



Entrepreneurship-Automotive Technology Management Certificate

2018–2019

DESCRIPTION:

The Entrepreneurship Certificate focusing on Automotive Technology Management consists of nine courses covering 21 credit hours and can be taken in as short as three semesters. This certificate will provide an entrepreneurial skill set to students that wish to open a small business in the automotive parts or automotive service field. Students will gain core knowledge in the foundational areas of automotive technology such as systems, shop orientation, and management, and can specialize in parts or service. Entrepreneurial knowledge will center on market research, segmentation and analysis, product development, revenue identification, sales forecasting, and sources of financing.

This certificate is meant to benefit a wide range of end users. Current students in either the **Entrepreneurship Major or Automotive Technology Major** can benefit by taking the additional classes to enhance their chances of opening a business. Small business owners are able to earn a certificate while improving their operations of an existing business. Potential students can also utilize this certificate as continuing education in order to advance with their current employer in the automotive industry.

ADMISSION REQUIREMENTS:

This is a non-selective, open-admission program.

ONGOING REQUIREMENTS:

Students must maintain the minimum overall GPA required by the College.

OPPORTUNITIES FOR GRADUATES:

Career:

Completion of the Entrepreneurship Certificate focusing on Automotive Technology Management will provide students with the knowledge and skill sets to open their own small business in the automotive industry. Some common job titles for Certificate degree candidates include owner, entrepreneur, and manager.

In addition to the Business Management core outcomes, a student pursuing the Entrepreneurship Certificate focusing on Automotive Technology Management will be able to demonstrate knowledge of the skills needed to start a new business and knowledge of the research methods and skills needed to start, expand or purchase a business. In addition, the student will be able to develop a business plan, list and explain the major factors influencing the success or failure of a small business, and demonstrate knowledge of the functional and interpersonal management skills needed to operate a small business.

Transfer:

The Entrepreneurship Certificate focusing on Automotive Technology does not have Transfer Paths due to the nature of the content. Students will be prepared to open a small business upon completion of the certificate.

CERTIFICATE REQUIREMENTS (ENTREPRENEURSHIP-AUTOMOTIVE TECHNOLOGY MANAGEMENT CERTIFICATE):**FIRST SEMESTER**

Course	Term	Credits	Milestones/Progress Check
AUTO 1101 Basic Auto Systems	AU/SP/SU	2	
AUTO 1106 Auto Shop Orientation and Service	AU/SP/SU	2	
BOA 1102 Excel I	AU/SP/SU	2	
Semester Credits		6	

SECOND SEMESTER

Course	Term	Credits	Milestones/Progress Check
BMGT 2231 Fundamentals of Entrepreneurship	AU/SP/SU	3	
BOA 1111 Bookkeeping	AU/SP/SU	3	
AUTO 2101 Auto Business Management	AU/SP/SU	2	
Semester Credits		8	

THIRD SEMESTER

Course	Term	Credits	Milestones/Progress Check
BMGT 2232 Business Plan Development	AU/SP/SU	3	
AUTO 2201 Service Advising	AU	2	
AUTO 2301 Auto Service Management (OR) AUTO 2401 Auto Parts Management	SP or SU	2	
Semester Credits		7	
Total		21	

*AU: Autumn Semester/SP: Spring Semester/SU: Summer Semester
Requirements subject to change.*