



Course Outcomes Form

Northwest Indian College

Follow the *Instructions for Completing the Course Outcomes Form*, which is available on the **NWIC Assessment Website** at <http://www.nwic.edu/assessment/course-outcomes>

Please submit this form electronically to the chair of the Curriculum Committee

It is important to keep the following principles in mind when completing this form:

- Regardless of the mode of learning (i.e., face-to-face, Independent learning, ITV, online, etc.) or the location of a course, only one course outcomes form is to be created for each course.
- Regardless of the mode of learning or the location of a course, the **NWIC outcomes** and the **Course outcomes** must be the same for each course.
- The **Instructional activities** and the **Assessment/evaluation strategies** may differ depending on the mode of learning. Please indicate the **Instructional activities** and the **Assessment/evaluation strategies** that are different from the face-to-face class (e.g., "IL: Essay").

Last date this form was updated or edited	April 17, 2013
Course Number (e.g., ENGL 101)	BUAD 140
Course Name (e.g., English Composition I)	Small Business Entrepreneur
List the names of all instructor(s) who participated in creating and approved these course outcomes (please consult with at least one other person)	Steve Zawoysky, Adib Jamshedi
List the main textbooks, readings or other resources used in this course (including title, year and publisher)	Indianpreneurship, ONABEN, 2005
	New Venture Creation, McGraw Hill, 2007

A. NWIC outcomes: From the *List of NWIC Outcomes*, select the most important outcomes you assess in this course (at least one NWIC outcome must be chosen- **maximum of four**).

NWIC outcome # (e.g., “Written communication: 2a. Write Standard English”)	Instructional Activities: How will students master this outcome? (e.g., solving problems, group activity)	Assessment/Evaluation Strategies: How will you measure this outcome? (e.g., student presentations, essays)
Written communication: 2a. Write standard English	Worksheets	Worksheet evaluation
Quantitative skills: 4a. Use word processing software for communication	Worksheets	Worksheet evaluation
Quantitative skills: 5a. Complete tasks by applying correct numerical data for solving problems	Instruction and assignments for the various financial statements supporting a business plan	Appropriate software will be used to present complete financial statements
Oral communication 3b. Apply interpersonal communication skills	Business plan	Present business plan to panel

B. Course outcomes: In order of priority, list the most important other learning outcomes for this course that you assess (a maximum of 10).

Other course outcomes: Complete the sentence – As a result of this course, students will be able to...	Instructional Activities: How will students master this outcome? (e.g., solving problems, group activity)	Assessment / Evaluation Strategies: How will you measure this outcome? (e.g., student presentations, essays)
1. Define entrepreneurship	Readings, discussion	Explain the term in written and oral form
2. Describe the traits needed by entrepreneurs	Discuss traits displayed by successful entrepreneurs	Class discussion, and summary presentation
3. Conduct a feasibility analysis of potential business ideas	Discussion and assignments	Creation of feasibility analysis for business concept
4. Compare and contrast typical marketing tactics with guerilla marketing tactics	Readings, internet	Present a marketing plan
5. List various financing options for new business	Readings, and internet research of various lending institutions	Students recommendations and support for various financing options to fund their business
6. Create a basic business plan	Write a business plan	Business plan evaluation

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- C. List the NWIC outcomes and course outcomes from above on your syllabus.**
- D. Assess the NWIC outcomes and course outcomes, which are listed above, in your classes.**