



# YOUNG ENTREPRENEURS CONSORTIUM

Inspiring young minds for great futures



**STUDENT ACADEMIC OFFERINGS**  
2015-2016

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## About the Consortium

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The Young Entrepreneurs Consortium, is a partnership between 12 school districts, three career and technical centers, four higher education institutions, and 12 business/community partners. The Consortium received a \$13.6 million grant from the Ohio Department of Education's Straight A Fund to lead a multi-year initiative to create an innovative model for community engagement and increasing the flow of young entrepreneurs in Ohio.

The goal of the Young Entrepreneurs Consortium is to increase student achievement by building a robust education-to-employment model, impacting grades 6–14, exposing students to an array of business and technical pathways, work-based learning experiences, and leverage project-based learning that can prepare them to compete in the 21<sup>st</sup> century global economy.

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## About Career Pathways

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Career pathways integrate rigorous academic instruction with curriculum and real-life scenarios, set in major industry sectors. These sectors include business and entrepreneurship, arts and communication, science and technology, and health and human services.

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## Why Career Pathways?

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Pathways that link learning with students' interests and career preparation lead to higher graduation rates, increased college enrollment rates, and a higher earning potential.

Funding support for this work is provided by:

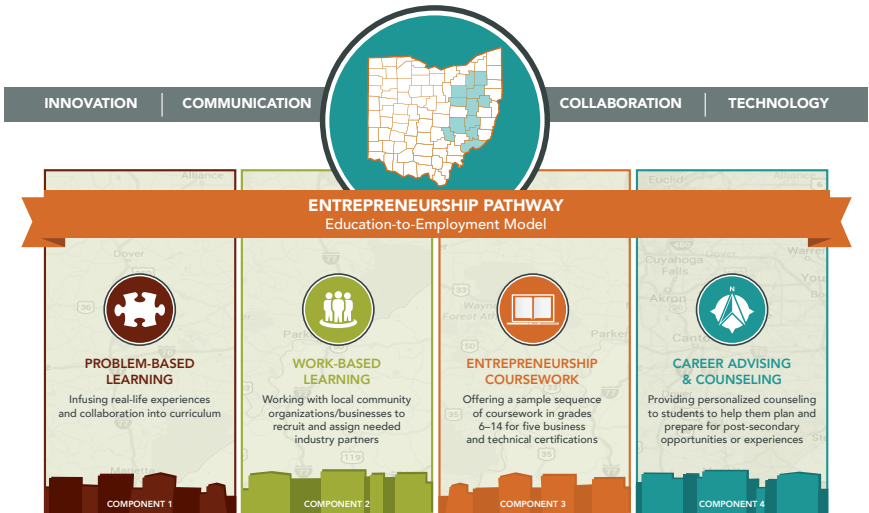
STRAIGHT  FUND

## The Entrepreneurship Pathway

The Entrepreneurship Pathway is aligned to all 16 of Ohio's career fields such as agricultural and environmental services, arts and communication, business and administrative services, engineering and science technologies, health science, and manufacturing technologies.

The model Entrepreneurship Pathway is available to all students in the 12 districts and three career and technical centers served by the Consortium and embraces four core components:

1. Problem-Based Learning
2. Work-Based Learning
3. Entrepreneurship Coursework
4. Career Advising & Counseling





Course offerings provide a sample sequence of curricula for grades 6–14. The five business and technical pathways and work-based learning models include:



### COMPACTED CURRICULUM

Compacted Curriculum is suggested high school course credit options offered at the middle school level so that students can attain more college credit at the high school level.

- English 6–7
- English 7–8
- English 9
- Pre-Algebra
- Algebra
- Spanish I or Spanish II
- Fine Art
- Health
- Physical Education



### **CAREER ENHANCEMENT CERTIFICATE (12 HOURS)**

The Career Enhancement Certificate has been developed to signify to employers that students possess entrepreneurial skills important to success in the workplace. This coursework encompasses soft skills (communication, critical thinking, innovation, creativity, etc.) and qualities and habits that characterize effective entrepreneurs, as well as general academic skills related to entrepreneurship.

#### **Grade 10**

- ENT 120 Entrepreneurship (.5–3 semester hrs)
- BUS 121 Business Administration (.5–3 semester hrs)

#### **Grade 11**

- ENT 124 Managing Entrepreneurial Growth (.5–3 semester hrs)
- ENT 225 Global Entrepreneurship (.5–3 semester hrs)



### **15-HOUR PATHWAY (15 HOURS)**

Through the Ohio Board of Regents College Credit Plus program, every public high school must develop two pathway opportunities for students: one where a student can earn 15 transcribed credits and one where a student can earn 30 transcribed credits. These courses must be college courses that apply toward a degree or professional certificate. The 15-Hour Pathway fulfills the Ohio Board of Regents requirement.

#### **Grade 9**

- SSC 101 Student Success Seminar (.5–1 semester hr)
- ITD 122 Computer Applications for Professionals (.5–3 semester hrs)

#### **Grade 10**

- COM 121 Effective Speaking (.5–3 semester hrs)

#### **Grade 11**

- ENG 124 College Composition (.5–3 semester hrs)
- ENG XXX American or British Literature (.5–3 semester hrs)
- MTH College Algebra (.5–4 semester hrs)



## ONE-YEAR ENTREPRENEURSHIP CERTIFICATE (32 HOURS)

This certificate builds upon the 12-Hour Career Enhancement Certificate, and fulfills the Ohio Board of Regents requirement for a 30-Hour Pathway.

### Grade 9

- SSC 101 Student Success Seminar (.5–1 semester hr)
- ITD 122 Computer Applications for Professionals (.5–3 semester hrs)

### Grade 10

- COM 121 Effective Speaking (.5–3 semester hrs)

### Grade 11

- ENG 124 College Composition (.5–3 semester hrs)
- BUS 221 Microeconomics (.5–3 semester hrs)
- BUS124 Business Analysis with Algebra (.5–3 semester hrs)
- MGT121 Principles of Management (.5–3 semester hrs)



## ASSOCIATE DEGREE (64 HOURS)

By completing the full Entrepreneurship Pathway, students can earn an associate degree upon high school graduation. Having an associate degree increases graduates' employment options and the opportunity to earn additional credentials to further their education or careers.

### Grade 11

- ENG XXX American or British Literature (.5–3 semester hrs)
- MTH College Algebra (1–4 semester hrs)

### Grade 12

- MGT Human Resource Management (.5–3 semester hrs)
- ACC 132 Financial Accounting (1–4 semester hrs)
- MKT 121 Principles of Marketing (.5–3 semester hrs)
- BUS 222 Macroeconomics (.5–3 semester hrs)
- ACC 130 Business Law & Ethics (.5–3 semester hrs)
- MKT 221 Sales (.5–3 semester hrs)
- ACC 133 Managerial Accounting (.5–3 semester hrs)
- ENT 223 Entrepreneurship Practicum (.5–3 semester hrs)



### **STUDENT SUCCESS SEMINAR | SSC101**

*Pre- and Co-Requisites: Take first semester*

This course is designed to aid students in gaining the skills necessary for academic success at Stark State College (SSC). Topics include learning styles, critical thinking, time management, study and test-taking techniques, communication skills, and a variety of personal development strategies. Students will learn how to access and use SSC resources such as mystarkstate, the College's Learning Management System (LMS), Digital Library, Writing Center, Career Development, advising, tutoring, and other support services. This course also fosters connections between students, their respective academic divisions, and classmates. Upon successful completion, students should be able to incorporate into their degrees or certificate programs the tools and skills necessary to be academically and professionally successful.

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**College Credits: 1**

### **COMPUTER APPLICATIONS FOR PROFESSIONALS | IDT122**

*Pre- and Co-Requisites: IDT100 or Proficiency*

This course describes the components and peripherals of a computer/PC and how they function and communicate as a system. Principle topics covered are the Windows operating system, Internet applications, the Windows networking environment and a variety of software application packages used to solve scientific, business, and engineering technology problems.

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**College Credits: 3**

## **ENTREPRENEURSHIP | ENT120**

*Pre- and Co-Requisites: IDS102 or Proficiency*

This course is designed to introduce students to the entrepreneurial process from conception to birth of a new venture. Students will examine elements in the entrepreneurial process--personal, sociological, and environmental--that give birth to a new enterprise. Critical factors for starting a new enterprise such as alternative career prospects, family, friends, role models, the state of the economy and the availability of resources will be explored. Students will be introduced to practical tools they can use to further their careers in business, in entrepreneurship and in traditional company environments. This course simulates the experiences that entrepreneurs undergo in conceiving, launching, and operating new businesses. The course enables students to evaluate an entrepreneurial career, and provides aspiring entrepreneurs with a framework for selecting, funding, and starting their own new ventures.

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**College Credits: 3**

## **EFFECTIVE SPEAKING | COM121**

*Pre- and Co-Requisites: n/a*

This course is designed to help students develop effective speaking skills so that they are better prepared to speak before groups in business or industry. Principles of content selection, organization, audience analysis, and projection are studied.

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**College Credits: 3**

## **BUSINESS ADMINISTRATION | BUS121**

*Pre- and Co-Requisites: IDS102 or Proficiency*

A survey course designed to develop a comprehension of business theories and principles. Students will examine the following: American business development, management and organization, human resources, marketing, information for business strategy, decision making, finance and investment. Upon successful completion, students should be able to demonstrate an understanding of the above topic areas and have a foundation for studying other business subjects.

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**College Credits: 3**

## **COLLEGE COMPOSITION | ENG124**

*Pre- and Co-Requisites: ENGo11 or Proficiency*

This course emphasizes writing based on reading response with review of essay development, grammar, and punctuation. Emphasis is on the process of drafting, revising, and editing to achieve clarity. A research project requires APA or MLA documentation. TMEC Approved effective Autumn 2008.

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**College Credits: 3**



## MANAGING ENTREPRENEURIAL GROWTH | ENT124

*Pre- and Co-Requisites: ENT120*

This course is designed for students who want to manage growing companies in an increasingly professional manner while maintaining the entrepreneurial spirit that brought the company to its current growth position and for students who want to manage larger companies to emphasize innovation and the management of opportunities rather than on the efficient management of ongoing operations. Upon successful completion, students should be able to measure economic performance and obtain information for management decision-making, management control systems for innovative companies, short-and long-run planning in owner-managed businesses, and entrepreneurship in managing growing companies.

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**College Credits: 3**

## GLOBAL ENTREPRENEURSHIP | ENT225

*Pre- and Co-Requisites: ENT120*

This course examines how entrepreneurs create and manage emerging ventures in other countries and create and manage start-up emerging ventures which are global in at least one important aspect. The case analyses and classroom discussions draw on and integrate multidisciplinary concepts, skills, and insights—marketing, operations, finance, control, decision-making, leadership, ethics, governance, negotiations - all in the service of starting and managing entrepreneurial ventures. Upon successful completion, students should be able to identify and assess business models for international start-ups, venture valuation, sources of financing, deal structuring, cross-cultural issues in entrepreneurship, creating strategic alliances, managing/ leading a small multinational organization, international acquisitions, managing entrepreneurial ventures in situations of financial distress and under changing contexts, and managing global expansions of ventures.

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**College Credits: 3**

## BUSINESS ANALYSIS WITH ALGEBRA | BUS124

*Pre- and Co-Requisites: n/a*

This course is designed to present and facilitate the mastery of the use of analysis in business applications. The applications include payroll; buying, markup and markdowns; simple interest including notes and bank discounts; compound interest including business and consumer loans and ordinary annuities. Upon successful completion, students should be able to apply fundamental analysis to business problems.

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**College Credits: 3**

## **PRINCIPLES OF MANAGEMENT | MGT121**

*Pre- and Co-Requisites: BUS121 or ENT120*

This course provides an in-depth, balanced overview of management through coverage of basic management functions: planning, organizing, staffing, directing and controlling. The course presents the current insights of open-systems theory, contingency theory, organization theory, organizational behavior and contemporary management science. Upon successful completion, students should be able to demonstrate an understanding of the above topic areas.

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**College Credits: 3**

## **COLLEGE ALGEBRA | MTH125**

*Pre- and Co-Requisites: (MTH093 and MTH094) or Proficiency*

In this course, students will study linear, quadratic and absolute value equations and inequalities by applying analytical, graphical, and numerical methods of solution. Elementary functions and non-functions will be examined with reference to extrema, roots (zeros) and end-behavior of their respective graphs. Theory of equations including the Remainder and Factor Theorems, The Rational Root Theorem, and Descartes' Rule of Signs will be used for non-graphical analysis of polynomial functions of degree  $n$ . The student will also study exponential and logarithmic functions and the conic sections including their graphs and applications. Systems of equations will be solved by traditional algebraic methods as well as by the application of matrix algebra including determinants. These methods will be extended to include the partial fraction decomposition of rational expressions. TMM001 approved Spring 2012.

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**College Credits: 3**

## **MICROECONOMICS | BUS221**

*Pre- and Co-Requisites: IDS102 or Proficiency*

An in-depth study of microeconomic concepts and principles such as supply and demand, price elasticity, production costs, different market structures, income distribution, marginal analysis, and other issues relating to global economics. Upon successful completion, students should be able to demonstrate an understanding of these topics and be able to apply them to business. TAG OSS004 approved Spring 2012. TMSBS approved Spring 2012.

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**College Credits: 3**

## **ARTS AND HUMANITIES ELECTIVE | CHOICE**

*Pre- and Co-Requisites: Check for pre-requisites*

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**College Credits: 3**

## **HUMAN RESOURCE MANAGEMENT | MGT224**

*Pre- and Co-Requisites: MGT121*

Introduction to the effective management of human resources in today's organizations. Emphasis is on the policies and programs necessary to attract, retain and motivate employees. Subjects covered include the legal framework of human resource management, staffing, human resource development, motivation and leadership, compensation, appraisal systems, safety and labor, and management relations. Upon successful completion, students should be able to demonstrate an understanding of the management of the human resource.

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**College Credits: 3**

## **FINANCIAL ACCOUNTING | ACC132**

*Pre- and Co-Requisites: BUS124*

This course introduces the fundamental processes of accounting through coverage of the accounting cycle consisting of transaction analysis, the recording function, and financial statement preparation and analysis. Course coverage continues with a review of receivables; inventory, property, plant and equipment; bonds and stockholder's equity. Emphasis is given to why certain procedures are followed and their financial statement impact. Students may elect to take ACC121, Principles of Accounting, as an introduction to accounting prior to taking this course. TAG approved course- OBU001 effective Fall 2005.

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**College Credits: 4**

## **PRINCIPLES OF MARKETING | MKT121**

*Pre- and Co-Requisites: BUS221*

This course is an introduction to the important role that marketing plays in the successful operation of various enterprises that operate in both the domestic and international arenas. Emphasis is on developing marketing strategies needed to compete effectively in today's rapidly changing competitive environment. Customer buying behavior, market segmentation, quality customer service, the elements of product, distribution, pricing and promotion strategies are examined. Upon successful completion, students should be able to demonstrate an understanding of the above topic areas.

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**College Credits: 3**

## **MACROECONOMICS** | BUS222

*Pre- and Co-Requisites: IDS102 or Proficiency*

An in-depth study of macro-economic concepts and principles such as market supply and demand, unemployment and inflation, monetary and fiscal policy, national income accounting and Classical and Keynesian models. Upon successful completion, students should be able to apply and demonstrate an understanding of the above topics relative to today's economy. TAG approved course- OSS005 effective Fall 2005. TMSBS Approved effective Autumn 2008.

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**College Credits: 3**

## **BUSINESS LAW & ETHICS** | ACC130

*Pre- and Co-Requisites: n/a*

An examination of the functions of the legal system in the business environment. This course includes the study of traditional business law topics and other basic topics applicable to business. A close examination of the intersection between professional ethical decision-making and the legal system as it applies to business. Upon successful completion, students should be able to demonstrate competence in the fundamental concepts of business law and ethics. TAG approved course- OBU004 effective Fall 2005.

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**College Credits: 3**

## **SALES** | MKT221

*Pre- and Co-Requisites: MKT121*

The selling process is introduced in detail. Securing and opening the sales interview, delivering the sales presentation, answering objections and closing the sale are all incorporated during the semester. The student will be required to give a sales presentation in class. Upon successful completion, students should understand the selling process and be able to make an effective sales presentation.

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**College Credits: 3**

## **MANAGERIAL ACCOUNTING** | ACC133

*Pre- and Co-Requisites: ACC132*

The emphasis in this course is on the use of accounting information as an internal tool for planning and control. Course coverage includes ratios, cost behavior, cost accumulation and reporting, cost-volume-profit analysis, budgeting, and other decision criteria. While primary coverage will be of this material in a manufacturing setting, service and merchandising applications will also be presented. Upon successful completion of this course, students should be able to apply the fundamental concepts of managerial accounting to a variety of business decisions. TAG approved course- OBU002 effective Fall 2005.

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**College Credits: 4**

## **ENTREPRENEURSHIP PRACTICUM | ENT233**

*Pre- and Co-Requisites: Sophomore standing or Department Chair approval*

This is the capstone experience where the student puts his/her business plan into practice. The student will work with mentors to start to apply his/her entrepreneurial knowledge to real life situations. This course is based on the concept of balanced mentorship, which benefits both the student and the entrepreneur mentor. Students will be assigned to a start up firm in our Center for Entrepreneurial Studies to apply classroom knowledge to an actual work situation.

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**College Credits: 3**

**Total Credits (21 courses): 64**

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## 2015 Summer Offerings

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The following academic offerings are available to students of Young Entrepreneurs Consortium partner districts for summer 2015.

1. Stark State College Course
2. Believe in Ohio Online Courses
3. DRIVE Camp at Marietta College



## STARK STATE COLLEGE

### STARK STATE COLLEGE COURSE

**Dates:** May 26–July 27, 2015

**Students Targeted:** Grades 11–12

**Audience:** 1 rising junior per partner district

### ENTREPRENEURSHIP | ENT 120

This course is designed to introduce students to the entrepreneurial process from conception to birth of a new venture. Students will examine elements in the entrepreneurial process—personal, sociological, and environmental—that give birth to a new enterprise. Critical factors for starting a new enterprise such as alternative career prospects, family, friends, role models, and the state of the economy and the availability of resources will be explored. Students will be introduced to practical tools they can use to further their careers in business, both in entrepreneurship and in more traditional company environments. This course simulates the experiences that entrepreneurs undergo in conceiving, launching, and operating new businesses. The course enables students to evaluate an entrepreneurial career for themselves. In doing so, it provides want-to-be entrepreneurs with a framework for selecting, funding, and starting their own new ventures.

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College Credits: 3

### QUESTIONS?

Please contact Shelly McCombs at [smccombs@starkstate.edu](mailto:smccombs@starkstate.edu).



## BELIEVE IN OHIO ONLINE COURSES

**Dates:** May 26–July 27, 2015  
**Students Targeted:** Grades 9–12

**Believe in Ohio** is a free new program from the Ohio Academy of Science that helps high school students prepare for the future. The program was developed in collaboration with Entrepreneurial Engagement Ohio with the support of the Ohio Board of Regents and the Ohio General Assembly. Believe in Ohio helps students develop the critical thinking skills they'll need later in life and offers them an opportunity to compete for nearly \$2 million in cash awards and college scholarships.

The Believe in Ohio program invites high school and college students, their instructors and the community to take a virtual field trip into the innovation economy of the future that is being built in Ohio through a series of six, free, regionalized, online courses.

Altogether, each regionalized version of the "Introduction to the Innovation Economy of Ohio" course will include 60–90 videos featuring Ohio's leading entrepreneurial and innovative organizations and individual thought leaders who will discuss and show how Ohio's innovation economy of the future is being developed. Course videos may be viewed as part of a structured online course for high school credit, or as individual videos based on viewer interest. Each video will have an online assessment quiz.

To learn more, visit <http://www.believeinohio.org/onlinecourse.html> and click on your region.



## DRIVE CAMP AT MARIETTA COLLEGE

Dates: June 22–27, 2015



Dreams



Resources



Innovation



Vision



Entrepreneurship

**Got ideas?** We're looking for creative young innovators to participate in a week of immersion into the world of entrepreneurial thinking and creative business development. The DRIVE Summer Camp at Marietta College will accept up to 48 students—rising 7th graders through rising 12th graders—for a fun-filled week of hands-on learning, skill development, and exploration.

Students chosen for this day camp will spend five days on Marietta College's beautiful campus and surrounding historic town meeting local business owners and innovators, learning about exciting new technology and opportunities, and creating and developing their own ideas for new ventures.

Students can choose to focus their entrepreneurship project in the areas of:

- Technology;
- Art;
- Energy/sustainability;
- Education; and
- Community service.

Students who participate will leave with a network of new friends, college student mentors, academic and professional advisers, and with increased skills in critical thinking, problem solving, teamwork, and communication.





### **GENERAL INFORMATION**

The camp runs 8 a.m. – 5 p.m. Monday–Thursday, and concludes with an overnight stay on campus Friday and a community presentation on Saturday. Students must commit for the full session. Students from all participating districts are eligible to apply, but families should note that this is a day camp. Early drop-off and/or late pick-up options can be arranged with advance notice.

### **COST**

\$100 per student, which covers all meals, supplies, and activities as well as a camp tee-shirt. Need-based scholarships are available.

### **APPLICATIONS**

Includes a scholarship application, online at:

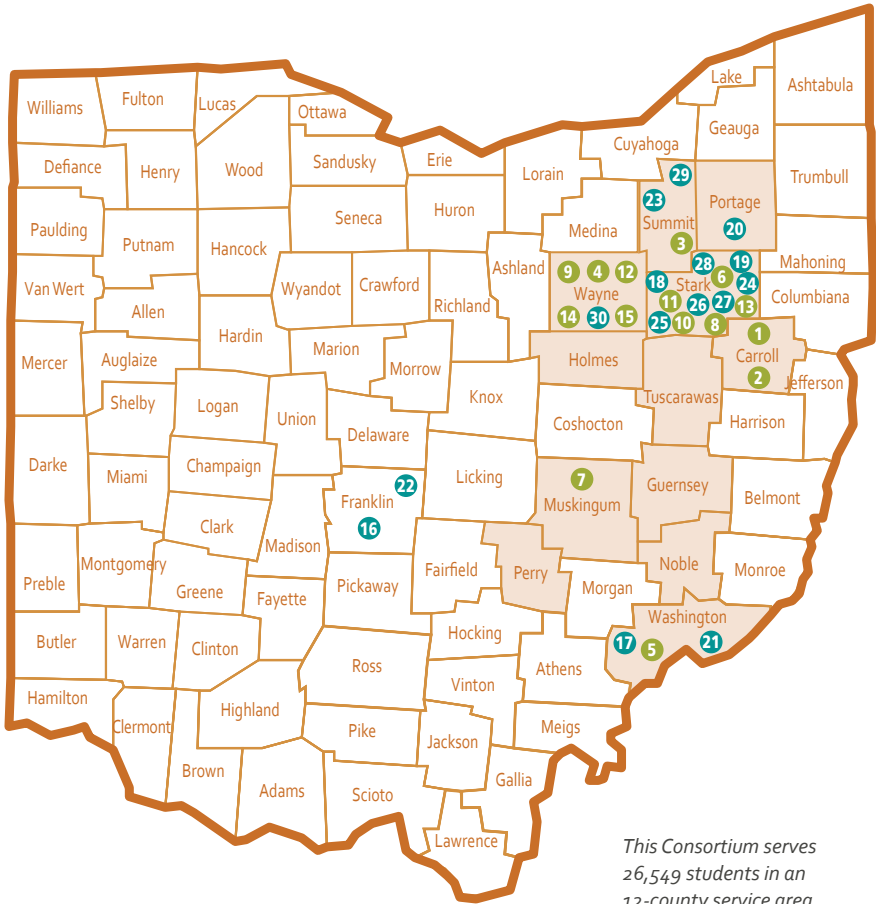
<https://adobeformscentral.com/?f=iooydQdDUpVZaZHyG%2A2ooQ>

*Registration to open in Spring 2015.*

### **QUESTIONS**

More information and hard copy or .pdf application forms are available by contacting Maribeth Saleem-Tanner, Director of Civic Engagement at Marietta College at 740-376-4561 or [mso10@marietta.edu](mailto:mso10@marietta.edu).

## Young Entrepreneurs Consortium



*This Consortium serves 26,549 students in an 12-county service area.*

## District Partners

1. Brown Local, Malvern, OH
2. Carrollton Exempted Village, Carrollton, OH
3. Green Local, Green, OH
4. Green Local, Smithville, OH
5. Marietta City, Marietta, OH
6. Massillon City, Massillon, OH
7. Mid-East Career & Technology Centers, Zanesville, OH
8. Minerva Local, Minerva, OH
9. Orrville City, Orrville, OH
10. Osnaburg Local, East Canton, OH
11. R.G. Drage Career Technical Center, Massillon, OH
12. Rittman Exempted Village, Rittman, OH
13. Sandy Valley Local, Magnolia, OH
14. Southeast Local, Apple Creek, OH
15. Wayne County Schools Career Center, Smithville, OH

## Service Partners

16. Battelle for Kids, Columbus, OH
17. Building Bridges to Careers, Washington County, Family & Children First, Marietta, OH
18. Canton Regional Chamber of Commerce, Canton, OH
19. Junior Achievement of Ohio, Canton, OH
20. Kent State University, Kent, OH
21. Marietta College, Marietta, OH
22. Ohio Academy of Science, Believe in Ohio, Columbus, OH
23. Ohio STEM Learning Network-Akron Hub, Akron, OH
24. Small Business Development Center, Canton, OH
25. Stark County Educational Service Center, Canton, OH
26. Stark Development Board, Canton, OH
27. Stark Education Partnership, Canton, OH
28. Stark State College, North Canton, OH
29. University of Akron, Akron, OH
30. Wayne County Economic Development Center, Wooster, OH
31. American College Testing (ACT), Iowa City, IA



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CONSORTIUM**

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