

**Career-Technical Credit Transfer (CT)²
 Entrepreneurship Career-Technical Assurance Guide (CTAG)
 November 16, 2015**

The following courses, indicated by a Career-Technical Articulation Number (CTAN), are eligible for post-secondary credit and transfer among Ohio's public secondary career-technical institutions and state institutions of higher education. The SCTAI alignment document with ODE competencies and post-secondary learning outcomes is available on the ODHE website at <https://www.ohiohighered.org/transfer/ct2/ctags>.

CTENTR001 - Introduction to Entrepreneurship	Credits: 3 Semester Hours
<p>Advising Notes: In order to access postsecondary credit for this CTAN, the student must:</p> <ul style="list-style-type: none"> • Matriculate to an institution of higher education with an approved or comparable program within 3 years of graduating from an approved career-technical education institution. • Successfully complete the ODE secondary course <u>Strategic Entrepreneurship (141030)</u> and earn a qualifying score of <i>56 or higher</i> on the corresponding end of course examination 	<p>Secondary institutions must have pathway approval from the Ohio Department of Education. Certificate of Affirmation assurances are now incorporated into the CTE-26 application process.</p>

Each CTAN identifies the learning outcomes that are equivalent or common in introductory technical courses. In order for students to be able to receive credit under these agreements, postsecondary institutions must document that their course/program content matches the learning outcomes in the CTANs. In accordance with ORC 3333.162, industry standards and certifications provide documentation of student learning. Recognized industry standards are expectations established by business, industry, state agencies, or professional associations that define training program curricular requirements, establishes certification or licensure criteria, and often serve as the basis for program accreditation.

Requirements and Credit Conditions:

1. The receiving institution must have a comparable program, major, or courses that have been approved through submission to the Ohio Department of Higher Education (CT)² approval process for the CTAN listed in this document.
2. Credits apply to courses in the specified technical area at Ohio's public institutions of higher education, provided that the institution offers courses in the specific technical area. In the absence of an equivalent course, and when the institution offers the technical program, the receiving institution will guarantee to grant and apply an equivalent credit value of the Career-Technical Articulation Number (CTAN) toward the technical requirements of the specific degree/certificate program.
3. The applicant must provide proof to the receiving institution that they successfully completed a course that has been approved through the (CT)² approval process and that they earned a qualifying score on the end of course examination.
4. A career-technical student seeking credit under the terms of this CTAG must matriculate to an institution of higher education with an approved or comparable program within 3 years of graduating from an approved career-technical education institution.
5. A career-technical student who meets all eligibility criteria will receive the credit hour value for the comparable course(s) as offered at the receiving state institution of higher education.
6. The admission requirements of individual institutions and/or programs are unaffected by the implementation of (CT)² outcomes.
7. The transfer of credit through this CTAG will not exempt a student from the residency requirements at the receiving institution.

CTENTR001 - Introduction to Entrepreneurship

General Course Description: This course provides an overview of Entrepreneurship. It introduces students to a challenging and rewarding career as an entrepreneur and small business owner/operator. This course discusses innovative and contemporary approaches in addressing areas such as: starting, acquiring a business, succeeding in business, and franchising a small business venture. The course also provides the foundation for small business and an overview of business concepts, including topics such as: theories of entrepreneurship, types and characteristics of entrepreneurship, the business life cycle, entrepreneurial economics, accounting and financial management, legal issues, marketing research and planning, human resource management, ethics and social responsibility, product and service research development and acquisition, and the use of technology.

Credits: 3 Semester Hours

Learning Outcomes:

1. * Understand the theories of entrepreneurship.
2. * Explain the entrepreneur, entrepreneurship and small business – types, characteristics, and differences.
3. * Explain the business lifecycle – including identifying and quantifying ideas, new business start-up, acquisition, succession, franchising, and launching for profit and not-for-profit enterprises.
4. * Describe the economics of entrepreneurship.
5. * Describe the accounting and financial management process and accounting principles.
6. * Identify the key legal issues associated with small business.
7. * Explain small business marketing research and planning.
8. * Describe the process and structure of business planning.
9. * Discuss human resource management within the context of entrepreneurship.
10. * Discuss ethics, ethical principles and social responsibility in business.
11. * Explain the product and service research, development and acquisition process.
12. * Describe the use of technology in business.

**Asterisk Indicates Essential Learning Outcomes*

**Entrepreneurship Panel Participants
Fall 2014**

David Siefert
Nancy Brown
Mary Torma
Jon Krabill
Judy Tansky

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Lakeland Community College
Lorain County Community College
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