

Entrepreneurship - Entrepreneurship Course Syllabus

INSTRUCTOR: Brian Pointer
ROOM NUMBER: TBD
OFFICE HOURS: Before school, break, intervention, lunch
E-MAIL:: bpointer@rocklinusd.org
COURSE PAGE: whs.rocklinusd.org/CTE
ACADEMIC UNITS: 5 units per semester
ACADEMIC CREDIT: Elective Credit

DESCRIPTION - Entrepreneurship will teach the skills and approaches to successfully evaluate and create new business opportunities. Emphasis is placed on projects and activity based learning. Students will engage in team building and collaborative activities, with the intent of increasing career and college readiness. Students will explore the complex tasks, expectations, and restrictions of individuals engaged in entrepreneurial activities. Students will progress through different methods for developing business ideas, the processes of starting a business, the acquisition of resources, and the key components of a business plan.

PURPOSE - Students will progress through different methods for developing business ideas, the processes of starting a business, the acquisition of resources, and the key components of a business plan. There is a strong focus on project based learning and application.

COURSE OBJECTIVES - By the end of this course, students will be able:

- Introduce students to the process of creating a business plan.
- Introduce students to the process of planning for a business pitch.
- Introduce students to public speaking and self-confidence.
- Introduce students to teamwork, brainstorming, and planning.
- Introduce students to the process involved in determining feasibility.

COURSE TOPICS - The course will cover the following topics: Entrepreneurial Characteristics and Traits, Business Plan/Lean Canvas, Creativity and Innovation, Idea/Product Feasibility, Management and Leadership, Marketing, Financials, and Business Plan Pitch.

CAREER AND TECHNICAL EDUCATION (CTE) ELEMENTS - The following information is directly related to this course and its designation as a CTE course on campus:

- INDUSTRY SECTOR: Business Management
- COURSE LEVEL: Capstone
- ADVISORY COMMITTEE: The advisory committee for this course meets annually. Additional meetings are held at the discretion of the instructor and/or district office.
- ARTICULATION INFORMATION: NA
- OCCUPATIONS FOR IDENTIFIED PATHWAY: Pathway occupations organized by level of education and training required for workplace entry.

- High School - Entrepreneur
- Post-secondary Training - Entrepreneur
- College/University - Entrepreneur

GENERAL: Recorded grades will be available for review at any time on Schoology. Remember to keep all class items returned so that any discrepancies can be easily and fairly straightened out. Except in cases of actual error, semester grades are permanent.

INSTRUCTIONAL SUPPLIES - Students may be required to purchase specific projects if they want to keep them and take them home. The list below provides information for the student regarding items they will be using in this course. Students may want to purchase items on this list if they are very interested in this course and/or pathway. Please see the instructor for specific information regarding supplies.

- Text: Introduction to Business-Karen Collins.
- Computer Programs and/or software: Office 365 and/or Google Suite.
- Supplies: NA

GRADING PLAN - Tests 70%, Homework 15%, Quizzes/Classwork/Computers 15%

CLASSROOM RULES OF CONDUCT

- Be Respectful
- Follow Classroom Rules
- Follow School Rules
- Try and have a good attitude.

In general, your ideas, comments, suggestions, questions, grade challenges, and more are welcome. However, your discretion in these matters is expected. Furthermore, no part of your grade will be based on anything other than your coursework and attendance. You are encouraged to take advantage of instructor office hours for help with coursework or anything else connected with the course and your progress.