- Describe a variety of management practices and organizational structures
- Outline important principles and impacts of business law on commercial enterprises
- Compare and contrast various leadership philosophies

### NATIONAL AND INTERNATIONAL ECONOMIES STUDENTS WILL BE ABLE TO:

- Categorize businesses and industries based upon customer market segments
- Define international trade metrics, governing bodies, and trade barriers
- Explain the impacts of supply and demand on local, national, and international economies
- Differentiate between nominal and real economic statistics

## PROGRAMS OF STUDY

### ASSOCIATE OF ARTS AND SCIENCES IN BUSINESS AND ENTREPRENEURSHIP

#### PROGRAM OUTCOMES (CONTINUED)

##### QUANTITATIVE ANALYSIS STUDENTS WILL BE ABLE TO:

- Apply appropriate financial metrics for measuring business performance
- Calculate financial ratios given requisite information
- Analyze and integrate financial metrics into the business decision making process

##### COMMUNICATION STUDENTS WILL BE ABLE TO:

- Clearly articulate meaningful business information in both verbal and written forms
- Utilize business terminology and concepts to describe the current business environment
- Share knowledge of effective business practices with their local communities

##### ETHICS STUDENTS WILL BE ABLE TO:

- Discuss the principles and practical application of Social Responsibility
- Critique real-world examples of business ethics
- Apply ethical theories to their local environment and community
- Distinguish between the characteristics of ethical and legal actions



NWIC AMERICAN INDIAN BUSINESS LEADERS TAKE HOME 1ST PLACE IN TRIBAL COLLEGE CATEGORY