

SAULT COLLEGE OF APPLIED ARTS AND TECHNOLOGY

SAULT STE. MARIE, ON

COURSE OUTLINE

COURSE TITLE: FINANCIAL FEASIBILITY - Module III

CODE NO: BBP103 SEMESTER: ONE

PROGRAM: BUILD A BUSINESS

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DATE: August 1994 PREVIOUS OUTLINE:

APPROVED: DEAN DATE

COURSE NAME: **Financial Feasibility-Module III** CODE NO. _____

TOTAL CREDIT HOURS: 4

PREREQUISITE(S): OSSGD or equivalent with credits at or above the general level or mature student status.

I. PHILOSOPHY/GOALS:

The "Build a Business" program provides opportunities for the learner to develop a "bankable" plan for a new business and develop skills and knowledge to start and operate the business. This financial course contains four modules, which help the learner systematically assess the financial feasibility of their business idea.

II. STUDENT PERFORMANCE OBJECTIVES:

Upon successful completion of this course the student will:

1. Describe and outline seasonal and monthly sales.
2. List the financial requirements for the business.
3. Measure the financial feasibility of the business.
4. Project cash flow.
5. Apply appropriate financial analysis techniques to the business plan to determine viability of the business.
6. Identify an appropriate business structure for the company.

III. TOPICS TO BE COVERED:

1. Sales Forecast
2. Financial Feasibility
3. Financial Research
4. Financial Statements

COURSE NAME: Financial Feasibility - Module III

LEARNING OBJECTIVES/ACTIVITIES

LEARNING RESOURCES

1. SALES FORECAST

LEARNING OBJECTIVES

1. Name the benefits of planning a realistic sales forecasting method.
2. Define and explain the top-down method of forecasting sales.
3. Define and explain the bottom-up method of forecasting sales.
4. Apply the top-down and bottom-up methods to the sales forecast for the first quarter of a fiscal year.
5. Describe and outline seasonal and monthly sales.

LEARNING ACTIVITIES

1. Listen to a presentation on the importance of sales forecasting and sales forecasting methods.
2. Case Study "Dorothy's Donuts" construct a sales forecast in groups and provide rationale.
3. Construct a sales forecast for their business and provide rationale.

Marketing Manual, Stats Canada Reports, overheads and supplemental handouts.

2. FINANCIAL FEASIBILITY

LEARNING OBJECTIVES

1. List the financial requirements for your business.
2. Identify and explain expected sales.
3. Compare the identified sales and your expectations.
4. chart and measure the financial feasibility of your company.

LEARNING ACTIVITIES

1. Complete Financial Feasibility Analysis Worksheet
2. Listen to teacher led presentation on financial analysis

Financial Workbook, Supplemental Handouts, Overheads

COURSE NAME: Financial Research
LEARNING OBJECTIVES/ACTIVITIES

LEARNING RESOURCES

3. FINANCIAL RESEARCH

LEARNING OBJECTIVES

1. Examine the financial feasibility of a business idea.
2. Understand the main elements of a balance sheet and income statement.
3. Identify the costs to get into business.

LEARNING ACTIVITIES

1. Listen to a presentation on the fundamental principles of accounting.
2. Complete exercises in student workbook.
3. Listen to presentation on accounting statements.
4. Complete Case Study "Accounting Made Easy"
5. Complete worksheet on expected business costs.

Financial Workbook
Overheads, Case Study
Supplementary Handouts

4. FINANCIAL STATEMENTS

LEARNING OBJECTIVES

1. Review the basics of cash flow and income statements.
2. Describe the use of a balance sheet.
3. Project cashflow.

LEARNING ACTIVITIES

1. Listen to guest speaker on the importance of cash flow and income statements to small business.
2. Complete exercises on income statements, balance sheets and cash flow statements.
3. Complete Case Study "Healing Hands Massage Service" Cash Flow Statements, Balance Sheet and Income Statements.
4. Participate in discussion on ratio analysis.
5. Prepare the following accounting statements.
 - 1) Opening Day Balance Sheet
 - 2) First Year Ending Balance Sheet
 - 3) Year I Pro-Forma Income
6. ~~Prepare the following~~

Guest Speaker, Financial Workbook, Overheads, Supplementary Handouts

COURSE NAME: Financial Feasibility

V. EVALUATION METHODS: (INCLUDES ASSIGNMENTS, ATTENDANCE REQUIREMENTS ETC.)

A final grade will be derived as follows:

Written Formal Business Plan	60%
Presentation of Plan to Business Panel	20%
Completion of Unit Exercises	20%
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	100%

VI. REQUIRED STUDENT RESOURCES

Build a Business Financial Workbook