

**BA548**  
**Small Business Management II**

**3 Credits**

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## **BA548 Version: 6**



# **Small Business Management II**

## **Calendar Description**

This course is based on simulation games that apply theoretical concepts to reality-based scenarios. Emphasis is on gaining hands-on experience in operating and managing small service businesses. Students gain practical skills in a controlled environment.

## **Rationale**

This is a required course for students enrolled in the Small Business and Entrepreneurship major. This is an elective course for Business Administration students. The course allows students to apply concepts learnt in the classroom to a simulation-based business. Operating a business in a competitive environment requires marketable skills. This course provides the foundations for students to develop and enhance skills necessary to gain a competitive advantage.

## **Prerequisites**

AC130 and MK170

## **Co-Requisites**

None

## **Course Learning Outcomes**

Upon successful completion of this course, students will be able to

1. explain the complexity of operating and managing small businesses.
2. work as a contributing member of a business team.
3. apply the procedures and processes needed to start a small business.
4. present reports on the success of the business operations.
5. apply theoretical concepts to practical situations using theory from Marketing, Operations, Accounting, Human Resources, Economics, and other courses.
6. be accountable for decisions made by explaining the rationale supporting their decisions.

## Resource Materials

### **Required Textbook(s):**

Smith, J. R., Golden, P. A., & Deighan, M. 2012. *Entrepreneur: The retail entrepreneur simulation*. Charlottesville, Virginia: Interpretative simulations.

James, S. W., & Deighan, M. 2018. *BizCafe simulation*. Charlottesville, Virginia: Interpretative simulations.

### **Reference Textbook(s):**

None

## Conduct of Course

This 45-hour course consists of discussions, group work and presentations. This course involves a high degree of student participation and involvement. Success in this course requires students' attendance.

Class discussions are conducted with the understanding that each student has adequately prepared the required materials in advance.

Students receive feedback on the previous week's performance. Based on these reports students evaluate their situations, devise a solution, and then input their decisions for the current week. Missed inputs cannot be rescheduled. Students will not have another opportunity to input their decisions. A rigid schedule is maintained.

## Evaluation Procedures

Simulation Reports	80%
Presentations	20%

## Grade Equivalents and Course Pass Requirements

*A minimum grade of D (50%) (1.00) is required to pass this course.*

Letter	F	D	D+	C-	C	C+	B-	B	B+	A-	A	A+
Percent Range	0-49	50-52	53-56	57-59	60-64	65-69	70-74	75-79	80-84	85-89	90-94	95-100
Points	0.00	1.00	1.30	1.70	2.00	2.30	2.70	3.00	3.30	3.70	4.00	4.00

**Students must maintain a cumulative grade of C (GPA - Grade Point Average of 2.00) in order to qualify to graduate.**

## **Attendance**

Regular attendance is essential for success in any course. Absence for any reason does not relieve a student of the responsibility of completing course work and assignments to the satisfaction of the instructor. Poor attendance may result in the termination of a student from a course(s).

If you do not meet the established attendance requirements, your instructor will recommend that the Registrar withdraw you from the course. A failing grade of RW (Required to Withdraw) will appear on your transcript.

In cases of repeated absences due to illness, the student may be requested to submit a medical certificate.

Instructors have the authority to require attendance at classes.

## **Course Units/Topics**

1. Inputs of decisions.
2. Analysis of financial statements and reports.
3. Discussion of situations and projections.
4. Presentations.
5. Reports.



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