

SAULT COLLEGE OF APPLIED ARTS AND TECHNOLOGY

SAULT STE. MARIE, ON

COURSE OUTLINE

COURSE TITLE: Entrepreneurial Self-Development

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CODE NO: ENT 102 SEMESTER: One

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PROGRAM: Entrepreneurship Certificate Program

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PROFESSOR: Larry Little

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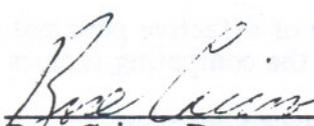
DATE: October 1993

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PREVIOUS OUTLINE DATED: October 1992

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APPROVED:

  
Rose Caicco, Dean  
School of Business  
& Hospitality

Date

93/10/07

TOTAL CREDIT HOURS: 39

PREREQUISITE(S): None

**I. PHILOSOPHY/GOALS:**

This course will focus on the development of the individual entrepreneurial potential in each student. Through the use of goal setting techniques, time and stress management skills, students will develop personal strategies leading to a strategic self-management plan. The prospective small business owner will be made aware of strategies to aid him/her in the pursuit of a healthy lifestyle.

**II. STUDENT PERFORMANCE OBJECTIVES:**

Upon successful completion of this course the student will:

1. demonstrate the ability to establish clear and definite goals and develop strategies to achieve these goals.
2. demonstrate effective time management.
3. demonstrate the ability to effectively manage change, solve problems, resolve conflict and develop critical thinking skills.
4. attain higher levels of self-confidence.
5. have the ability to understand and manage personal stress.
6. understand the importance of attitude and confidence in achieving success.
7. demonstrate a working knowledge of the different aspects of their life including business, family and recreation, etc.
8. show competence in the use of effective personal management tools in creating a balance between the competing factors in their lives.
9. develop a strategic self-management plan.

**III. TOPICS TO BE COVERED:**

<u>Week(s)</u>	<u>Topic</u>
1	Introduction to Personal Self-Development
2	Study Skills, Learning Styles
3	Time Management
4 & 5	Goal Setting

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**III. TOPICS TO BE COVERED (CONT'D):**

<u>Week(s)</u>	<u>Topic</u>
6	Problem Solving/Conflict Resolution
7 & 8	Self-Confidence, Self-Esteem
9	Stress Management
10	Success and Attitude
11	<b>Image Management</b>
12	Selling Yourself, Dealing with Difficult People
13	Putting it all Together - "Strategic Self-Management Plan"

**IV. EVALUATION METHODS:**

Students will be evaluated on their ability to complete the following assignments:

	<u>Assignment</u>	<u>Percent of Grade</u>	<u>Due Date</u>
1.	Study Skills/Learning Style, Inventory and Reflection	10%	_____
2.	Time Management Log, Action Plan and Reflection	10%	_____
3.	Oral Presentation (5 to 10 minutes)	5%	_____
4.	Goal Setting Paper	10%	_____
5.	Group Problem Solving Exercise, Peer/Self Evaluation and Reflection	5%	_____
6.	Book Report/Oral Presentation	15%	_____
7.	Stress Management Test and Reflection	5%	_____
8.	Strategic Self-Management Plan	20%	_____
9.	Learning Portfolio	20%	_____
		<u>100%</u>	

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**IV. EVALUATION METHODS (CONT'D):**

**Note:** Assignment presentation guidelines, methodology and marking criteria will be distributed in class prior to due date.

Given the nature of this subject and its emphasis on personal development, students will be asked to attend and participate in all classroom activities. Several assignments will be completed in class.

Since this subject offers students a unique opportunity for personal growth its delivery will be varied through the use of enhanced lectures, discussion groups and workshop activities.

**Grading:**

The following semester-end grades will be assigned to students in post-secondary courses:

<u>Grade</u>		<u>Definition</u>
A+	90 - 100%	Consistently outstanding
A	80 - 89%	Outstanding achievement
B	70 - 79%	Consistently above average achievement
C	60 - 69%	Satisfactory or acceptable achievement
R	less than 59%	The student has not achieved objectives of course and must repeat the course

**V. REQUIRED STUDENT RESOURCES**

**Required:**

Text: The Seven Habits of Highly Effective People, Stephen R. Covey

One 60 minute Video Cassette

**Suggested:**

One 1" three-ring binder

One 3" three-ring binder

**VI. ADDITIONAL RESOURCE MATERIALS AVAILABLE IN THE COLLEGE LIBRARY BOOK SECTION OR AUDIO VISUAL DEPARTMENT:**

A list of resource materials will be provided.

**VII. SPECIAL NOTE**

Students with special needs (e.g. physical limitations, visual impairments, hearing impairments, learning disabilities) are encouraged to discuss required accommodations confidentially with the instructor.

**NOTE: THIS OUTLINE MAY BE ALTERED TO SUIT CLASS NEEDS.**