

# Minnesota Articulated College Credit (ACC) Agreement

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**Agreement Name:** **Entrepreneurship**

**Agreement Last Reviewed:** Fall 2023

**Next Review Date:** Fall 2025

College Courses				
Class	Title	School	Credits	
ENTR 1860	Business Plan Development	Dakota County Technical College	2.0	of 3.0
MSM 2823	Introduction to Entrepreneurship	Ridgewater College	2.0	of 3.0
BUS 1144	Entrepreneurship	Rochester Community & Technical College	1.0	of 3.0
MKT 1910	Entrepreneurship	South Central College	3.0	of 3.0

## **Curriculum Content Objectives**

To receive credit, students will demonstrate proficiency in the following content objectives:

1. Identify traits and characteristics of successful entrepreneurs
2. Describe business plan purpose
3. Describe business industry
4. Identify capital sources
5. Identify information/assistance resources
6. Determine company's mission
7. Describe products and services
8. Identify staffing patterns
9. Identify financial/legal personnel
10. Create organizational chart
11. Explain franchising opportunities
12. Identify major customers
13. Select target market
14. Analyze competition
15. Determine prospective customers
16. Create marketing strategy
17. Create pricing strategies
18. Select promotional activity
19. Identify promotional activity
20. Calculate estimated market share
21. Estimate sales
22. Create sales strategy
23. Explain inventory control system
24. Calculate three-year cash flow
25. Calculate monthly profit and loss
26. Analyze year-end balance sheet
27. Calculate break-even
28. Estimate capital expenditure budgets
29. Develop final business plan

## **Assessments**

Students must achieve no less than 80% or B for a final grade in the high school course to receive ACC.

## **ACC Concept**

Through Articulated College Credit (ACC), specific college curriculum content goals 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.