**WICC – Starting a Business (SAB)**

Student Outline

|  |  |  |  |
| --- | --- | --- | --- |
| Module | Dates | Synopsis/Overview | Assignment or Exam |
| Business Proposal & Training | Sept 16-Sept 2632 Hrs | Entrepreneurial profile and business type proposal  | Assignment during scheduled date – your entrepreneurial profile and business type proposal |
| Computer Tools | Sept 30-Oct 10 32 Hrs | Researching online and processing its information | Scheduled exam with practical exercises utilizing the internet |
| Business Plan Outline | Oct 14-2432 Hrs | Preparing a business plan outline | Biz plan sections: Table of contents, Executive summary (incl. mission statement) and Company, as well as product/service description |
| Marketing & Sales | Oct 28-Dec 5102 Hrs | Biz plan section: Deterring market analyses, marketing and sales strategies | Biz plan section: Complete sales & marketing section |
| Planning Resources | Dec 9-Jan 1460 Hrs | Biz plan section: Operations, Management & Organizational Structure | Biz plan section: Complete Operations, Management & Company structure  |
| Financial Plan | Jan 15-Feb 460 Hrs | Biz plan section: Financials Projected: Income statement, profit & loss, cash flow, balance sheet and break-even analyses | Biz plan section: Completethe financials |

CERTIFICATE from the Ministére de L’Education (MELS) upon successful completion: A.S.P. (Attestation de spécialisation professionnelle)

COMPETENCIES

* Develop knowledge, skills and attitudes to start a business
* Learn the rights and responsibilities of entrepreneurs
* Develop the ability to obtain the information necessary to operate a business

CAREER CHOICES

* Entrepreneur
* Innovator

Monday – Thursday evenings at 6pm-10pm

330 Hours

Start Date: September 16, 2013

End Date: February 4, 2014

Instructor-Entrepreneur: James D. Roumeliotis

jroumeliotis02@lbpearson.qc.ca

Profile: <http://about.me/jdroumeliotis>

|  |
| --- |
| **Starting a Business (AVS)**  |
|   |
| Have you ever asked yourself whether or not you should exercise your entrepreneurial skills?This line of questioning may then lead you to ask: How should I market my ideas and knowledge? Will I be happier and make more money if I am my own boss?Starting your own business would certainly be a challenge, but the results could also be quite rewarding!This course offers you the opportunity to cover all of the basic principles of developing and then turning your ideas into a real business venture, from evaluating your entrepreneurial capabilities to writing a comprehensive business plan (product or service-based).**Job opportunities**• Consulting Services• Production/Manufacture of original goods• Personalized approach of a service or a mass market product• Owner - Operator**Possible specializations**• Expanding the fields of activity of the company• Merger with another or bigger company• Selling of the concept or existing assets**Objectives of the program**Acquisition of knowledge, skills and attitudes needed to start abusiness and...• Develop a customer-oriented approach• Apply business management notions• Develop a business plan and negotiate the financing of a business**Skills to be acquired**• Ability to analyse and be creative• Customer service in English and French• Sense of responsibility and leadership**Admission requirements**• To have completed Secondary IV credits in language of instruction, second language and mathematics.• Be at least 18 years of age. |