



**Part-Time Pathway to Success**  
School of Business and Transportation

## Small Business Entrepreneurship (10-145-1)

Associate of Applied Science  
**Effective 2023/2024**

*The course sequence shown on this sheet is the recommended path to completion. Courses will be scheduled in the terms indicated here. All courses should be taken in the order shown to help you stay on track and graduate according to your academic plan. Courses in this program may be offered in a variety or combination of formats (for example: in-person, video conferencing, online, etc.).*

**O = Online, F=Fall, S=Spring, SU=Summer**

Term	Course #	Cr.	Course Title	Requisites (prereq- before/ coreq-with)	O
1	890-155	1	📍 Gateway to Success (G2S)		F
1	*145-123	3	🎓 Intrapreneurial Mindset		F
1	801-136	3	English Composition 1 <sup>1,2</sup>	Prereq: 831-103 OR 831-107	F
2	*145-119	3	🎓 Entrepreneurship		S
2	103-143	3	Computers for Professionals <sup>2</sup>		S
2	804-135	3	Quantitative Reasoning <sup>1,2</sup>	Prereq: 834-109	S
3	*101-112	3	Accounting for Business		SU
	OR	OR			
	*101-114	4	Accounting Principles <sup>2</sup>		
3	801-196	3	Oral/Interpersonal		SU
	OR	OR			
	801-198	3	Speech <sup>2</sup>		
3	809-198	3	Psychology, Introduction to <sup>1,2</sup>	Prereq: 838-105 OR 831-107	SU
4	*104-133	3	Social Media Strategies		F
4	*145-106	3	Entrepreneurship 3 – Operations MGMT		F
4	*196-191	3	Supervision <sup>2</sup>		F
5	*101-128	3	QuickBooks Online <sup>2</sup>	Coreq: 101-114 OR 101-112	S
5	*104-137	3	Digital Marketing		S
5	*145-120	3	Business Planning and Development	Prereq: 145-119	S
6	*104-104	3	Selling Principles		SU
6	*196-193	3	Human Resource Management		SU
6	809-195	3	Economics <sup>1,2</sup>		SU
	OR	OR		Prereq: 838-105 OR 831-107	
	809-143	3	Microeconomics <sup>1,2</sup>		
7	*102-160	3	Business Law <sup>2</sup>		F
7	*145-121	3	Small Business Ownership	Coreq: 145-120	F
7	*145-122	3	Financial Management for Entrepreneurs	Prereq: 101-154; 804-135; 801-136	F

**Minimum Program Total Credits Required: 61**

Notes associated with courses (identified by a superscript number at the end of the course title) are located on the back of the sheet.

📍 Mastery of this course will put students on a path to achieve successful degree completion, on-time graduation, and enrich the college experience. Students are required to take this course in their first semester of enrollment. Please see an advisor for details.

🎓 = Milestone Course. Faculty have identified this course as providing a strong foundation for success throughout the program.

(\*) indicates students must achieve a combined average of 2.0 ("C") or above for these major courses to meet graduation requirements.

### **Small Business Entrepreneurship (10-145-1)**

This program is for anyone who wants to start a new business, working on a side hustle, or wants to be a part of the development team of an existing company. The coursework will introduce how to think and act like an entrepreneur and how to apply these values to a variety of different organizations. You will learn the business planning process, day-to-day operations, financial management and the steps to start a business. Students will also master how to use digital marketing tools, manage staff, and oversee the financials of an organization.

### **Program Learning Outcomes**

Graduates will be able to:

1. Demonstrate an entrepreneurial and leadership skills.
2. Develop a business plan.
3. Perform marketing functions to meet small business goals.
4. Develop a small business operational plan.

### **Essential Career Competencies**

Gateway's six essential career competencies are the general attitudes and skills promoted and assessed by all programs. All Gateway graduates will develop skills in:

- Communication
- Professionalism and Career Management
- Cultural Competence
- Critical Thinking and Problem Solving
- Teamwork and Collaboration
- Technology Competence

### **Admission Requirements**

1. Students must submit an application and pay \$30 fee.
2. Students must meet one of the following: minimum cumulative high school GPA of 2.6 (unweighted); earned at least 12 college credits with a minimum GPA of 2.0; or complete valid reading, writing, and math placement assessments

### **Graduation Requirements**

- Minimum 61 credits with an average of 2.0 or above.
- \*Average of 2.0 ("C") or above for these major courses.
- Complete 890-155 Gateway to Success (G2S) in the first semester.

For a complete list of Graduation Requirements, check the Student Handbook or [Graduation Requirements](#).

### **Notes**

1. Satisfactory college placement results (through multiple measures or placement test scores) or successful remediation is required prior to enrollment. See an advisor for details.
2. A credit for prior learning assessment is available for this course. For more information, please contact [cfpl@qtc.edu](mailto:cfpl@qtc.edu).

### **Accreditation Statement**

Gateway Technical College's Small Business Entrepreneurship program is fully accredited and in good standing with the Accreditation Council for Business Schools and programs [[www.acbsp.org](http://www.acbsp.org)].

Accreditation Council for Business Schools and Programs (ACBSP)  
11520 West 119th Street  
Overland Park, KS 66213  
Phone: (913) 339-9356  
[www.acbsp.org](http://www.acbsp.org)

Gateway Technical College reserves the right to modify curriculum requirements for students who interrupt enrollment for one year or take over seven years to complete. Tuition and material fees are determined by the board of the Wisconsin Technical College System. Consult My Gateway 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.