

**MISSION VALLEY ROP  
2023-2024 ACADEMIC YEAR  
ENTREPRENEURSHIP  
SYLLABUS**

<b>Course Title:</b>	Entrepreneurship
<b>Office Hours:</b>	Arranged as needed
<b>Class Location:</b>	Irvington High School, Room 84, Period 1 American High School, Room 319, Period 5
<b>Articulation:</b>	Mission College, Bus 054, 3 credits, <b>B</b> or Better, Completed Application and Instructor Recommendation.
<b>Academic Credit:</b>	UC a-g "g"

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**Course Description:**

This course provides an introduction and overview of the fundamentals of entrepreneurship. Students will gain insight into who are entrepreneurs and understand the steps of developing a new business including creating a business plan, marketing, finance, and management development. Students will understand their role in the economy as well as how the global and regional economic ecosystem interacts and impacts small businesses and individuals. The curriculum is designed to help the student explore entrepreneurship as a career pathway and provide them with a realistic framework for starting a new business. Students will develop and present a comprehensive business plan in this year-long course.

**Course Objectives:**

Students will gain the knowledge and skills necessary to begin and operate a business and become an entrepreneur. The class focuses on understanding the process of analyzing a business opportunity, preparing a business plan, determining the viability of an idea using research, and developing a plan to organize and promote the business, its products, and/or services. In addition, students will understand the capital required, the return on investment desired, and the potential for profit.

**At the end of the course, students will be able to demonstrate:**

***MVROP Student Learning Outcomes (SLO's)***

Workplace Basic Skills and Behaviors

- Apply skills learned in class
- Analyze information and make decisions
- Communicate verbally and in writing
- Work independently and as a team member in a diverse workplace
- Work reliably, responsibly, and ethically

Career Technical Skills

- Demonstrate occupational competencies
- Use appropriate technology
- Understand and practice occupational safety standards
- Demonstrate an awareness of how a business or industry functions

Job Employment Skills

- Develop a plan to achieve career goals
- Use effective job search strategies

- Demonstrate an awareness of the importance of lifelong learning

### **Course Curriculum**

Leadership  
Should You Become an Entrepreneur?  
Entrepreneurs in a Market Economy  
The Business Plan  
Identifying Market Needs  
Market Your Business  
Distribution, Promotion, and Selling  
Business Ownership  
Business Location and Set Up  
Financial Planning  
Operations Management  
Human Resource Management  
Risk Management  
Management for the Future

### **Career Technical Skills developed:**

- Evaluate personal interests, attitudes, and talents to assess overall readiness to begin a new business
- Explain the importance of entrepreneurship to the U.S. and global economies
- Discuss "intrapreneurship", or innovation within a larger company
- Analyze the advantages and disadvantages of buying an existing business or franchise vs. creating a new business
- Identify and screen new business ideas
- Conduct secondary market research to determine market size
- Prepare a basic 3-year pro-forma income statement
- Be able to "pitch" a new business idea to prospective investors
- Identify key legal issues involved in new business start-up
- Explore sources of funding and business advice for new ventures
- Articulate the importance of a solid business plan and the key components of that plan Demonstrate key entrepreneurial leadership qualities
- Explain key strategies for the growth of a new business

### **Required Text, Materials:**

Provided Text: [Greene, Cynthia L., \*Entrepreneurship: Ideas in Action\*. Boston, Cengage Learning, 2019. Provided](#)

### **Assignments:**

Assignments, point values , and project due dates will be posted in Google Classroom.

### **Grading Policy:**

Your final grade in the course will be based on the following:

- 40%** Classroom – attendance, participation & engagement, and classwork
- 20%** Exercises (formative) - homework, assignments, and quizzes
- 40%** Assessments (summative) - presentations, projects, and exams

Every student is eligible to earn an "A", if they complete all the assignments, have regular attendance, participate and adhere to the classroom rules, modeling a good Work Ethic.

After your numerical grade has been determined, your letter grade will be calculated as follows:

- A** - 90-100% of the total percentage points
- B** - 80-89% of the total percentage points
- C** - 70-79% of the total percentage points
- D** - 60-69% of the total percentage points
- F** - 59% or below – no credit

Students must make an effort to meet the assignment due dates. If there are difficulties in meeting the due dates, please bring it to my attention so I can provide assistance. I do reserve the right to reduce the assignment grade as follows:

- 1 Day Late: 10% reduction in grade
- 2 – 7 Days Late: 25% reduction in grade

**Late Work** may be accepted after 1 week. Make-up assignments will be given for excused absences only.

### **Classroom Expectations**

Be PROMPT: in your seat and ready to work

Be PREPARED: Have your pencils & pens, with you every day

Be RESPECTFUL: Treat others how you would like others to treat you

Be ALERT: Participate and share your ideas, your thoughts, your questions

### **Classroom Rules:**

Cell phones and other devices with internet access will be used only for class assignments, and only with my permission.

NO talking when someone else is talking during class discussions. No swearing, vulgar gestures or offensive material.

NO food or drink allowed in the classroom. (Except water)

### **Attendance Policy**

Mission Valley ROP's mission is to prepare students for employment, and career preparation via postsecondary educational opportunities. Just as in business and industry, where employees are expected to show up on time every day, Mission Valley ROP students are expected to be on time for class every day. Make-up assignments will be given for excused absences only, which include medical, legal or bereavement circumstances.

Failure to complete make-up assignments will adversely affect your grade. If you are tardy or miss a Mission Valley ROP class multiple times, you will lose units of credit and your grade will be adversely affected.

Make-up work is permitted for excused absences **only** and will be graded for full credit. Assignments will be extended by as many days as the student is excused; for example, if a student is excused for 2 days the due date will be extended by 2 days once the student returns. The absence **must** be excused by the school site office. It is the **student's responsibility** to request work missed and to turn it in within the above guidelines. Missed tests must be made up either **during lunch office hours** or **after** school and by **appointment only**.

### **Honor Code:**

Students are expected to do their OWN work in class unless a group assignment is scheduled. Students are also expected to do their OWN classwork and not copy from someone else. Cheating and plagiarism will receive a penalty and a parent/ will be notified of the cheating. Any partner or group work must be submitted with all student names listed. Do not assume it is known you are in a partner situation.

### **Educational Movies/Videos**

I will show movies and videos. Students will also view limited excerpts of commercially available commercials, movies, documentaries, business, and education videos, as appropriate, and in accordance with district policy.

Sign below, have a parent or legal guardian sign, and return to Google Classroom by September 1, 2023.

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**I have read the Entrepreneurship syllabus, as well as the Educational Movies/Videos policy, and understand and agree to the terms, class rules and course guidelines.**

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Print students name

\_\_\_\_\_ Date \_\_\_\_\_

Student signature

\_\_\_\_\_ Date \_\_\_\_\_

Print parent or legal guardian's name

\_\_\_\_\_ Date \_\_\_\_\_

Parent or legal guardian signature

Parent or legal guardian's contact information:

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**2023-2024**

**Entrepreneurship**

**You can find a copy of the syllabus at [MVROP.org](http://MVROP.org)**

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