

COURSE SYLLABUS



COURSE TITLE: Bus 280

CLASS SECTION: 280-002 W&F 2:30pm

TERM: Winter 2024

COURSE CREDITS: 3

DELIVERY METHOD(S): In-Person

Camosun College respectfully acknowledges that our campuses are situated on the territories of the Ləkʷəŋən (Songhees and Kosapsum) and WSÁNEĆ peoples. We honour their knowledge and welcome to all students who seek education here.

INSTRUCTOR DETAILS

NAME: Brian Feltham

EMAIL: felthamb@camosun.ca

OFFICE: CBA 227

HOURS: As posted on office door or via appointment

This section of Bus 280 requires mandatory attendance for the first class meeting of the course. If you do not attend, and do not provide your instructor with a reasonable reason in advance, you will be removed from the course and the space offered to the next waitlisted student. For more information, please see the "Attendance" section under "Registration Policies for Students" [Registration Policies for Students | Camosun College](#)

As your course instructor, I endeavour to provide an inclusive learning environment. However, if you experience barriers to learning in this course, do not hesitate to discuss them with me. Camosun College is committed to identifying and removing institutional and social barriers that prevent access and impede success.

CALENDAR DESCRIPTION

Students will explore commercial innovation and the venture creation process involved in developing new business opportunities, now or in the future. Students will study concepts associated with venture development opportunities, strategies and resources, practical skills of entrepreneurship; and insights into the attitudes and values that characterize successful entrepreneurial activity.

PREREQUISITE(S):

One of:

- C in English 12 - C in Camosun Alternative

EQUIVALENCIES:

- BUS 255

COURSE LEARNING OUTCOMES / OBJECTIVES

Upon successful completion of this course, students will be able to:

- A. Explain the attitudes and values that characterize successful entrepreneurial activity including diverse, inclusive and indigenous perspectives.
- B. Describe the role of sustainability in small business.
- C. Evaluate various types of venture opportunities.
- D. Conduct market research using the Internet and local resources and analyze information obtained.
- E. Explain entrepreneurial financial issues; marketing concepts; and legal and tax implications of various business entities.
- F. Produce Human Resource Management plan and Operations Management system suitable for a new business.
- G. Develop and present a business plan suitable to present to an external funder

REQUIRED MATERIALS & RECOMMENDED PREPARATION / INFORMATION

Text: Balderson, D. W. & Mombourquette P. (2020) Canadian Entrepreneurship and Small Business Management 11th Edition: McGraw-Hill Ryerson

Readings: As assigned in-class

COURSE SCHEDULE, TOPICS, AND ASSOCIATED PREPARATION / ACTIVITY / EVALUATION

The following schedule and course components are subject to change with reasonable advance notice, as deemed appropriate by the instructor.

| Week | Dates | Topic | Assigned Readings | Activities/Discussion Due Dates |
|------|-------------|---|-------------------|--|
| 1 | Jan 8 & 10 | Course Overview Introduction to Entrepreneurship | Chap 1 | Post Profile and Entrepreneur Potential Results <i>due Sunday:11:59pm</i> |
| 2 | Jan 15 & 17 | Small Business Statistics Evaluation of a Business Opportunity | Chap 2-3 | Respond to Introduction and Profile <i>Quiz Chap 2 due Sunday 11:59pm</i> |
| 3 | Jan 22 & 24 | Elevator Pitch Organizing a Business | Chap 4 | Individual Business Opportunity Report <i>due Sunday 11:59pm</i> <i>Quiz Chaps 3 due Sunday 11:59pm</i> |

| | | | | |
|----|-------------|---|-------------------|--|
| 4 | Jan 29 & 31 | Form Teams, Bus Plan Pitch to team Social Entrepreneurship | See D2L | Team Business Opportunity Report & Contract <i>due Sunday 11:59pm</i> Quiz Chaps 4 <i>due Sunday 11:59pm</i> |
| 5 | Feb 5 & 7 | Buying a Business and Franchising Environmental Scanning | Chap 5 | Quiz Chaps 5 <i>due Sunday 11:59pm</i> |
| 6 | Feb 12 & 14 | Work on Env. Scanning assignment Planning to Finance your Business | Chap 6 | Quiz Chaps 6 <i>due Sunday 11:59pm</i> Market Research Environmental Scan <i>due Sunday 11:59pm</i> |
| 7 | Feb 19 & 21 | Mid-Winter Break – No Classes | | |
| 8 | Feb 26 & 28 | Marketing Teams work on Post 1 | Chap 7 & 8 | Post Discussion #1 <i>due Sunday 11:59pm</i> Quizzes Chap 7 & 8 <i>due Sunday 11:59pm</i> |
| 9 | Mar 5 & 7 | Financial Management Income Statements/Balance Sheets/Ratios | Chap 9 | Respond to Discussion #1 <i>due Sunday 11:59pm</i> Quiz Chap 9 <i>due 11pm Sun Mar 14</i> |
| 10 | Mar 12 & 14 | Operations Management Human Resources Teams work on Post 2 | Chaps 10 & 11 | Quiz Chaps 10-11 <i>due Sunday 11:59pm</i> |
| 11 | Mar 19 & 21 | Management and Team Advisors Teams work on Post 2 | Chapter 12,13 &14 | Quiz Chap 12 <i>Due Sunday 11:59pm</i> Post Discussion #2 <i>due D2L Sun 11:59pm</i> |
| 12 | Mar 26 & 28 | Managing Growth/Business Transfer Pitch Decks | | Respond to Discussion #2 <i>due Sunday 11:59pm</i> |
| 13 | Apr 2 & 4 | Teams to work on Business Plan | | |
| 14 | Apr 9 & 11 | BP Presentations | | Business Plan/PPT <i>Due Sunday 11:59PM</i> |

Students registered with the Centre for Accessible Learning (CAL) who complete quizzes, tests, and exams with academic accommodations have booking procedures and deadlines with CAL where advanced notice is required. Deadlines can be reviewed on the [CAL exams page](https://camosun.ca/services/academic-supports/accessible-learning/academic-accommodations-exams). <https://camosun.ca/services/academic-supports/accessible-learning/academic-accommodations-exams>

EVALUATION OF LEARNING

| DESCRIPTION | WEIGHTING |
|--|-----------|
| Team Assignments: The Business Plan Business Opportunity Report & Contract | 5% |
| Business Plan Market Research | 10% |
| Completed Business Plan | 30% |
| Presentation | 5% |
| Total Business Plan Value | 50% |
| Individual Assignments/ Activities | |
| Business Opportunity Report | 15% |
| Discussions (First Discussion 5%. Second and Third @ 10% each) | 25% |
| Chapter Quizzes | 10% |
| Total Individual Value | 50% |

If you have a concern about a grade you have received for an evaluation, please come and see me as soon as possible. Refer to the [Grade Review and Appeals](https://camosun.ca/sites/default/files/2021-05/e-1.14.pdf) policy for more information.
<https://camosun.ca/sites/default/files/2021-05/e-1.14.pdf>

COURSE GUIDELINES & EXPECTATIONS

Hours of banter, pages of writing, and thousands of dollars of research have been devoted to answering one of the most popular and elusive questions about entrepreneurship: “What Makes a Successful Entrepreneur?”. Is it a personality trait? Can entrepreneurship be learned? Can it be taught? What kind of person does it require? Can anyone become this kind of person, or are certain people born for the entrepreneurial life? This course will provide an opportunity to discuss the answers to these questions.

The second, and major, focus of this course is on developing a Business Plan. People buy products and services to solve problems and if an existing solution is working, they will resist changing. Thus, the search for new opportunities should start with people who have problems that are not being solved to their satisfaction. If an idea solves a problem better than what is currently available, but people are satisfied with the current solution, they are unlikely to switch, *no matter how much better one thinks their alternative is*. This is human nature! However, if the old solution is not acceptable then one should develop a clear understanding of why a group of users finds the current solution unsuitable and determine what a better solution would look like. This indicates an opportunity worth investigating.

This is a demanding course, with a substantial project to complete. However, it can also be a lot of fun. Students are expected to read the assigned chapters each week. The project will be completed in small assignments that will be combined to ensure students’ workload is not too time-consuming each week. Please be prepared to take part in the discussions and the team project, and ask questions!

Your attendance in class is expected.

SCHOOL OR DEPARTMENTAL INFORMATION

ASSIGNMENTS & EXAMS

Assignment formatting. The School of Business uses APA style for formatting assignments and citing references. Proper citations and formatting using APA style will be required. See Camosun College (2018) Library Citation Guides retrieved from: <http://camosun.ca.libguides.com/apa>.

- Where required by your instructor, submit all assignments into the D2L drop box by your last name.
- In text citations for quotes, paraphrasing, and references must be consistent with APA standards.
- Grammar, spelling, style, document formatting, citations and all referencing using APA standards will be assessed in your mark.
- All submitted work must be properly referenced to sources where required by your instructor.
- Unless otherwise specified, you are to submit your own work, any work collaborated (unless permitted by the course) will be considered in violation of the college's Academic Integrity policy. See Camosun College (2021) [Academic Integrity Policy](#)

Deadlines and exams. You must submit your assignments on the due date or as announced. A grade of zero will be assigned to late submissions. There are no additional assignments or make-up exams of any kind if you performed poorly on an assignment, midterm or final exam.

EXAM DATES WILL NOT BE RESCHEDULED. Non-attendance on scheduled exam dates results in a zero grade. Exceptions will be made only for medical reasons or extenuating circumstances that must be submitted and then accepted by the instructor. Please advise your instructor promptly.

STUDENT RESPONSIBILITY

Enrolment at Camosun assumes that the student will become a responsible member of the College community. As such, each student will display a positive work ethic, assist in the preservation of College property, and assume responsibility for their education by researching academic requirements and policies; demonstrating courtesy and respect toward others; and respecting expectations concerning attendance, assignments, deadlines, and appointments.

SUPPORTS AND SERVICES FOR STUDENTS

Camosun College offers a number of services to help you succeed in and out of the classroom. For a detailed overview of the supports and services visit camosun.ca/services.

| Support Service | Website |
|-------------------------------------|---|
| Academic Advising | camosun.ca/services/academic-supports/academic-advising |
| Accessible Learning | camosun.ca/services/academic-supports/accessible-learning |
| Counselling | camosun.ca/services/health-and-wellness/counselling-centre |
| Career Services | camosun.ca/services/co-operative-education-and-career-services |
| Financial Aid and Awards | camosun.ca/registration-records/financial-aid-awards |
| Help Centres (Math/English/Science) | camosun.ca/services/academic-supports/help-centres |
| Indigenous Student Support | camosun.ca/programs-courses/iecc/indigenous-student-services |
| International Student Support | camosun.ca/international |
| Learning Skills | camosun.ca/services/academic-supports/help-centres/writing-centre-learning-skills |
| Library | camosun.ca/services/library |
| Office of Student Support | camosun.ca/services/office-student-support |
| Ombudsperson | camosun.ca/services/ombudsperson |
| Registration | camosun.ca/registration-records/registration |
| Technology Support | camosun.ca/services/its |
| Writing Centre | camosun.ca/services/academic-supports/help-centres/writing-centre-learning-skills |

If you have a mental health concern, please contact Counselling to arrange an appointment as soon as possible. Counselling sessions are available at both campuses during business hours. If you need urgent support after-hours, please contact the Vancouver Island Crisis Line at 1-888-494-3888 or call 911.

COLLEGE-WIDE POLICIES, PROCEDURES, REQUIREMENTS, AND STANDARDS

Academic Integrity

Students are expected to comply with all College policy regarding academic integrity; which is about honest and ethical behaviour in your education journey. The following guide is designed to help you understand your responsibilities: <https://camosun.libguides.com/academicintegrity/welcome>

Please visit <https://camosun.ca/sites/default/files/2021-05/e-1.13.pdf> for Camosun's Academic Integrity policy and details for addressing and resolving matters of academic misconduct.

Academic Accommodations for Students with Disabilities

Camosun College is committed to achieving full accessibility for persons with disabilities. Part of this commitment includes arranging appropriate academic accommodations for students with disabilities to ensure they have an equitable opportunity to participate in all of their academic activities. If you are a student

with a documented disability and think you may need accommodations, you are strongly encouraged to contact the Centre for Accessible Learning (CAL) and register as early as possible. Please visit the CAL website for more information about the process of registering with CAL, including important deadlines:

<https://camosun.ca/cal>

Academic Progress

Please visit <https://camosun.ca/sites/default/files/2023-02/e-1.1.pdf> for further details on how Camosun College monitors students' academic progress and what steps can be taken if a student is at risk of not meeting the College's academic progress standards.

Course Withdrawals Policy

Please visit <https://camosun.ca/sites/default/files/2021-05/e-2.2.pdf> for further details about course withdrawals. For deadline for fees, course drop dates, and tuition refund, please visit <https://camosun.ca/registration-records/tuition-fees#deadlines>.

Grading Policy

Please visit <https://camosun.ca/sites/default/files/2021-05/e-1.5.pdf> for further details about grading.

Grade Review and Appeals

Please visit <https://camosun.ca/sites/default/files/2021-05/e-1.14.pdf> for policy relating to requests for review and appeal of grades.

Medical / Compassionate Withdrawals

Students who are incapacitated and unable to complete or succeed in their studies by virtue of serious and demonstrated exceptional circumstances may be eligible for a medical/compassionate withdrawal (see [Medical/Compassionate Withdrawals policy](#)). Please visit <https://camosun.ca/services/forms#medical> to learn more about the process involved in a medical/compassionate withdrawal.

Sexual Violence

Camosun is committed to creating a campus culture of safety, respect, and consent. Camosun's Office of Student Support is responsible for offering support to students impacted by sexual violence. Regardless of when or where the sexual violence occurred, students can access support at Camosun. The Office of Student Support will make sure students have a safe and private place to talk and will help them understand what supports are available and their options for next steps. The Office of Student Support respects a student's right to choose what is right for them. For more information see Camosun's Sexualized Violence Policy: <https://camosun.ca/sites/default/files/2021-05/e-2.9.pdf> and camosun.ca/services/sexual-violence-support-and-education.

To contact the Office of Student Support: oss@camosun.ca or by phone: 250-370-3046 or 250-370-3841

Student Misconduct (Non-Academic)

Camosun College is committed to building the academic competency of all students, seeks to empower students to become agents of their own learning, and promotes academic belonging for everyone. Camosun also expects that all students to conduct themselves in a manner that contributes to a positive, supportive, and safe learning environment. Please review Camosun College's Student Misconduct Policy at

<https://camosun.ca/sites/default/files/2021-05/e-2.5.pdf> to understand the College's expectations of academic integrity and student behavioural conduct.

Looking for other policies?

The full suite of College policies and directives can be found here: <https://camosun.ca/about/camosun-college-policies-and-directives>

Changes to this Syllabus: Every effort has been made to ensure that information in this syllabus is accurate at the time of publication. The College reserves the right to change courses if it becomes necessary so that course content remains relevant. In such cases, the instructor will give the students clear and timely notice of the changes.