



CERTIFICATE IN ENTREPRENEURSHIP

REQUIREMENTS (48-50 CREDITS)

ACCT 101	Survey of Accounting	5
ACCT 275	Payroll and Business Taxes	5
†* BUS 107	Business Mathematics	5
* MNGT 130	Customer Relationship Management	5
MNGT 182	Creative Sales	5
MNGT 282	Marketing	5
MNGT 284	Small Business Management	5
MNGT 295	Human Resource Management	5

Select one: 3-5

** CIS 110 Intro to Micro Business Applications (3)

** CIS 121 Intro to Computer Information Systems (5)

**Select one:* 5

† BUS 105 Business English I

† ENGL& 101 English Composition I

Total Credits Required 48-50

† Prerequisite required

* Meets related instruction requirements for professional/technical programs

** Minimum of 35 wpm keyboarding required

Notes:

possibilities.
realized.

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Courses overlap in most instances with the Associate in Business Management, so students interested in continuing their education can earn one credential, seek employment or perhaps begin their own businesses, then continue to study to enhance and build upon their knowledge base. Students who intend to transfer to a four-year institution should work closely with an advisor and complete requirements for the AA degree (see brochure.)

The Entrepreneurship Certificate is designed to prepare students for entry-level positions.

**Small Business Owner
Sales Person
Management Trainee
Marketing Assistant**



Pierce College does not discriminate on the basis of race, color, national origin, sex, sexual orientation, disability or age in its programs and activities.

Special funding may be available for unemployed workers and low-wage working parents. See your advisor or call (253) 964.6265.

Program Outcomes

- Identify and explain the advantages and disadvantages of small business ownership in a free enterprise economy.
- Develop a preliminary business plan including business description, product strategy, legal requirements, market analysis, marketing plan, organizational structure, and financial plan.
- Research a small business opportunity using a variety of information sources including forms of business ownership, federal/state/local tax implications, and resources for capitalization.
- Identify various elements that distinguish a successful business plan from an unsuccessful business plan including professional presentation, organization of content, accurate data, and funding contingencies.
- Describe the interdependent relationship of various business functions related to small business including marketing, finance, and business operations.

For More Information:

Dr. Paul Gerhardt
Program Coordinator, Ft. Steilacoom
(253) 964.6429
pgerhardt@pierce.ctc.edu

Linda Saarela
Faculty, Puyallup
(253) 840.8360
lsaarela@pierce.ctc.edu

Office of Professional/Technical Education
(253) 964.6645

Related Codes

Intent: **F or J**

Business: **Site = 257**

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