

LEAVING A LEGACY- COOPERATIVE EDUCATION

Course Syllabus: TRACT 1 -Starting Your Own Business

Course Overview:

The Starting Your Own Business course is designed to provide aspiring entrepreneurs with a comprehensive understanding of the essential elements involved in launching and managing a successful business venture. Throughout the course, students will gain knowledge and practical skills necessary to navigate the challenges and opportunities encountered during the startup phase. The syllabus covers key topics ranging from business ideation to market research, financial planning, marketing strategies, legal considerations, and growth strategies.

Course Duration: 12 Sessions

Session 1: Introduction to Entrepreneurship

- Understanding entrepreneurship and its significance
- Characteristics and mindset of successful entrepreneurs
- Identifying personal motivations and goals for starting a business
- Assessing the risks and rewards of entrepreneurship

Course Syllabus: TRACT 2-Personal Credit to Build Business Credit

Course Overview:

This course aims to provide individuals with the knowledge and skills necessary to leverage personal credit effectively to build and establish a strong foundation for business credit. Participants will learn strategies and best practices for managing personal credit, establishing business credit profiles, and utilizing credit wisely to support business growth and financial success. Through a combination of lectures, case studies, and interactive discussions, students will gain practical insights into credit building techniques and

develop a comprehensive understanding of the relationship between personal and business credit.

Course Duration: 12 Sessions

Session 1: Introduction to Personal and Business Credit

- Lecture: Understanding the Importance of Personal and Business Credit
- Activity: Assessing Personal Credit Profiles
- Group Project: Analyzing Successful Business Credit Profiles

Course Syllabus: TRACT 3-RFPs and Purchasing Bids for Business

Course Overview:

This course is designed to equip business professionals with the necessary knowledge and skills to effectively navigate the Request for Proposal (RFP) and purchasing bid processes. Participants will gain a comprehensive understanding of how to craft winning proposals, increase their chances of securing contracts, and enhance their overall business development strategies. Through a combination of theoretical concepts, practical exercises, case studies, and real-world examples, participants will learn to optimize their approach to RFPs and purchasing bids, ultimately leading to business growth and success.

Course Duration: 12 Sessions

Session Breakdown:

Session 1: Introduction to RFPs and Purchasing Bids

- Overview of the RFP and purchasing bid processes
- Understanding the benefits and challenges of participating in RFPs and bids
- Exploring the types of contracts available through RFPs and purchasing bids