

Business Administration: Entrepreneurship Pathway - Selling Strategies Certificate

The Entrepreneurship Pathway of the Business Administration AAS includes courses that will expose students to the foundations of entrepreneurship. Entrepreneurship is the engine that drives the US economy, and every business was started by an entrepreneur. Whether your goal is to start a restaurant, accounting firm, or the next big on line social media blockbuster, this program is for you. Learn what it takes to be an entrepreneur, how to finance your startup, develop your business plan and increase your chances for success.

Management & Leadership Development certificate awarded after ADM-188, BUS-131, MGT-170, SOC-114.

Selling Strategies certificate awarded after BUS-138, BUS-180, MKT-140, SMM-108.

Small Business Startup certificate awarded after BUS-135, BUS-138, BUS-150, SMM-108.

*Certificates can be earned one time.

Where will this take me?

Small Business Owner
Small Business Manager
Online Merchant
Store Manager

Instructor and Staff

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Southeastern Community College values diversity in all its forms. Please visit <https://www.scciova.edu/non-discrimination-statement.aspx> to view our non-discrimination statement.

For more information about our graduation rates, the median debt of students who completed the program, and other important information, please visit SCC's financial aid website at <http://www.scciova.edu/admissions/costaid/finaid/gainemp.aspx>

West Burlington Campus (Keokuk campus offers select courses)

Program Requirements

Spring Semester I	Credit
BUS-180 Business Ethics	3
Fall Semester II	Credit
BUS-138 Small Business Marketing	3
MKT-140 Principles of Selling	3
SMM-108 Social Media Engagement	3
Program Total.....	12-12