

Western Technical College

## 10145109 Entrepreneurial - Management Practices

### Course Outcome Summary

#### Course Information

<b>Description</b>	Students will explore the role of effective management within a small business. Emphasis is on demonstrating understanding of the four main categories of management responsibilities: planning, organizing, leading and controlling.
<b>Career Cluster</b>	Business Management and Administration
<b>Instructional Level</b>	Technical Diploma Courses
<b>Total Credits</b>	1
<b>Total Hours</b>	18

#### Textbooks

No textbook required.

#### Course Competencies

##### 1. Explore the role of effective management within a small business.

###### Assessment Strategies

1.1. Interview

###### Criteria

*You will know you are successful when:*

- 1.1. you conduct an informational interview with small business owner.
- 1.2. you prepare a paper which includes general information about the interview: who you interviewed, when, where and why.
- 1.3. your written product is a summary of the interview which provides answers to specific questions about management.
- 1.4. your written product includes personal reflections and conclusions from the information gained in the interview and how it relates to their business concept.
- 1.5. your written products evidences correct spelling, grammar and punctuation

###### Learning Objectives

- 1.a. Define effective management for business
- 1.b. Explore how small businesses demonstrate management.

##### 2. Analyze the four functions of management: planning, organizing, leading and controlling.

###### Assessment Strategies

2.1. Written Product

### **Criteria**

*You will know you are successful when*

- 2.1. you research the four functions of management and includes a summary of findings in written product.
- 2.2. you include an example of each function of management.
- 2.3. you share the strengths and weaknesses for each function of management.
- 2.4. you follow written assignment guidelines provided by your facilitator.

### **Learning Objectives**

- 2.a. Identify one major concept for each of the four areas of management.
- 2.b. Explore how small businesses demonstrate management functions.

## **3. Align personal traits with effective management roles.**

### **Assessment Strategies**

- 3.1. Self Assessment

### **Criteria**

*You will know you are successful when*

- 3.1. you complete a self-assessment.
- 3.2. you use logic to draw conclusions from available information
- 3.3. you interpret and communicate information from the results of the self-assessment in a written reflection.
- 3.4. you evaluate your personal traits and shares how these will be effective in management role.

### **Learning Objectives**

- 3.a. List traits associated with effective managers.
- 3.b. Determine what your personal traits are.
- 3.c. Ascertain how your traits align with effective managers.