

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

ENT 101 Introduction to Entrepreneurship - 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:

11/16/15

Instruction Department Chairperson(s):

Date:

Associate/Vice President for Academic Affairs:

Date:


Justina M. Dapra

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	Defining Entrepreneurship	Activity 5a, pg. 201-202 Industry Profile	ENT 101 Describe the foundations of corporate business.
Kauffman FastTrac New Venture	Exploring Entrepreneurship	Activity 5a, pg. 201-202 Industry Profile	ENT 101 Identify the responsibilities of entrepreneurship within the current business environment.
Kauffman FastTrac New Venture	Exploring Entrepreneurship	Activity: Action Step 1.2: Business Concept Statement, pg. 31-33	ENT 101 Discuss the role and nature of entrepreneurship as a mechanism for creating new ventures and affecting economic development.
Kauffman FastTrac New Venture	Exploring Entrepreneurship	Activity: Action Step 1.2: Business Concept Statement, pg. 31-33	ENT 101 Discuss the role of creativity and innovation in the development of a new venture.

Kauffman FastTrac New Venture	Developing Business Concepts	Activity: Reality Check, pg.6-7 Entrepreneurial Traits	ENT 101 Explain the ethical and social challenges involved in starting and operating a new business venture.
Kauffman FastTrac New Venture	Developing Business Concepts	Activity 2.1, pg. 75-78 Conduct Market Research	ENT 101 Identify the risks and strategies inherent in creating a new venture.
Kauffman FastTrac New Venture	Developing Business Concepts	Activity Reality Check, pg.394-397 Business Plan Checklist	ENT 101 Discuss the role and importance of the business plan for the entrepreneur.
Kauffman FastTrac New Venture	Building the Organization and Team Choosing a Legal Form	Activity 4a, pg. 167-168 Intellectual Property Activity Reality Check, pg. 278 Selecting a Legal Structure	ENT 101 Identify the legal issues an entrepreneur encounters.
Kauffman FastTrac New Venture	Identifying Marketing Needs Analyzing and Reaching the Market	Activity 2.1, pg. 75-78 Conduct Market Research	ENT 101 Identify the principles involved in marketing an enterprise.
Kauffman FastTrac New Venture	Setting Financial Goals Monitoring Cash Flow and Seeking Funds	Action Step 3.1, pg. 107-108 Estimate Start-Up Costs	ENT 101 Discuss the principles of financial planning for a small business.
Kauffman FastTrac New Venture	Building the Organization and Team Managing Key Business Functions and Organizational Structure	Activity:Management Function Analysis, pg. 282-284	ENT 101 Discuss the role of human resource management in a small business as it relates to recruitment, training, development, and compensation.
			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

"Entrepreneurship"

Existing Cert

18/19 Certificate

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