

# Minnesota

## Articulated College Credit Agreement

[www.CTEcreditMn.com](http://www.CTEcreditMn.com)

### Articulated College Credit Agreement

Through Articulated College Credit (ACC), specific college curriculum learning outcomes and assessments are embedded in participating high school career and technical education (CTE) programs as specified in this agreement. Relevant knowledge, skills, and standards are taught by qualified CTE high school instructor(s) in one or more high school course. ACC is awarded if the student meets the college equivalency standards and later enrolls in the college(s) listed below requiring the course in a specific program.

**Agreement Name:** Introduction to Business  
**Agreement Valid For Academic Year:** 2023 -24

**These credits are valid for students in grades 10-12 for 3 years from the completion of this course.**

Colleges	College Courses	College Programs	Articulated College Credit
Anoka-Ramsey Community College	BUS1101 – Introduction to Business	*Accounting Practitioner (A.A.S.– 60 cr.); *Business: Management/Marketing (A.A.S.-60 cr.); *Business: Office Technology (A.A.S.–60 cr.); *Retail Management (Certificate - 22 cr.)	3 credits of 3 total credits
Hennepin Technical College	BUSN 1000 – Introduction to Business	*Business Transfer Pathway (A.S.-60 cr.); *Entrepreneurship (A.A.S.-60 cr.; Occ Cert.-19 cr.); *Management (A.A.S.-60 cr.); *Marketing & Sales (A.A.S.-60 cr.) *Supervisory Mgt. (Occ. Cert.-16 cr.)	3 credits of 3 total credits
Normandale Community College	BUSN 1105 –Introduction to Business	Business Transfer (A.S. – 60 cr.) Business Marketing Management (A.A.S. – 60 cr.)	3 credits of 3 total credits

### Course Description

This course offers a broad overview of business functions and organizations. It is a basic business tools course to include business vocabulary.

At Hennepin Technical College, this course is also a universal elective course for other majors (e.g. Automotive Technology).

## Learning Outcomes

To obtain Articulated College Credit, students must complete the high school course and complete course examinations and lab projects with an 85% or better grade. Upon completion, students will be issued an Articulated College Credit Certificate.

1. Describe basic relationships between micro- and macroeconomic concepts and business.
2. Evaluate ethical and socially responsible decision-making in business
3. Describe the basic forms of business ownership and their associated advantages and disadvantages. Global business must be included.
4. Identify the four functions of management
5. Identify the considerations and alternatives for organizing a business
6. Discuss the basic concepts and principles related to the functional area of operations, marketing, financial management and human resources
7. Explain and analyze the three basic financial statements

## Course Content

- Economic systems
- Major macroeconomic indicators
- Competitive structure of industries
- Corporate social responsibility and ethics
- Basic forms of business ownership
- Fundamentals of management
- How businesses can be organized
- Operations management
- Human resources management and motivation
- Marketing
- Basic financial statements (Accounting)
- Financial management (Personal and Business Finance)
- E-commerce

## Textbooks

Please go to the on line bookstore(s) for the most up to date textbooks selections used.

[www.normandale.edu](http://www.normandale.edu) or [www.anokaramsey.edu](http://www.anokaramsey.edu) or [www.hennepintech.edu](http://www.hennepintech.edu)

## Assessments

Students must achieve an 85% or better in the high school course to be eligible for articulated college credits. **There must be at least an 85% match between the college and high school courses.** Evaluations can include but are not limited to:

- Testing
- Case Studies
- Simulations
- Discussion Boards
- Projects

## Comprehensive Assessments – College & High School

Comprehensive Assessments	Vendor	Other Information
General Management - #1203	NOCTI	<a href="http://www.nocti.org">www.nocti.org</a>
Business Concepts (200)	Precision Exams	<a href="http://www.precisionexams.org">www.precisionexams.org</a>
Business Management (230)	Precision Exams	<a href="http://www.precisionexams.org">www.precisionexams.org</a>

## ASSESSMENT GUIDE – Hennepin Technical College

<b>Learning Outcomes</b>	<b>Assessment(s)</b>	<b>Evaluation</b>
Understand business evolution		
Define free market economy		
Assess business' role in ethical and social responsibility		
Discuss economic basis for international business		
Define & Explain the e-business/e-commerce concept		
Differentiate the different forms of business organization in America		
Indicate the importance of small business, entrepreneurship and franchises in the American economy		
Describe the fundamental concepts of monetary and banking systems		
Identify methods to obtain finances		
Assess how to use finances effectively		
Understand securities markets & investments		
Explain how information is accessed and organized to make business decisions		
Apply accounting information to business decision making		
Define the marketing concept		
Describe how product and price is a part of marketing		
Describe how distribution is part of marketing		
Describe how promotion is part of marketing		