

Delaware Technical Community College

Internal Career Education Pathway Agreement

Workforce Development and Community Education Non-Credit Certificate Programs to Instructional Division Credit Programs

To enhance students' access to educational programs, this agreement provides a pathway between the Workforce Development and Community Education non-credit certificate programs to Instructional Division credit programs for the purpose of awarding advanced credit.

1. Students must meet all admissions requirements for College Instructional Division credit programs and have successfully completed one semester as a declared student in an academic program prior to credit being awarded for their Workforce Development and Community Education non-credit certificate program.
2. Upon completion of requirements, students who have completed the Workforce Development and Community Education non-credit Kauffman FastTrac® New Venture™ certificate program will receive college credit as follows:

Course Number and Title Credits

BUS 101 Introduction to Business - 3 credits

TOTAL 3 Credits

APPROVALS

Workforce Development and Community Education Certificate Program:

Instructional Division Degree/Diploma Program:

Workforce Development and Community Education Director(s):

Date:

Instruction Department Chairperson(s):

Date:

Associate/Vice President for Academic Affairs:

Date:

Paul M. ...
Justina M. ...

11/16/15

10/5/15

11/14/15

INTERNAL CAREER EDUCATION PATHWAY FORM WORKSHEET

Divisions:

Instructional

and

Workforce Development and Community

Programs:

Business Administration - Entrepreneurship

and

Workforce Development and Community

Workforce Development and Community Education Course Competencies/Certification	Content Summary	Method of Assessment	AAS Degree Course Match
Kauffman FastTrac New Venture	Exploring Entrepreneurship Defining Entrepreneurship Developing Business Concepts	<ul style="list-style-type: none"> Activity 1 - Defining a Business Concept Statement 	BUS 101 Describe the role of business in society.
Kauffman FastTrac New Venture	Building the Organization and Team Choosing a Legal Form	<ul style="list-style-type: none"> Reality Check Legal Structures 	BUS 101 Identify the forms of organizations.
Kauffman FastTrac New Venture	Building the Organization and Team Managing Key Business Functions and Organizational Structure	<ul style="list-style-type: none"> Action Step 7.1 Create My Management and Organization Plan Reality Check Activity: Organizational Values 	BUS 101 Explain the principles of management.

Kauffman FastTrac New Venture	Identifying Marketing Needs Analyzing and Reaching the Market	<ul style="list-style-type: none"> • Activity 2a: Customer Profile Worksheet • Activity 2b Competitors-Direct and Indirect • Activity 5b: Competitors' Strengths and Weaknesses Worksheet 	BUS 101 Explain the principles of marketing.
Kauffman FastTrac New Venture	Planning for a Profitable Business	<ul style="list-style-type: none"> • Activity 8b Profit Improvement Practice 	BUS 101 Explain the function of accounting.
Kauffman FastTrac New Venture	Setting Financial Goals Monitoring Cash Flow and Seeking Funds	<ul style="list-style-type: none"> • Action Step 3.1: Estimating Start-Up Costs • Action Step 9.2 Finalize the Financial Plan 	BUS 101 Discuss the function of finance.
Kauffman FastTrac New Venture	Personal Vision and Professionalism	<ul style="list-style-type: none"> • Activity: Resume • Action Step 1.1: Create personal vision statement 	BUS 101 Practice professionalism and use career exploration tools.
			Credit Total = 3

ASSOCIATE DEGREE COMPLETION CURRICULUM

Divisions:

Instructional

and

Workforce Development and Community

Programs:

Business Administration - Entrepreneurship

and

Workforce Development and Community

Core Courses		Technology/Technology Support Courses			
Course	Title	Cr	Course	Title	Cr
			ENT 101 or BUS 101	Intro to Entrepreneurship or Intro to Business	3
ENG 101	Critical Thinking and Academic Writing	3	ENT 103	Legal Issues for Entrepreneurs	3
ENG 102	Composition and Research	3	ENT 106	Business Procedures	3
			ENT 211	Business Start-up and Design	3
MAT 140 or MAT 153	Essentials of College Algebra or College Math and Statistics	4	ENT 220	Leadership	3
ECO 111	Macroeconomics	3	ENT 225	Entrepreneurial Experience	3
ECO 122	Microeconomics	3	ENT 240	Funding and Finance	3
			ENT 285	Business Plan Development	3
			CIS 107	Introduction to Computers	3
			MGT 212	Principles of Management	3
			MKT 212	Principles of Marketing	3
			ENG 122 or ENG 124	Technical Writing or Oral Communications	3
			ACC 100 or ACC 101	Intro to Accounting or Accounting I	3 or 4
			MGT 231	Human Resource Management	3
			Electives: (Choose 1)		
			MIS 220, EBZ 220, ACC 162, MKT 217, MKT 219	Mgt. Info. Systems, E-Commerce, Computerized Accounting, E-Marketing, Sales & Sales Management	3

	Credit Total	16		Credit Total	45 or 46
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Total credits remaining for completion of AAS Degree 58 or 59