



**Professors**

Name	Phone number	Office	Email
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**Learning Outcomes**

Upon completion of this course students will be able to:

- explain the interactions of small business functions such as decisions in marketing, finance, operations and human resources management.
- identify problems and opportunities in the context of small business management and operations.
- construct rational business decisions by effectively examining options and minimizing risks.
- integrate the use of information tools for monitoring and reporting in a small business setting.
- evaluate the sales, operational and managerial requirements of a small business.
- explain the problems facing family-owned and operated businesses as well as the challenges faced by growing and expansion-oriented firms.

**Course Objectives**

This course will cover the following content including:

Aspects of different 17(f)-4(f)-14(e)13(r)-3(en)3(t)6( )-4(1d72.024 406.1xte64 415.51 Tm0 g

**Evaluation Procedure**

Small Business Review Assignment - Individual	10%
Discussions / Participation - Individual	15%
Mid-term Exam - Individual	20%
Final Exam - Individual	30%
Case Analysis - Group	25%
Total	100%

**Notes**

<p><b>Mid-Term &amp; Final Exams</b>                  The midterm and final exam will include case analysis and concepts discussed in class. The final exam is cumulative. Students must have an average passing grade of 50% or greater for the exam portion of the grade in order to pass the course.</p>
<p><b>Business Review Assignment 10%</b>                  Students will select a business related book to read or a business topic that they feel is <i>highly relevant to small business</i>. They will research the topic and prepare an oral presentation with the findings of the investigation in terms of how the book or topic is relevant to the success of small business. Students will develop a presentation to brief the class on their chosen book or topic.</p>
<p><b>Case Analysis 25%</b>                  Working in small groups students will use a guided approach to prepare written analysis of assigned cases based on the methodology presented.</p>
<p><b>Class Discussions/Participation 15%</b>                  Students are expected to come prepared to class having completed the assigned readings and engage in the case analysis discussion and presentations.</p>

**Optional Texts/Resources**

Small Business Management: Launching and Growing New Ventures, 6th Edition © 2013/2016

**Course Schedule**

Date	Class Topics and Assignments	Readings
2018 Week of:	Tuesday, September 4 - Orientation Wednesday, September 5 - Classes Start Monday, October 8 – Thanksgiving Day (no classes) Monday, November 12 – Remembrance Day (no classes) Thursday, December 6 - Last Day of Regular Classes	

