

Course Name: HRA310 Entrepreneurial Skills Development
Credit Value: 5
Prerequisite Course: None

Course Description

This course will offer the student the opportunity to assess their entrepreneurial skill level through self-analysis and comparison to the skills of practicing entrepreneurs. Students will understand the process of development, feasibility studies, and capital cost projections.

PLAR Information

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Course Learning Outcomes

Upon completion of this course, the student will have reliably demonstrated the ability to:

- 1. Draft a questionnaire to determine the viability of a proposed hospitality-related business venture within the college.**
 - 1.1 List all possible ventures to be investigated.
 - 1.2 Organize a list of pertinent and specific questions to be included on a questionnaire.
 - 1.3 Prepare and initiate a feasibility questionnaire.
 - 1.4 Appraise the results of the feasibility questionnaire.
- 2. Initiate a hospitality-related business venture within the college.**
 - 2.1 Identify the specific business venture to be opened.
 - 2.2 Research all possible sources of product for the business venture.
 - 2.3 Formulate selling prices and cost control strategies for the product.
 - 2.4 Draft job responsibilities and employee schedules.
 - 2.5 Organize the following procedures:
 - a. Cash control.
 - b. Ordering.
 - c. Storage procedures.
- 3. Complete an introspective analysis and personal potential evaluation of the concept of entrepreneurship.**
 - 3.1 Appreciate the entrepreneurial mind set.
 - 3.2 Review the fundamentals of management.
 - 3.3 Evaluate the role of an entrepreneur.
 - 3.4 Complete the introspective entrepreneurial quiz.
 - 3.5 Evaluate the introspective entrepreneurial quiz.
 - 3.6 Formulate the common characteristics essential in successful entrepreneurs.
 - 3.7 Evaluate your personal readiness for an entrepreneurial career.
- 4. Analyze the importance of discovering your product and evaluating the long-term potential of your business.**
 - 4.1 Explain long-term expectations.
 - 4.2 Categorize sources of ideas for a new business.
 - 4.3 Classify business opportunities.
 - 4.4 Assess the feasibility of your product or service idea.
 - 4.5 Formulate your personal selection criteria.
 - 4.6 Evaluate your personal selection criteria.
- 5. Explain the financial components required when starting up a new hospitality business.**
 - 5.1 Analyze financial start-up requirements.
 - 5.2 Explain the development of short-term financial projections.
 - 5.3 Evaluate break-even analysis.
 - 5.4 Discuss the sources of funds for small hospitality business start-ups.
 - 5.5 Identify precautions taken in protecting your investment.

Evaluation Strategy

Grading System

A+ Honours	90-100%						
A+	85-89%	B+	75-79%	C+	65-69%	D+	55-59%
A	80-84%	B	70-74%	C	60-64%	D	50-54%
						R	Repeat
						S	Successful
						U	Unsatisfactory
						I	Incomplete

*For a complete detailed description please refer to the *Academic Calendar*.

Student Success

(Dial 5185 for Campus Life or 5301 for the Aboriginal Learning Unit)

Canadore is committed to Student Success and offers CONFIDENTIAL services to help you in your studies.

- Counselling helps with academic, career and personal/crisis issues.
- AccessAbility Services will accommodate you if you have physical, mobility, visual, auditory, medical and/or learning disabilities.
- Health Centre provides services to you in case of illness.
- Career Services offers career advice, resume and interviewing workshops.

Waiver of Responsibility

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