### Suggested Sequence

<table>
<thead>
<tr>
<th>Semester 1</th>
<th>Course Number</th>
<th>Course Title</th>
<th>Requisites</th>
<th>Credits</th>
<th>Hrs/Wk</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>104-101</td>
<td>Marketing Principles</td>
<td></td>
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<td></td>
<td>101-112</td>
<td>Accounting for Business</td>
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<tr>
<td></td>
<td>103-143</td>
<td>Computers for Professionals</td>
<td>Prereq: 103-142 (See Note 1&amp;3)</td>
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<tr>
<td></td>
<td>145-119</td>
<td>Entrepreneurship</td>
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<td>3</td>
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<tr>
<td></td>
<td>801-136</td>
<td>English Composition 1</td>
<td>Prereq: 831-103 (See Note 1)</td>
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<tr>
<th>Semester 2</th>
<th>Course Number</th>
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<th>Requisites</th>
<th>Credits</th>
<th>Hrs/Wk</th>
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<tr>
<td></td>
<td>145-120</td>
<td>Business Planning and Development</td>
<td>Prereq: 145-119</td>
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<td>104-105</td>
<td>Promotion Principles</td>
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<td>145-121</td>
<td>Small Business Ownership</td>
<td>Coreq: 145-120 &amp; Inst. Consent</td>
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<td>145-106</td>
<td>Entrepreneurship 3 – Operations MGMT</td>
<td>Coreq: 145-119</td>
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<td>104-116</td>
<td>E-Marketing/Social Media</td>
<td>Prereq: 104-101</td>
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<td>104-104</td>
<td>Selling Principles</td>
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**Minimum Program Total Credits Required** 33

Courses may be taken out of suggested sequence as long as requisites have been met.

Federal regulations require disclosure of the following information for this program:

<table>
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<tbody>
<tr>
<td>$1,425</td>
<td>$4,815</td>
<td>Managers (11-9199)</td>
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**PROGRAM DESCRIPTION**

Creating your own path through entrepreneurship takes inspiration, dedication, and the knowledge of the technical skills necessary to operate a business. You can complete the technical diploma in *Small Business Entrepreneurship* in two semesters. The coursework combines business theory with applied application to your proposed business. Whether you are launching your own venture, working for a small business, or working as a project manager for a large firm, the skills you will develop in this program will be an asset to your career.

**PROGRAM LEARNING OUTCOMES**

Graduates of the Small Business Entrepreneurship Program should be able to:

1. Develop a business plan for a small to medium sized business.
2. Develop a marketing plan for a small to medium sized business.
3. Demonstrate the tasks necessary to operate a small to medium sized business.
4. Apply the proper marketing concepts for a successful business.
5. Demonstrate the accounting skills necessary to manage a small to medium sized business.
6. Demonstrate the capacity to allocate the resources needed to manage a small to medium sized business, including financial, human, and operational resources.

**CORE ABILITIES**

Gateway believes students need both technical knowledge and skills and core abilities in order to succeed in a career and in life. The following nine core abilities are the general attitudes and skills promoted and assessed by all Gateway programs. All Gateway graduates should be able to:

1. Act responsibly
2. Communicate clearly and effectively
3. Demonstrate essential comp. skills
4. Demonstrate essential math skills
5. Develop job seeking skills
6. Respect themselves and others as a member of a diverse community
7. Think critically and creatively
8. Work cooperatively
9. Value learning

**ADMISSION REQUIREMENTS**

1. Students must submit an application and $30 fee.
2. Students must complete reading, writing, math, and computer skills placement assessments.
3. Students must submit official high school, GED, or HSED transcript.

**GRADUATION REQUIREMENTS**

1. Minimum 33 credits with an average of 2.0 or above.
2. * Average of 2.0 ("C") or above for these major courses.

For a complete list of Graduation Requirements check the Student Handbook.

**NOTES**

1. A satisfactory placement test score (or successful remediation) is required prior to enrollment. See an advisor for details.
2. Any course may be taken prior to entry in the program, assuming prerequisites and corequisites have been satisfied (or waived with department approval).
3. Formerly 103-199, PC Basics/Microsoft Office.

**OTHER INFORMATION**

Gateway Technical College reserves the right to modify curriculum requirements for students who interrupt enrollment for a period of two years or take over seven years to complete. Tuition and material fees are determined by the board of the Wisconsin Technical College System. Consult Web Advisor for exact fee amounts. Occasionally, the District may offer a particular course out of published sequence. By doing so, the District does not obligate itself to offer succeeding courses out of published sequence.

**EQUAL OPPORTUNITY EMPLOYER AND EDUCATOR**

Para una lista completa de descripciones de curso (y posibles cursos en línea) para este programa, consulte Web Advisor en nuestra página web en [www.gtc.edu](http://www.gtc.edu).

My advisor is ___________________________. My advisor's contact information is ___________________________.

To schedule an appointment with an advisor, please call 1-800-247-7122.