

# 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:** Entrepreneurship  
**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	ACC
Hennepin Technical College	BUSN 1510 – Entrepreneurship	Entrepreneurship (A.A.S. – 60 cr.); Occ. Cert. - 19 cr.)	3 of 3 credits
Normandale Community College	BUSN 1125 – Entrepreneurship	Business, Marketing & Management – Elective (A.A.S. – 60 cr.)	3 of 3 credits

### Course Description

This course examines the skills needed to be a successful entrepreneur, and assesses personal and financial resources needed for successful set-up of a company. Students will learn the process of creating and developing a business venture. The course will cover new venture development: (1) opportunity identification, (2) feasibility analysis, (3) execution strategy and business plan development, and (4) growth, change and harvest strategies. The focus will be on the planning, financing, and managing of a selected venture. Students will also select an idea for a new venture and create a business plan.

## 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. The student will be able to:

1. Describe the challenges and rewards of entrepreneurship
2. Recognize and generate ideas for new ventures
3. Analyze the feasibility of new venture ideas
4. Develop a business plan
5. Define the significance of entrepreneur
6. Explain the need for entrepreneurial vision
7. Define entrepreneurial ethics
8. List the typical characteristics of entrepreneurship
9. Differentiate between start-up and buyout
10. Explain the characteristics of franchise agreements
11. Analyze the amounts and kinds of financing
12. Describe debt and equity financing
13. Evaluate a venture's value by using all of the valuation techniques

## Course Content

- ☐ Evaluation of entrepreneurial career opportunities
- ☐ Ideation and feasibility
- ☐ Business model generation
- ☐ Creating a business plan
- ☐ Present and sell your business plan

## 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
- ☐ Business Six (6) - Month Plan Presentation
- ☐ Case Studies
- ☐ Simulations
- ☐ Discussion Boards
- ☐ Projects: such as: Business Models – partnerships, corporations, LLC, etc.
- ☐ Financial

### Recommended Industry-Recognized Certification And Comprehensive Assessment – College & High School

Certification/Assessment	Vendor	Other Information
Entrepreneurship (451)	Precision Exams	<a href="http://www.precisionexams.org">www.precisionexams.org</a>