



NORTHEAST STATE

We're here to get you there

Division of Technologies

2425 Hwy. 75 • P.O. Box 246
Blountville, Tennessee 37617-0246
800.836.7822 (Admissions and Records)
Fax 423.323.0215
www.NortheastState.edu
2023-2024

Business Entrepreneurship

A Technical Certificate Program

PROGRAM DESCRIPTION

The Entrepreneurship certificate program will provide individuals the knowledge and skills associated with small business marketing, organizing, establishing, and managing. Steps for following tax and license requirements, financing issues, and basic computer usage will be focused on during the entrepreneurship program. Students should be prepared for entry level or manager trainee type positions in small business, industrial, and governmental organizations. It enhances the skills of individuals currently employed in small business organizations.

PROGRAM ARTICULATION

All courses in the Entrepreneurship certificate program will articulate into the Associate of Applied Science degree program in Business - Concentration: Small Business Management. If applicable to the student, additional courses may be required to overcome deficiencies in English, mathematics, and reading to complete the A.A.S. degree.

APPLICATION PROCEDURE

A student desiring to enroll in the technical certificate program in Entrepreneurship must:

1. Submit the Northeast State Application for Admission to the Office of Admissions and Records.
2. Indicate Entrepreneurship certificate as the desired major on the Northeast State application form.

TYPICAL PROGRAM OF STUDY

Course No.	Course Title	Credit
BUSN 1330	Entrepreneurship	3
BUSN 1340	Small Business Management	3
BUSN 2380	Principles of Marketing	3
BUSN 2420	Taxes and Licensing for Small Business	3
BUSN 2430	Financing Issues in Small Business	3
INFS 1010	Computer Applications	3
Total Credit Hours		18

3. See a faculty advisor from the Business program prior to registering for classes.

TYPICAL JOB OPPORTUNITIES:

Owner/Operator: Supports sole proprietor or partner in an existing or start-up small business, making decisions about daily operations and strategic directions.

Manager or Assistant Manager: Makes day-to-day management decisions for small business.

FOR FURTHER INFORMATION CONTACT:

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or

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or

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PROGRAM COMPETENCIES

1. Practice interpersonal and communication skills and ethical behavior appropriate in business settings.
2. Demonstrate proficiency in the use of spreadsheets, word processing, and related Internet business activities.
3. Identify and understand the basic various aspects of establishing a business, including all of the elements that compose a business plan, particularly a marketing approach for a business.

Northeast State Community College is part of the Tennessee Board of Regents system, Tennessee's largest higher education system, governing 40 post-secondary educational institutions with over 200 teaching locations. The TBR system includes 13 two-year colleges, 27 colleges of applied technology, and TN eCampus, providing programs to students across the state, country, and world.

Northeast State Community College does not discriminate on the basis of race, color, religion, creed, ethnic or national origin, sex, disability, age status as a protected veteran or any other class protected by Federal or State laws and regulations and by Tennessee Board of Regents policies with respect to employment, programs, and activities. The following person has been designated to handle inquiries regarding the non-discrimination policies: Linda W. Calvert, Vice President for Administration & Grant Development, AffAct@NortheastState.edu, P.O. Box 246, Blountville, TN 37617-0246, 423.323.0222.

Northeast State Community College's policy on nondiscrimination can be found at <https://apps.northeaststate.edu/ie/policymanual/pol.asp?p=254>.

Northeast State Community College is accredited by the Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) to award the associate degree. Northeast State also may offer credentials such as certificates and diplomas at approved degree levels. Questions about the accreditation of Northeast State Community College may be directed in writing to the Southern Association of Colleges and Schools Commission on Colleges at 1866 Southern Lane, Decatur, Georgia 30033-4097, by calling (404) 679-4500, or by using information available on SACSCOC's website (www.sacscoc.org).