

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:

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| <ol style="list-style-type: none"> 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 | <ol style="list-style-type: none"> 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 |
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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.