Course Information

**Division**  Business  
**Course Number**  SBM 231  
**Title**  Business Planning  
**Credits**  1  
**Developed by**  Mike Fox  
**Lecture/Lab Ratio**  0 Lecture/2 Lab  

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<th>Transfer Status</th>
<th>ASU</th>
<th>NAU</th>
<th>UA</th>
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<td>AGB Dept Elective</td>
<td>MGT Departmental Elective</td>
<td>Elective Credit</td>
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**Activity Course**  No  
**CIP Code**  52.0703  
**Assessment Mode**  Pre/Post Test (25 Questions/50 Points)  
**Semester Taught**  Fall and Spring  
**GE Category**  None  
**Separate Lab**  No  
**Awareness Course**  No  
**Intensive Writing Course**  No  

**Prerequisites**  
CMP 101 or CMP 103  

**Educational Value**  
To provide students with hands-on competence in applying the concepts learned in the Small Business Management curriculum. This is accomplished by writing an actual business plan for an existing business, a planned new business, or for a hypothetical small business.  

**Description**  
Develops skills for writing a business plan on computer, using word processing and spreadsheet software. All areas of a business plan will be covered, including the business market, mission statement, operations, products/services, marketing plan, and financial plan.  

**Supplies**  
None
Competencies and Performance Standards

1. Outline the basics of the business plan

   Learning objectives
   What you will learn as you master the competency:
   a. Explain why it is important for a business owner/manager to write a business plan
   b. Show how to target your business plan
   c. Outline the components of a business plan
   d. Determine the business concept you plan to use for your business plan

   Performance Standards
   Competence will be demonstrated:
   o on satisfactory completion of chapter assignment
   o on thorough completion of this portion of business plan

   Criteria - Performance will be satisfactory when:
   o learner explains why it is important for a business owner/manager to write a business plan
   o learner shows how to target your business plan
   o learner outlines the components of a business plan
   o learner determines the business concept you plan to use for your business plan

2. Write the narrative of the business plan

   Learning objectives
   What you will learn as you master the competency:
   a. Write the executive summary of your business plan
   b. Write the vision and mission segment of your business plan
   c. Write the company overview portion of your business plan
   d. Write the product strategy part of your business plan
   e. Write the market analysis portion of your business plan
   f. Write the marketing plan for your business plan

   Performance Standards
   Competence will be demonstrated:
   o on satisfactory completion of chapter assignment
   o on thorough completion of this portion of business plan

   Criteria - Performance will be satisfactory when:
   o learner writes the executive summary of your business plan
   o learner writes the vision and mission segment of your business plan
   o learner writes the company overview portion of your business plan
   o learner writes the product strategy part of your business plan
   o learner writes the market analysis portion of your business plan
   o learner writes the marketing plan for your business plan
3. **Prepare the business financial plan**

   **Learning objectives**

   What you will learn as you master the competency:
   a. Explain the purpose of the financial plan
   b. Explain the bases for preparing projected financial statements
   c. Prepare the projected income statement
   d. Prepare the balance sheet
   e. Prepare the statement of cash flows
   f. Complete the financial narrative

   **Performance Standards**

   Competence will be demonstrated:
   o on satisfactory completion of chapter assignment
   o on thorough completion of this portion of business plan

   Criteria - Performance will be satisfactory when:
   o learner explains the purpose of the financial plan
   o learner explains the bases for preparing projected financial statements
   o learner prepares the projected income statement
   o learner prepares the balance sheet
   o learner prepares the statement of cash flows
   o learner completes the financial narrative

4. **Explain how to execute your plan**

   **Learning objectives**

   What you will learn as you master the competency:
   a. Outline the supporting documents to include with your business plan
   b. Revise and properly package your plan
   c. Outline an appropriate way to present your plan
   d. Show a proper manner of funding your plan

   **Performance Standards**

   Competence will be demonstrated:
   o on satisfactory completion of chapter assignment
   o on thorough completion of this portion of business plan

   Criteria - Performance will be satisfactory when:
   o learner outlines the supporting documents to include with your business plan
   o learner revises and properly package your plan
   o learner outlines an appropriate way to present your plan
   o learner shows a proper manner of funding your plan

**Types of Instruction**

On Campus Laboratory
Grading Information

Grading Rationale
Chapter assignments (16 @ 10 points each) - 53%
Post-test (40 points) - 14%
Final Draft of Business Plan (100 points) - 33%
Total (300 points) - 100%

Grading Scale
A  90-100%
B  80-89%
C  70-79%
D  60-69%
F  Below 60%