

## Entrepreneurship and the Team

### 18 unit certificate

A certificate in Entrepreneurship and the Team is earned upon completion of the core 18 units. Program is for students interested in starting their own business and will provide students with critical insights into the basics of founding-team foundation. Students will learn about the Gig economy, legal business structures, e-commerce, networks, key relationships and the differences between the many types of solopreneurs. Please refer to the Norco College Catalog or visit the Counseling Center for course sequencing and scheduling.

### Required Courses (to earn certificate)

**ENP-50 Introduction to Entrepreneurship (3 units)**  
Course designed for those interested in starting their own business, either as their primary source of income or extra income, including individual contractors, freelancers, or consultants. Curriculum centers on how to identify a business opportunity, develop a business idea, create a business plan, and generate sustainable income to meet profit goals.

**ENP-51 Entrepreneurship Basics (3 units)**  
This course will expose students to the basics of entrepreneurship, including design thinking, customer assessment, and problem solving. Additionally, students will focus on lean market strategies for testing product/service validity.

**ENP-53 Money, Finance, and Accounting for Entrepreneurs (3 units)**  
This course helps students with the challenges of financing their business and determining how much you need and how entrepreneurial finance works. Students will be introduced to budgeting, overhead expenses, and what is important to learn about bookkeeping, accounting, and numbers to know their business.

**ENP-54 Business Model Canvas and Presentations for Entrepreneurs (3 units)**  
This course is designed to utilize the Business Model Canvas technique, such as value proposition, customer relationships, revenue streams, and key resources. Students will learn how to translate Business Model Canvas into powerful sales tools using technology to create presentations using video, animation, visuals, stories, and simulations.

**ENP-70 Building an Entrepreneurial Team (3 units)**  
The composition of the entrepreneurial founding team can be an important indicator of future revenue and project success. This course provides critical insights into the often overlooked basics of founding-team formation.

**ENP-71 Solopreneurship (3 units)**  
A new and growing entity is the "Solopreneur". This course will discuss the differences between the many types of solopreneurs such as freelancer, nomadic, and self-employed business owners. Students will learn about the Gig economy, legal business structures, e-commerce, networks, and key relationships.

## What's Your School?

**SCHOOL OF**  
**Business &**  
**Management**

Visit [www.norcollege.edu/business](http://www.norcollege.edu/business) for more information about this program.